

 HENRY SCHEIN®

**Total**   
**Health**™

BEYOND THE MOUTH

# Growing the Dental Practice with Wellness

*Saving Mouths, Saving Lives!*

# Prioritizing Dental Care in Today's Economy

- **35% of patients plan to reduce dental visits**
- **Fewer patients are accepting treatment**
- **Market for cosmetic procedures is down**
- **Patients have less discretionary income**
- **Average practice income down**

**Many patients don't understand the connection between oral health and their overall health.**

# Wellness Education is the Key

## **Educated patients:**

- Maintain dental visits*
- Accept recommended treatment*
- Comply with home care*
- Improve their health*
- Share knowledge with friends and family*

**Educated patients understand how oral health impacts their overall health.**

## Dental Office: Front Line of Health

**"Dentists are often the first professional to become aware of a potential problem since they are usually in contact with their patients more frequently than are physicians."**

**J. Michael Owen, DDS, FAGD**

**Academy of General Dentistry spokesperson**

## Dental Office: Front Line of Health

- Patients should visit the dentist at least twice a year.
- Often, patients see their primary care physician only once a year or less.
- Many patients today do not *have* a primary care physician.
- Dental visits last longer and give the patient more face time with health providers.

## Wellness Facts

- **78% of the adult population has some form of periodontal disease**
- **90% of patients 55–64 years of age have moderate to severe periodontal disease**

**What percentage of your patients do you think have periodontal disease?**

Sources: American Academy of Periodontology and American Dental Association

# Wellness Facts

- **Periodontal disease is dangerously undertreated with only 3% of the population currently receiving treatment.**

**Is your periodontal treatment program running as effectively as you would like?**

**Sources: American Academy of Periodontology**

**Patients with severe periodontal disease have total health care costs that are 21% higher than those of patients without periodontal disease**

Source: The Journal of Periodontology



**Pregnant women with periodontal disease are at a much higher risk to deliver a premature, low birth-weight baby**

**How much higher?**



## Wellness Facts

- **The use of alcohol during pregnancy increases the probability of having a P L B W B by 1 ½ times.**
- **Smoking increases the probability 1 time**
- **Smoking and drinking during pregnancy increases the probability of having a P L B W B by 2 ½ times.**



**Women with periodontal disease during pregnancy are 7 times more likely to deliver a premature, low birth weight baby!**

## Wellness Facts

**Premature low birth-weight babies are the #2  
cause of infant deaths in America today.  
Infants are almost twice as likely to die from  
PLBW than S.I.D.S!**

**Men who have  
periodontal  
disease have a 63%  
higher risk of  
developing pancreatic  
cancer\***



*\*Journal of the National Cancer Institute*

## Wellness Facts

- **36,000 new cases of oral cancer are diagnosed each year**
- **Only ½ the people diagnosed with oral cancer are alive in 5 years**
- **One person dies every hour from oral cancer**
- **Oral Cancer kills more people than skin cancer and cervical cancer combined**

Sources: American Dental Association and Oral Cancer Foundation

## Wellness Facts

- **Reducing sleep from 7 hours to 5 doubles risk of cardiovascular death**
- **Sleep apnea victims lose up to 20 years of their lives**
- **Sleep apnea sufferers are 23 times more likely to have a heart attack**

**Source: American Academy of Sleep Medicine**

## Wellness Facts

- **Habitual snoring affects an estimated 24% of adult women and 40% of adult men**
- **The Institute of Medicine reports 50 – 70 million Americans suffer from chronic sleep disorders**
- **An estimated 18 million Americans have obstructive sleep apnea**
- **80% – 90% of sleep apnea sufferers remain undiagnosed and untreated**

Source: American Academy of Sleep Medicine



## Wellness Facts

- **People with periodontal disease are almost twice as likely to suffer from coronary artery disease as those without**
- **Periodontal disease can exacerbate existing heart conditions**
- **Heart disease is the leading killer of men and women in the United States**

Sources: American Heart Association and American Academy of Periodontology

## Wellness Facts

- **Diabetic patients are more likely to develop periodontal disease, which can increase diabetic complications, endangering health**
- **Research shows periodontal disease treatment can improve management of diabetes**
- **One in four people affected with type 2 diabetes remain undiagnosed**

**Source: American Academy of Periodontology**

## How do you educate Patients?

- **Educated and unified dental team**
- **Consistent message**
- **Patient resources**
- **Ask the right questions**
- **Current and relevant information and training**

# First Step in Education: Information Gathering

**Total Health Checklist** establishes a baseline of health to quickly act on areas of concern.

## Total Health Checklist

This information will assist the dental professionals in assessing both your oral health and its impact on your overall health. Please answer completely to the best of your knowledge.



Patient Name (Last Name, First Name) \_\_\_\_\_

Height \_\_\_\_\_ Weight \_\_\_\_\_

How frequently have you been brushing your teeth? \_\_\_\_\_

How frequently have you been flossing your teeth? \_\_\_\_\_

Do your gums bleed? ..... yes \_\_\_\_ no \_\_\_\_

Are your gums sore or swollen? ..... yes \_\_\_\_ no \_\_\_\_

Have your gums receded (do teeth look longer)? ..... yes \_\_\_\_ no \_\_\_\_

Are your teeth loose? ..... yes \_\_\_\_ no \_\_\_\_

Do you smoke or use tobacco products? ..... yes \_\_\_\_ no \_\_\_\_

Do you drink excessively? ..... yes \_\_\_\_ no \_\_\_\_

Do you have a persistent sore throat or ear pain? ..... yes \_\_\_\_ no \_\_\_\_

Do you have unexplained numbness or pain in the face/neck/mouth? ..... yes \_\_\_\_ no \_\_\_\_

Do you have a sore or lesion on the lips or mouth that has persisted for 2 weeks or more? ..... yes \_\_\_\_ no \_\_\_\_

Do you have chronic hoarseness? ..... yes \_\_\_\_ no \_\_\_\_

Do you have difficulty chewing, swallowing, or moving the jaw or tongue? ..... yes \_\_\_\_ no \_\_\_\_

Do you have a lump or thickening in the cheek? ..... yes \_\_\_\_ no \_\_\_\_

Do you snore or have you been told in the past you snore? ..... yes \_\_\_\_ no \_\_\_\_

Do you regularly have excessive daytime sleepiness? ..... yes \_\_\_\_ no \_\_\_\_

Have you been diagnosed with sleep apnea? ..... yes \_\_\_\_ no \_\_\_\_

Do you have a heart condition? ..... yes \_\_\_\_ no \_\_\_\_

Is there a history of heart disease in your immediate family? ..... yes \_\_\_\_ no \_\_\_\_

Do you have a family history of diabetes? ..... yes \_\_\_\_ no \_\_\_\_

Do you have high cholesterol? ..... yes \_\_\_\_ no \_\_\_\_

Do you have any other health conditions? ..... yes \_\_\_\_ no \_\_\_\_

\_\_\_\_\_

FOR OFFICE USE ONLY

Record Blood Pressure \_\_\_\_\_

\_\_\_\_\_

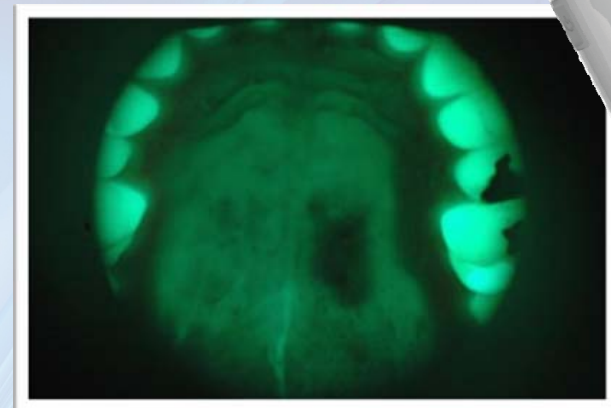
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Item Code (125-0107)



# First Step in Education: Information Gathering

Using the Total Health Checklist, screenings and diagnostics can help you find health issues in the early, treatable stages.



# **Saving Mouths, Saving Lives**

**Help save more than just teeth – save lives!**

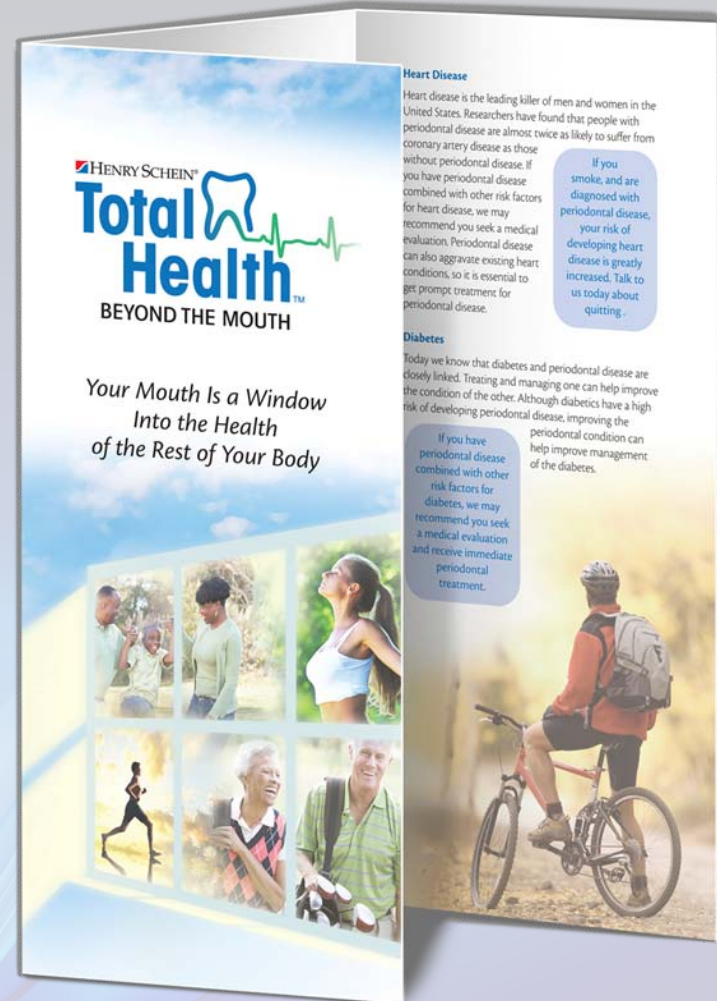
**“Velscope saved my patient’s life. Using a Velscope exam, I was able to visualize the oral source of the cancer. The surgeon removed it, and the patient is still with us over 6 years later. Velscope literally saved her life.”**

**Anthony Palombaro, DDS  
Binghamton, NY**

# Educate Patients

## Total Health Patient Education Brochure

- *When patient submits completed Total Health Checklist, front desk team provides patient with brochure and asks patient to read before appointment begins*



# Educate Patients

## Total Health program increases awareness of the oral systemic health connection.

### Oral Health Affects Total Health

When gums become infected and inflamed from periodontal disease, bacteria in plaque can spread and grow below the gum line. The bacteria can then enter into the blood stream and travel to major organs and begin new infections. Ongoing research suggests that periodontal disease may be linked to heart disease, osteoporosis, and diabetes.

If you show signs of periodontal disease, we may prescribe further testing to rule out associated conditions.



# Educate Patients

**Total Health program reinforces the value of oral care.**

## **Ideal Oral Healthcare**

Daily brushing and flossing will help keep calculus formation to a minimum, but it won't completely prevent it. A professional dental cleaning at least twice a year is necessary to remove calculus from places your toothbrush and floss may have missed. Studies demonstrate that including flossing as part of your oral care routine can actually help reduce the amount of periodontal disease-causing bacteria found in the mouth, therefore contributing to healthy teeth and gums.

Ask us  
about a regular  
cleaning schedule  
designed for  
your needs

# Motivate Patients

## Total Health education prepares patients for news of potential health concerns.

### Diabetes

Today we know that diabetes and periodontal disease are closely linked. Treating and managing one can help improve the condition of the other. Although diabetics have a high risk of developing periodontal disease, improving the

periodontal condition can help improve management of the diabetes.

If you have periodontal disease combined with other risk factors for diabetes, we may recommend you seek a medical evaluation and receive immediate periodontal treatment.

### Oral Cancer

36,000 new cases of oral cancer are diagnosed each year.

### Heart Disease

Heart disease is the leading killer of men and women in the United States. Researchers have found that people with periodontal disease are almost twice as likely to suffer from coronary artery disease as those without periodontal disease. If you have periodontal disease combined with other risk factors for heart disease, we may recommend you seek a medical evaluation. Periodontal disease can also aggravate existing heart conditions, so it is essential to get prompt treatment for periodontal disease.

If you smoke, and are diagnosed with periodontal disease, your risk of developing heart disease is greatly increased – talk to us about quitting today.

### Sleep Disorders




50 - 70 million Americans suffer from chronic sleep disorders like habitual snoring and sleep apnea. While snoring can be harmless, it can

also be a sign of sleep apnea, which occurs when the tongue falls back into the throat during sleep, blocking the airway.

# Motivate Patients

**Total Health Patient Guide**  
**reviews brochure**  
**information chairside**  
**and provides potential**  
**screening and treatment**  
**options.**

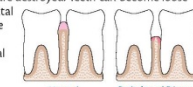


*Patient Guide*

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**Periodontal Disease**

Periodontal disease is a serious inflammatory condition, caused by a bacterial infection. As the disease progresses, the pockets deepen and more gum tissue and bone are destroyed. Teeth can become loose and fall out. Although good oral care can help prevent periodontal disease, research shows that up to 30% of the population may be genetically susceptible to the disease. Despite oral care habits, these people may be six times more likely to develop periodontal disease. We may recommend saliva testing to determine your genetic risk and current level of periodontal disease.



**Screening Options**

Periodontal Evaluation  
Saliva Testing


**Treatment Options**

Scaling and Root Planing  
Periodontal Surgery  
Referral to a Periodontist

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**Oral Cancer**

Although we perform a visual examination for oral cancer, occasionally there are lesions in the mouth that are not visible to the eye. We may use an oral cancer screening device to check for abnormal tissue. At least one strain of HPV is now linked to the development of oral cancer. HPV is a common, sexually transmitted virus that has infected more than 20 million people in the United States. Many do not realize they are infected, since HPV often has no signs or symptoms. We may recommend a saliva test to check for HPV and determine your risk level for cancer.



**Screening Options**

Oral Cancer Screening  
Saliva Testing  
Biopsy

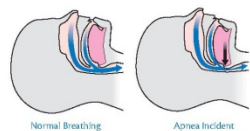
**Treatment Options**

Referral to a Physician

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**Sleep Disorders**

While snoring can be harmless, it can also be a sign of sleep apnea, which occurs when the tongue falls back into the throat during sleep, blocking the airway. Untreated, sleep apnea can contribute to excessive daytime sleepiness as well as an increased risk for high blood pressure, heart attack, stroke, diabetes, obesity, and driving accidents. If you have signs of a sleep disorder, we may recommend an at-home sleep test.



**Screening Options**

Epworth Sleepiness Scale  
[www.aadsm.org/selftest.aspx](http://www.aadsm.org/selftest.aspx)  
Home Testing or Sleep Clinic

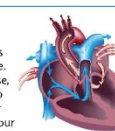
**Treatment Options**

Referral to a Physician  
Oral Appliance  
Continuous Positive Airway Pressure (CPAP) Therapy  
Surgery

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**Heart Disease**

Researchers have found that people with periodontal disease are almost twice as likely to suffer from coronary artery disease as those without periodontal disease. If you have periodontal disease combined with other risk factors for heart disease, we may recommend you seek a medical evaluation. Periodontal disease can also aggravate existing heart conditions, so it is essential to get prompt treatment for periodontal disease. If you smoke and are diagnosed with periodontal disease, your risk of developing heart disease is greatly increased – talk to us about quitting today.



**Screening Options**

Periodontal Evaluation  
Heart Disease Risk Factors Review

**Treatment Options**

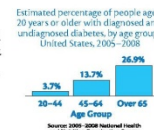
Referral to a Physician  
Treatment of Periodontal Disease  
Smoking Cessation Program

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**Diabetes**


Today, we know that diabetes and periodontal disease are closely linked. Treating and managing one can help improve the condition of the other. Although diabetics have a high risk of developing periodontal disease, improving the periodontal condition can help improve management of the diabetes. If you have periodontal disease combined with other risk factors for diabetes, we may recommend you seek a medical evaluation and receive immediate periodontal treatment.

Estimated percentage of people aged 20 years or older with diagnosed and undiagnosed diabetes, by age group, United States, 2005–2008



Source: 2005–2008 National Health and Nutrition Examination Survey

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For more information on Oral Systemic Health, please visit [www.aosh.org](http://www.aosh.org)

Item Code (125-0110)

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# Motivate Patients

Intra oral images and clinical test results reinforce your diagnosis and treatment plan and help increase case acceptance.



MyPeriodID<sup>®</sup> PST<sup>®</sup>  
INTERPRETING RESULTS PAGE 1

ORADNA LABS  
Advanced & Laboratory Diagnostic  
Arist Dental Service

**MYPERIODID<sup>®</sup> PST<sup>®</sup>**  
FINAL REPORT

ORADNA LABS  
Advanced & Laboratory Diagnostic  
Arist Dental Service

<b>1. Patient:</b> Date Of Birth: 02/06/0000 Order: 1016	<b>Ordering Provider:</b> John A. Cox 214 Overlook Circle, Suite 100 Brentwood, TN 37027	<b>Sample Information:</b> Accession: 00000000 Specimen: Oral Swab Collection: 00000000	<b>Received:</b> 00000000 0000 <b>Referred:</b> 00000000 0000 <b>Printed:</b> 00000000 0000
----------------------------------------------------------------	---------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------

**Result:**  
**POSITIVE**

**Result:**  
IL-1A (+4845) Genotype **G/T**  
IL-1B (+3954) Genotype **C/T**

**Interpretation:**  
The results of the PST test indicate that your patient is **POSITIVE** and has an increased risk for more severe periodontal disease due to the genetic variations examined in this test. PST-positive patients may require more aggressive treatment.

**Comments:**

- **Significance:** This individual has the "PST-positive" genotype and is therefore at a 3-7 fold increased risk for severe periodontal disease. The PST composite genotype is based on the combination of the results for the IL-1A and IL-1B genes. Any combination that includes the presence of a "T" at both IL-1A (+4845) and IL-1B (+3954) is defined as PST-positive and predisposes an individual to more severe periodontal disease which may require more aggressive treatment.
- **Risk:** Prevalence of the PST-positive genotype ranges from 30 to 40% in Caucasian populations. This frequency may be different in other ethnic groups. It is important to note that whenever the PST-positive genotype is present, it is associated with an increased susceptibility to periodontal disease and overproduction of IL-1, a cytokine that amplifies inflammation.
- **Consider:** The PST test assesses one of several risk factors that should be included in an overall evaluation of periodontal disease. Specific bacteria are associated with the initiation of the disease, and additional risk factors including genetic susceptibility, smoking, diabetes, and oral hygiene have an amplifying effect on periodontal disease progression.

Methodology: Genomic DNA is extracted and tested for two interleukin-1 polymorphisms. These polymorphisms are tested via polymerase chain reaction (PCR), followed by single base extension analysis.

Disclaimer: 1. Oradna is not liable for any outcomes arising from a patient's treatment decisions and diagnosis. Dentists should consult with a periodontist or other dental specialist when indicated or as indicated by patient's medical condition. 2. Oradna is not responsible for treatment and results due to poor sample collection. 3. This test has been approved and is performed at an accredited laboratory. 4. This test is not intended to be used for the diagnosis of any disease. 5. This test is not intended to be used for the diagnosis of any disease. 6. This test is not intended to be used for the diagnosis of any disease. 7. This test is not intended to be used for the diagnosis of any disease. 8. This test is not intended to be used for the diagnosis of any disease. 9. This test is not intended to be used for the diagnosis of any disease. 10. This test is not intended to be used for the diagnosis of any disease.

Oradna Labs, Inc., 214 Overlook Circle, Suite 100, Brentwood, TN 37027 (877) 877-4006; Fax: (615) 607-2828 www.oradna.com  
Medical Director: Ronald McEwen, MD      Chief Dental Officer: Thomas W. Hinton, DDS

# Motivate Patients

**Increase patient referrals to other care providers,  
ensuring patients receive the care they need  
and protect their health.**

# Total Health Components

- **Periodontal Disease**
- **Oral Cancer**
- **Sleep Disorders**
- **Heart Disease**
- **Diabetes**

# Periodontal Disease

- **Foundation of Total Health**
- **Strong periodontal management will support all other wellness efforts**
- **Periodontal health must be addressed with every patient in the practice**

# Periodontal Disease: Connections

- **Adverse Pregnancy Outcomes**
- **Heart Disease and Stroke**
- **Weakened Immune System**
- **Diabetes**
- **Pancreatic Cancer**
- **Alzheimer's**
- **Osteoporosis**
- **Arthritis**

Sources: American Academy of Periodontology  
and Journal of the National Cancer Institute



# Periodontal Disease: Plan of Action

- Address all symptoms of periodontal disease reported on Total Health Checklist with patient
- If patient is considering pregnancy, review the study that links fertility and oral health\*

How frequently have you been brushing your teeth? \_\_\_\_\_

How frequently have you been flossing your teeth? \_\_\_\_\_

Do your gums bleed? ..... yes \_\_\_\_\_ no \_\_\_\_\_

Are your gums sore or swollen? ..... yes \_\_\_\_\_ no \_\_\_\_\_

Have your gums receded (do teeth look longer)?..... yes \_\_\_\_\_ no \_\_\_\_\_

Are your teeth loose?..... yes \_\_\_\_\_ no \_\_\_\_\_

\*<http://www.dental-tribune.com/articles/content/id/5552/scope/news/region/europe>

# Periodontal Disease: Plan of Action

Perform a saliva test on patients to evaluate genetic risk and identify types and levels of bacteria present in the mouth

MyPerioPath™  
INTERPRETING RESULTS PAGE 1

ORALDNA LABS  
Inherited & Salivary Diagnostics  
A Sunquest Company

**MYPERIOPATH™  
FINAL REPORT**

Ordering Provider: Doe, John A. (DDA0001)  
Date Of Birth: 00/00/0000  
Gender: Male

Sample Information  
Accession: 00000000000000000000  
Specimen: Oral, P300  
Collection: 00/00/0000 00:00

Received: 00/00/0000 00:00  
Reporting: 00/00/0000 00:00  
Printed: 00/00/0000 00:00

**1** **2** **3** **4**

**Result: POSITIVE - 8 PATHOGENIC BACTERIA REPORTED ABOVE THRESHOLD**  
Bacterial Risk: HIGH - Very strong evidence of increased risk for attachment loss

**Legend**  
— = Pathogen Load Threshold  
DL = Detection Limit

**Small Interpretation:** Periodontal disease is caused by specific, or groups of specific, bacteria. Threshold levels represent the concentration above which patients are generally at increased risk for attachment loss. Threshold levels should be considered advisory and increase with clinical signs and other test factors.

**High Risk Pathogens** **Moderate Risk Pathogens** **Low Risk Pathogens**

Pathogen	Result	Clinical Significance
<b>Aggregatibacter actinomycetemcomitans</b>	High	Very strong association with PD; treatment, tissue resorb, and pathogen is necessary for bacterial survival. Associated with aggressive forms of disease.
<b>Porphyromonas gingivalis</b>	High	Very strong association with PD; treatment, tissue resorb, and pathogen is necessary for bacterial survival. Associated with aggressive forms of disease.
<b>Prevotella intermedia</b>	High	Strong association with PD; treatment, tissue resorb, and pathogen is necessary for bacterial survival. Associated with aggressive forms of disease.
<b>Prevotella intermedia</b>	High	Strong association with PD; treatment, tissue resorb, and pathogen is necessary for bacterial survival. Associated with aggressive forms of disease.
<b>Campylobacter rectus</b>	Low	Moderate association with development of PD; usually found in combination with other suspected pathogens in infectious disease.
<b>Parvimonas micra</b>	Low	Moderate association with PD; detected in higher numbers of sites of active disease.
<b>Porphyromonas (Mittromones) asaccharans</b>	Low	Moderate association with PD; found more frequently in active sites of disease; often seen in infectious disease.
<b>Porphyromonas asaccharans</b>	Low	Moderate association with PD; found more frequently in active sites of disease; often seen in infectious disease.

**Not Detected:** (T) Tarnococcus forsythii, (T6) Treponema denticola, (D) Bacterium rosenbergii

Additional information is available from MyOralDNA.com on interpreting results.

**1** Page 1 emphasizes the bacterial profile  
**2** A "Positive" result indicates bacterial pathogens detected above threshold  
**3** "Bacterial Risk" Risk of disease progression based on specific bacterial pathogens.  
**4** "Pathogen Load Threshold" The concentrations above which patients are generally at increased risk of attachment loss/disease progression (represented by the black lines)

ORALDNA LABS, Inc. 214 Chestnut Drive, Suite 100, Silverdale, TN 37881  
Medical Director: Pamela McQuinn, MD  
Chief Dental Officer: Thomas W. Nelson, DDS  
Page 1 of 2

# Periodontal Disease: Insurance

- **Proper documentation and coding maximizes insurance reimbursement for periodontal treatment**
- **Request a Periodontal Management Presentation from Henry Schein to ensure your practice is properly documenting and coding periodontal treatments**

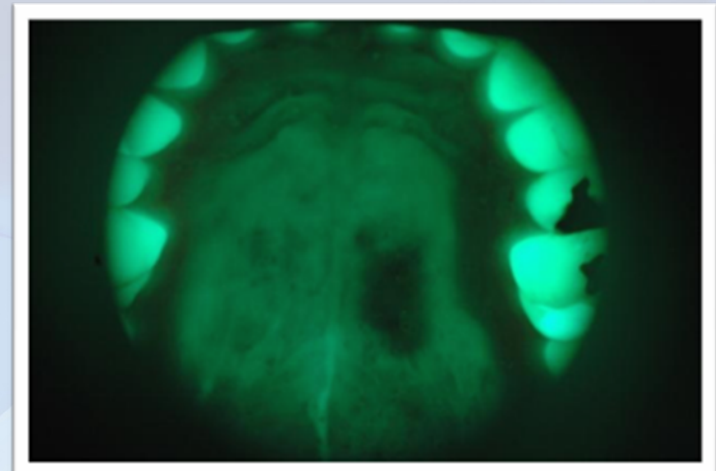
# Oral Cancer: Facts

- **Why is oral cancer so deadly? *Late Detection***
- **Early detection is the key to saving lives**
- **When discovered in early stages, the survival rate leaps to 80% - 90%**

Source: SEER, National Cancer Institute

# Oral Cancer: Facts

**Advanced screening tools can help you detect abnormal tissue that can not been seen with the eye, aiding in early detection.**



*Velscope images courtesy of Dr. Samson Ng*

# Oral Cancer: Signs and Symptoms

- **White or red patch of tissue, wart-like masses**
- **Lump or mass which can be felt inside the mouth or neck**
- **Pain or difficulty swallowing, speaking, or chewing**
- **Chronic hoarseness**
- **Numbness in the oral/facial region**
- **Unilateral, persistent ear ache or sore throat**

Source: Oral Cancer Foundation

# Oral Cancer: Risk Factors

- Smoking or use of other tobacco products**
- Excessive alcohol consumption**
- HPV virus**

**Source: Oral Cancer Foundation**

## Oral Cancer: HPV

- **More than 20 million people in the United States are infected with HPV and there are approximately 6 million new cases each year.**
- **Some oral cancers are linked to HPV exposure**
  - *Perform a saliva test for HPV to assess risk of oral cancer*
  - *Create a standard of care for addressing both HPV and oral cancer in your practice*

Sources: Centers for Disease Control and Prevention and Oral Cancer Foundation



## Oral Cancer: Plan of Action

- **Talk to every patient during your visual inspection: tell them what you're looking for**
- **Ask patients to perform self-checks between visits and contact you about any lesions that do not heal within 14 days**
- **Set a standard of care for advanced screenings based on symptoms and risk factors reported on Total Health Checklist**

Source: Oral Cancer Foundation

## Oral Cancer: Insurance

- **CDT Code DO431: adjunctive tests intended to aid in oral mucosal examinations including premalignant and malignant lesions**
- **VELscope examination should be coded DO431**
- **Increasing numbers of dental insurance plans are covering DO431**

# Sleep Disorders: Connections

- **Daytime fatigue**
- **High blood pressure**
- **Heart attack and stroke**
- **Depression/anxiety**
- **Memory and concentration problems**
- **Driving accidents**
- **Reduced quality of life**

**Source: American Academy of Sleep Medicine**

# Sleep Disorders: Signs and Symptoms

- Snoring
- Excessive daytime sleepiness
- Being overweight/obese
- Neck size of 17+ inches for men, 16+ for women

Source: American Academy of Sleep Medicine

# Sleep Disorders: Plan of Action

**Patients reporting signs and symptoms of sleep disorders should complete the Epworth Sleepiness Scale.**

## Epworth Sleepiness Scale

How likely are you to doze off or fall asleep in the following situations?  
Answer considering how you have felt over the past week or so.

- 0 = Would never doze
- 1 = Slight chance of dozing
- 2 = Moderate chance of dozing
- 3 = High chance of dozing

1. Sitting and reading

2. Watching TV

3. Sitting inactive in a public place (e.g., theater or meeting)

4. As a passenger in a car for an hour without a break

5. Lying down to rest in the afternoon when able

6. Sitting and talking to someone

7. Sitting quietly after a lunch without alcohol

8. In a car while stopped for a few minutes in traffic

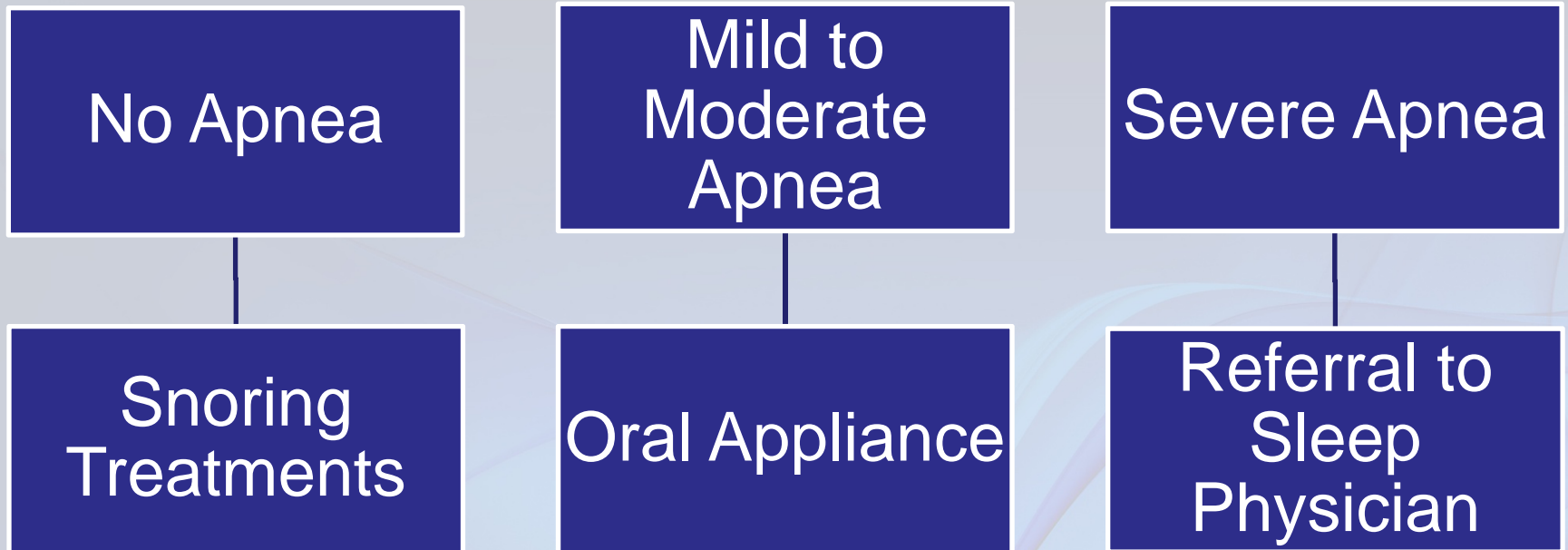
# Sleep Disorders: Plan of Action

- **Scores of 10+ should be tested for sleep apnea**
- **The majority of patients prefer home testing to a sleep clinic**
- **After dentist administers home test, a sleep physician will make a diagnosis and treatment recommendation based on the results**



Source: American Academy of Sleep Medicine

# Sleep Disorders: Plan of Action



Source: American Academy of Sleep Medicine

# Sleep Disorders: Plan of Action

If you are not currently treating sleep disorders in your practice, Henry Schein can help you implement a complete sleep solutions program.

 HENRY SCHEIN®

**SLEEP COMPLETE**™  
Dental Sleep Medicine Program



## Sleep Disorders: Insurance

- **Medical insurance coverage is available for the treatment of sleep apnea with oral appliance therapy**
- **Software is available to help document and process these claims for the dental office**



# Sleep Disorders

**"I think that in 10 years, Dental Sleep Medicine (DSM) will be incorporated into every dental school and that learning Oral Appliance Therapy will be a requirement for every dental student. Dentists trained in DSM offer huge benefits to their patients and society."**

**Dr. Leopoldo Correa  
Tufts Dental School**

# Heart Disease: Facts

- **Heart disease is the leading killer of men and women in the United States**
- **People with periodontal disease are almost twice as likely to suffer from coronary artery disease as those without**
- **Periodontal disease can exacerbate existing heart conditions**

Sources: American Heart Association and American Academy of Periodontology

# Heart Disease: Risk Factors

- Smoking**
- Immediate family history**
- High cholesterol**
- High blood pressure**

**Source: American Heart Association**

# Heart Disease: Plan of Action

**Patients reporting current heart conditions or risk factors for heart disease on their Total Health Checklist should receive comprehensive periodontal exams.**

**Source: American Academy of Periodontology**

Do you have a heart condition? ..... yes \_\_\_\_\_ no \_\_\_\_\_

Is there a history of heart disease in your immediate family? ..... yes \_\_\_\_\_ no \_\_\_\_\_

# Heart Disease: Plan of Action

**Patients with moderate to severe periodontal disease who reported 1 major risk factor should consider a medical evaluation if they have not had one in the past 12 months.**

**Source: The American Journal of Cardiology and Journal of Periodontology**

# Heart Disease: Plan of Action

**Patients with moderate to severe periodontal disease who reported **2 major risk factors** should be referred for a medical evaluation if they have not received one in the past 12 months.**

Source: The American Journal of Cardiology and Journal of Periodontology

# Heart Disease: Plan of Action

**Patients with moderate to severe periodontal disease who **smoke tobacco** should be educated about their increased risk of heart disease and advised to quit smoking.**

**Source: The American Journal of Cardiology and Journal of Periodontology**



# Heart Disease: Plan of Action

**Heart disease can strike anyone at any time.  
Keep a working AED device in your office.**



## Diabetes: Facts

- **One in four people affected with type 2 diabetes remain undiagnosed**
- **Diabetic patients are more likely to develop periodontal disease, which can increase diabetic complications, endangering health**
- **Research shows periodontal disease treatment can improve management of diabetes**

Source: American Academy of Periodontology

# Diabetes: Risk Factors

- Family history of diabetes
- High cholesterol
- Elevated blood pressure
- Overweight/obese

# Diabetes: Plan of Action

- **Patients with periodontal disease reporting 1 or more risk factors for diabetes should be referred to a physician**
- **Patients at risk for diabetes should receive immediate treatment for periodontal disease to avoid diabetic complications**

Source: American Academy of Periodontology

# Implementing Total Health Program

- 1. Every patient completes the Total Health Checklist**
- 2. Every patient reads the Total Health Brochure**
- 3. Dental team reviews the completed checklist with patient and captures any missing information**

**Hygienist: “Is there anything else the dental team should be aware of? Do you have any questions after reading the brochure?”**

## Implementing Total Health Program

4. If checklist indicates areas of concern, laminated Patient Guide is provided for review chairside in preparation for health discussion

**Hygienist:** “According to the checklist, you indicated possible signs of \_\_\_\_\_. In order to fully address your oral health we must first address your total health. Please read the section on \_\_\_\_\_ and the dentist will discuss the next steps in your care.”

# Implementing Total Health Program

## 5. Office promotes Total Health participation with posters, table displays, electronic resources



# Total Health Pricing

## **Total Health Kit (125-0112) \$89.99**

- 4 pads of 100 checklists (125-0107) \$6.99/pad*
- 3 packs of 133 brochures (125-0108) \$19.99/pack*
- 1 Patient Guide (125-0110) \$4.99/each*
- 1 Poster (125-0111) \$6.99/each*
- 1 Table Display (125-0109) \$5.99/each*

## **Total Health Reorder Kit (125-0113) \$75.99**

- 4 pads of 100 checklists*
- 3 packs of 133 brochures*



# My Role in Total Health

- **Provide certification of office's Total Health training**
- **Help implement any services not currently offered**
- **Follow up to ensure successful implementation**
- **Provide ongoing updates and information related to Total Health and wellness**