



Login: MDA2017 Password: Annual



### Course Objectives

- Improve practice profitability through communication, caries management and new technology, aiding and treatment planning and strategic scheduling
- \* Understand that caries management programs do not have to be complicated and time-consuming
- Identify dental and restorative materials and techniques that offer favorable long-term outcomes
- \* Rejuvenate your career!

### Prosthodontics & Prevention

Older patient population Complex MH, Medications Caries risk assessment Diagnosis and treatment planning Many restorative procedures increase caries risk Favorable and predictable outcomes

### CARIES

Caries is the most prevalent disease in the world

Surgeon General: dental caries is the single most common chronic disease of childhood

Starting at age 60, tooth decay rates are equal to or greater than adolescent decay rates who grew up with no fluoride in the water

91% of adults are affected by caries in their lifetime

Coal health and the aging population | Am Dent Amoc 2007; 138(7):55-63 , edentalism and enamel fluorosis: United States, 1984 and 1999-2002. MMWR Surveil Summ 2005;44(2):1-43

#### COMMON CARIES MISCONCEPTIONS

- Children and adolescents are at the highest risk for developing caries and caries risk reduces with age. Just the opposite!
- If you brush and floss your teeth, you will not be as susceptible to caries. False!
- High amounts of topical fluoride will minimize risk.
  - Sometimes!
- If incipient caries are detected, the least invasive thing to do is to watch it.



### THE DISEASE: Dental Caries

Bacteria pH Inadequate exchange of minerals

Not a hole in a tooth!

### Bacteria

• S. mutans

- S. sobrinus
- Lactobacillus
- other bacteria



Sticks to tooth
Converts sucrose to glucan

 Lactic acid byproduct

Acidogenic, Aciduric, Cariogenic



### Demineralization

- Constant cycle of acids formed by bacteria on teeth
- Acids remove minerals from teeth faster than the saliva can restore the minerals
- Without chemotherapeutics and risk management, demineralization will lead to caries

# Demineralized Enamel

Enamel rods become ragged

Widening of inter-rod space

Fluid Diffusion Occurs

- Plaque acidsBacteria
- •
- Calcium Phosphate •
- . Fluoride

Buffering agents



#### DENTAL CARIES Impact on a Patient's Quality of Life

- $\checkmark$  Diminished comfort, function, aesthetics and perception of oral health
- ✓ Increased anxiety
- ✓ Increased cost
- ✓ Direct link to systemic conditions

### DENTAL CARIES

### Impact on a Clinician's Quality of Life

- ✓ Increased anxiety
- ✓ Delivering "bad news"
- ✓ Lack of control of disease process
- ✓ Reduced lifespan of restorations

So, we can't see the disease, but we need to identify it before it destroys teeth?!



CAMBRA Caries Management by Risk Assessment



Caries can be prevented and cured Risk Assessment

Evidence Based







Journal



(CARIES MANAGEMENT BY RISK ASSESSMENT) Journal of the California Dental Association, Oct & Nov 2007

Why would I consider a Caries Management Program for my Practice? Clinical Benefits Financial Rewards

"Although we have reached a relatively high degree of excellence in restoring teeth, placing high-quality restorations in teeth that should not have been surgically cut and restored represents the lowest overall standard of care."

Ismail, S. Dental Caries in the Second Millennium. J Dent Ed. Oct 2011

### **RECORD REVIEW**



132 Patients

Demographic Information # of new carious lesions # of reversal of incipient lesions Oral Hygiene Status Risk Category

Maragliano-Muniz, PM., Roberts, DR., Chapman, RJ. Trends in Dental Hygiene: Clinical Results and Profitability of a Caries-Management Program in Private Practice, RDH Magazine, Dec. 2012,

### RESULTS

- n=132 (62 Male, 70 Female)
- Mean age: 63 years old
- 254 new carious lesions (49 people)



102 accepted CAMBRA



93.87% Patients with new carious lesions accepted CAMBRA protocols











## ADDITIONAL FINDINGS

Decrease in Calculus & Stain

- Improved patient satisfaction and comfort
- Increased time for communication and clinical evaluations
- Decrease in scaling time
- Decrease in scaling-related fatigue

### ADDITIONAL FINDINGS Smooth, Shiny, Glass-like Root Surfaces





# ADDITIONAL FINDINGS

#### Tooth & Root Sensitivity Minimized

A better alternative to sensitivity protection dental products?

Euture research: Comparison of products Caries prevention/sensitivity reduction after perio surgery Effects of CAMBRA products on biofilm

HOW DO I GET STARTED?



# Assessing Caries Risk & Understanding Risk Factors

A BALANCED MOUTH IS A HEALTHY MOUTH

Oral bacteria Neutral pH Adequate mineral exchange

#### AN UNBALANCED MOUTH = DISEASE

Presence of risk factors contribute to disease

- Bacterial imbalance
- Acidic oral environment
- Reduced calcium & phosphate concentrations







## CARIES RISK FACTORS

- Gingival Recession
   Deep Pits & Fissures
  - Diet High in Sugar/Carbs/Acids
  - Poor Oral Hygiene
  - Growing up without access to fluoride

60+ years of age

Compendium, Oct 2013

Compendium

These risk factors contribute to caries risk, but are not high risk factors

# CARIES HIGH RISK FACTORS Bacterial Influence

• Xerostomia • Changes in consistency of Plaque

Smoking

Extensive Restorations
 Removable Partial Dentures
 Fixed Partial Dentures

Orthodontics

Prosthodontics

· Increased plaque and calculus · Infectious Contact



Smoking

#### CARIES HIGH RISK FACTORS

#### reduced concentration of minerals

• Xerostomia • Lack of Calcium, Phosphate and Fluoride

- Caries within 3 years
   High likelihood of recurrence
   Best predictor for future disease
- · Incipient Caries/ Demineralization Tooth structure has loss of minerals
- Saliva how it works and why we need it





• 5 Protective Functions:

- 1. Lubrication
- 2. Flushing/Rinsing
- 3. Chemical
- 4. Antimicrobial
- 5. Maintenance of supersaturation of calcium & phosphate ions

```
    Varies throughout day
```

Time of day
Postural

## Components of Saliva

1. Mucins/ Glycoproteins

- 2. Phosphoproteins 3. Immunoglobulins

4. Amylase and other enzymes

Enzymes

PEROXIDASE - Reacts with saliva- forms HYPOTHIOCYANATE- inhibits the ability of bacteria to fully use glucose

LACTOPEROXIDASE - Component of acquired pellicle - Adheres to hydroxyapatite - Influences qualitative and quantitative characteristics of bacteria within dental plaque Proteins

HISTADINE & STATHERIN Control the status of Calcium & Phosphate

& Phosphate

 Maintain levels of supersaturation of calcium & phosphate in relation to hydroxyapatite

 Prevent a rapid drop in pH, aid in quicker pH recovery
 Bacteriostatic

# The lack of saliva effects:

Mastication & Deglutition Digestion Immunity Oral Homeostasis Buffering Capacity (control of oral pH) Oral Microflora Concentration of Calcium & Phosphate Salivary Proteins Essential for Mineral Balance

Xerostomia contributing to caries risk



XEROSTOMIA Over 400 Medications

> Antihypertensives Antidepressants Anxiety Antihistamines Decongestants Acid Reflux Sedatives Pain Meds ADHD Chemotherapy



#### XEROSTOMIA Systemic Conditions

SYSTEMIC LUPUS

- RHEUMATOID ARTHRITIS
- HYPERTENSION
- ENDOCRINE DISORDERS
- BELLS PALSY
- SARCOIDOSIS
- SCLERODERMA
   HIV
   SJOGREN'S SYNDROME
   DEHYDRATION

DIABETES

- ANXIETY
- \*ANA







## Salivary Testing

- pH Testing
- Saliva Check Buffer- GC America
- CRT Buffer- Ivoclar
- Bacterial Testing
- Saliva Check Mutans- GC America
   CRT Bacteria- Ivoclar
- Cari-cult- Oral Biotech
- Dentocult SM- Orion Diagnostics
- ATPase Testing
- Cariscreen- Carifree

#### CHEMISTRY OF MINERAL UPTAKE

Diffusion

- Teeth made of hydroxyapatite, fluorapatite, calcium, phosphate
- Constant cycle of demin-remin
- If minerals out = minerals in: no net change to tooth
- Rate limiting factor is the **available calcium & phosphate**







### FIXED ORTHODONTICS

• Difficult to clean

 Demineralization common around brackets/bands

• White spot lesion prevalence 2-97%



Chapman JA, et al. American Journal of Orthodontics and Dentofacial Orthopedics, Aug 2010

#### "INVISIBLE BRACES"

Bonding of attachments



Oral hygiene must be optimal

Can impede natural passage of minerals

Plaque accumulates on internal surface of aligners

Decalcification of cusp tips, incisal edges common Methini et al. Consequences of Peor Oral Hygiene During Clear Aligner Therapy, August 2013.

#### PROSTHETIC DENTISTRY

### Fixed Partial Dentures

- Avg. lifespan: 7-10 years, 87% at 10 years, 66% at 15 years Scurria, 1998
- The greater the span, the greater the risk of failure
- Dental Caries: most common mode of failure Goodacre, 2004, Tan 2004



#### Extensively Restored Teeth 10+ Restored Surfaces

• How did we get here?

• Lifespan of restorations: 7-15 years

• Common mode of failure:



### Removable Partial Dentures

- Surgeon General: By age 50, Americans have lost an average of 12.1 teeth
- Avg. lifespan: 74% success rate at 5 years
- Dental Caries: Most common mode of failure

Kapur, 1989



#### INFECTIOUS CONTACT Contributing to Caries Risk

Significant others

Parent to child

Primary caregiver to child

Child to child

RECREATIONAL DRUGS Contributing to Caries Risk

### Methamphetamines

"Meth Mouth": severe decay, tooth loss, fracture, erosion

Causes drug-induced xerostomia bruxism poor nutrition poor oral hygiene



Hussein, 2012

Most severe when injected



Active ingredient: 9-tetrahydrocannibinol (THC)

Therapeutic Uses: Appetite stimulant, Pain relief, Relief of glaucoma and neurological illnesses (epilepsy, migraines, bipolar disorder)

Affects cardiovascular, respiratory, immune systems

Directly affects cell activity by suppressing: macrophages, natural killer cells, T & B lymphocytes

Oral Side Effects: Reduced resistance to bacterial and viral infections Chronic Inflammation of oral mucosa Xerostomia Leukoedema Gingival changes: gingivitis, hyperplasia Uvulitis Carcinoma of the tongue Increased risk for periodontal disease Increased risk for caries



### CARIES RISK ASSESSMENT



Documentation



- Oral Health Related Quality of Life
- Caries Management

COMFORT"Is everything comfortable in your mouth?FUNCTION"Are you chewing, speaking, swallowing properly?<br/>Have you no have in weaking in your mouth works?"AESTHETICS"Are you happy with how your mouth looks?"PERCEPTION OF HEAETH"Do you think your mouth is healthy?"



### CARIES RISK CATEGORIES

Low

Moderate High

Extreme High

# CDT CODES

Caries risk assessment & documentation with a finding of:

D0601: low risk D0602: moderate risk D0603: high risk D0604: extreme risk D0999: unspecified diagnostic procedure, by report

www.carifree.com/dentists/blog/education/winning

### CARIES RISK REDUCTION 3 Principles for Caries Risk Reduction

- 1. Reduce bacterial levels/ disrupt bacterial colonies
- 2. Neutralize pH
- 3. Facilitate mineral exchange

### Low Risk Patient

Absence of all high risk factors

- No to few restorations
- Shallow occlusal anatomy

No gingival recession

Favorable diet

### Risk Management for the Low Caries Risk Patient

Patient handouts Oral hygiene instructions Diet assessment Fluoride varnish Xylitol 6 month recall



#### What is your patient doing at home?



"But I brush three times, floss twice AND use those little brushes you gave me..."

#### Smart Toothbrushes



www.beamtoothbrush.com

Insurance Company, NOT a toothbrush company

Increased reimbursement or reduced rates for compliant groups



### Oral-B Bluetooth Connected Toothbrush



http://www.engadget.com/2014/02/25/oral-b-bluetoothbrush-smartseries-7000-hands-on/ www.connectedtoothbrush.com



#### ORAL HYGIENE INSTRUCTIONS PATIENT MOTIVATOR

Dark Purple: 48+ hours old Pink: <48 hours old Light Blue: Acidogenic Plaque





GC TRI PLAQUE ID GEL



# **Recommended Foods**

Foods high in <u>ARGININE</u>: Spinach Seafood Nuts Soy

Snacks: Cheese, Sunflower seeds Drinks: Water, Milk

ten Cate, JM. J Clin Dent. 2013





### NATURAL ALTERNATIVES

Licorice root extract- bactericidal (s.mutans, lactobacillus, s.sobrinus)

Cranberry extract- inhibits plaque formation

Grapefruit seed extract- antimicrobial, anti-inflammatory

Grape seed extract- inhibits growth of s. mutans and p. gingivalis

www.homesteadmarket.com www.nutribiotic.com www.aunaturelinc.com www.loloz.com

## Oil Pulling

## Sesame Oil, Partially-Digested Coconut Oil , Sunflower Oil, Tea Tree Oil Petoxifying= Ama in Ayurvedic Medicine

#### MOA Unknown

- Creates surface layer that prevent bacterial adhesion
- Reduces plaque bacteria
- Increases salivary flow

http://www.ada.org/en/Hom

- Prolonged, forceful rinsing dislodges food particles
- Moisturizes gums



/az-topics/o/oil-pulling







#### FLUORIDE VARNISH

#### WHAT IS FLUORIDE VARNISH?

- Highly concentrated form of fluoride which is applied to the tooth's surface by a dental
  professional as a form of topical fluoride therapy
- Due to its adherent nature, stays on the surface of the tooth for several hours
- Can be applied to the enamel, dentin or cementum
- Its been used in Western Europe, Canada and the Scandinavian countries since the 1980's for tooth decay prevention
- Many studies report it's efficacy for the prevention of tooth decay or remineralization of early carious lesions
- In the USA, it is widely used as an <u>anti-hypersensitivity</u> agent

# ...but, I thought fluoride varnish was used for preventing caries?

#### Food and Drug Association

Fluoride varnish is considered an FDA-approved <u>device</u> to occlude tubules and therefore aid in anti-hypersensitivity

For a varnish to be considered to be listed as an anti-caries material, it would have to be approved by the FDA as a <u>drug</u>

# FLUORIDE VARNISH VS. TRAYS

- Delivers fluoride, calcium and phosphate
- Varnishes up to 25-75% reduction in caries risk
- Increased patient comfort & compliance
- · Safer to patient than gels/foams
- Acidulated phosphate fluoride treatments potentially damaging to dental restorations/sealants

There are so many varnishes on the market, How do I pick one? MATLENT COMPLIANCE Keys to IMPROVING PATIENT COMPLIANCE

KEYS TO IMPROVING PATIENT COMPLIANCE QUICK APPLICATION EFFECTIVE MATERIALS AESTHETIC OUTCOME EXCELLENT TASTE





### MI VARNISH APPLICATION



Instruct patients to expectorate-DO NOT SUCTION AFTER VARNISH APPLICATION

### Silver Diamine Fluoride

Elevate Oral Care

38% Silver Diamine Fluoride

FDA Approved for Dentinal Hypersensitivity by blocking dentinal tubules

Hardens dentin

Strong bactericidal and MMP reduction= Anti-Caries!

http://www.dentistryiq.com/articles/2016/07/the-dos-and-don-ts-of-silver-diamine-fluoride.html



### Silver Diamine Fluoride



#### Silver Diamine Fluoride







### Risk Assessment

Xerostomia Caries within 3 years Incipient caries/demin Gingival recession Recreational drug use ? Diet high in sugar/carbs/acid Poor plaque control Growing up without Fl2 Acidic environment

Orthodontics Prosthodontic treatment Extensive restorations 60+ years old Smoking Infectious contact Deep pits/fissures

Risk Management Recommendations Law Caries Risk Oral hygiene instructions orc Products. ACT Fluoride Ringe

Diet Counseling Caution with sugar, sipping coffee over long periods of time

Fluoride varnish

### MODERATE CARIES RISK



Good oral hygiene Favorable diet

Shallow to deep occlusal anatomy

Few restorations

Gingival recession

No high risk factors

### Risk Reduction Moderate Risk

Patient handouts Oral hygiene instructions Diet assessment Fluoride varnish Xylitol 6 month recalls

Considerations Anti-hypersensitivity Sealants



GOAL: OCCLUDE DENTINAL TUBULES





### MI PASTE

ACP-CPP (Recaldent) Casein: Milk-based Protein MI Paste Plus 900ppm NaF Safe with Lactose Intolerance,

Pregnant Patients, Children Contraindicated with Milk Allergy

> Caution: Kidney Dialysis Kidney Stones



# MILK ALLERGY

✓Most common food allergy in early childhood √2-3% of infants and young children

✓ 85-90% of these children lose clinical reactivity to milk by age 3

✓Prevalence in adults is 0.1-0.5%







White Spot Removal www.drmaragliano.com

SEALANTS for the moderate to high risk patient

### **RESIN VS. GLASS IONOMER SEALANTS**

imonsen RJ. Retention and effectiveness of dental sealant after 15 years. /ADA. 1991; 122(10): 34-42. long EM, Griffin So, Kohn WG, Gooch BF Cauffreld <u>E</u>W. The effect of dental seala<u>nteen</u>s bacterial levels in carion

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### FUJI TRIAGE SEALANTS

Glass ionomer

- Works in a moist field
- No isolation required

No bonding agent required

• Self bonding (chemical bond) with its high fluoride release

Safe to seal over immature enamel or non-cavitated lesions



FUJI TRIAGE SEALANTS

 Glass ionomer sealant allows Fluoride, Calcium and Phosphate to pass though the sealant to help mature the newly erupted tooth

• Resin sealants create a barrier and Fluoride, Calcium and Phosphate cannot penetrate through the sealant

• Contains 1400ppm Fluoride- releases over 400 days

• "rechargeable" with fluoride tx

• 1 capsule seals one arch



Xerostomia

60+ years old

Orthodontics

Recreational drug use



Infectious contact

#### WHO ELSE IS AT HIGH RISK?









### "WATCH" AREAS





We no longer watch caries get larger, we can now predictably reverse or stop the process!

Intra-oral Camera

- $\bigstar$  Documentation
- $\bigstar$  Patient education
- $\bigstar$  Treatment acceptance





- 🙀 Before & Afters
- $\bigstar$  All teeth to be "monitored"

#### CLINICAL CARIES RE-EVAL APPOINTMENT

- Provide remineralization therapy (high risk protocols)
- Schedule re-eval with doctor who originally diagnosed in one month
- Continue remineralization therapy or schedule appointment for restorative if needed
- Avoid "the poke"



Don't depend on a "stick" to find caries

17-40% accurate (Lussi 1991, Panning 1992, Pereira 2001)

Transfer of bacteria

Potential for damage of in tact surfaces

EDAS code	1			3	4		6
	0	0	63	6	+		
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71-100: Large direct restoration

indirect restoration



### **RADIOGRAPHIC CARIES RE-EVAL** APPOINTMENT

•Provide remineralization therapy

\*Bitewing x-ray 3-6 months

- •Evaluate for reversal, stability or progression
- •Evaluated by doctor who originally diagnosed

### **RISK REDUCTION** HIGH RISK

Patient handouts Oral hygiene instructions Diet assessment MI Paste Plus Xylitol (6-10g/day) 3-4 month recall Fluoride varnish -OR-









# The Oral Ecosystem

400-700 microorganisms in the oral cavity Many are considered "good bacteria". Many have not been named or classified and their role in health or disease has yet to be determined.

Consider probiotics!









н,с=с-с-о-с,н,-он Acid-base Reaction FLUOROALUMINOSILICATE GLASS + POLYACRYLIC ACID = GLASS IONOMER 1. Glass is attacked by H+, releasing Al, Ca, F, Na ions 2. pH increases, further ionization of polyacrylic acid

- 3. Al and Ca migrates into the aqueous phase
- 4. Ionization of polyacrylic acid leads to unwinding of polymer chain. Viscosity of material increases.
- Cations condense on the polymer chain.
   Formation of an insoluble salt

www.mi.gceurope.com



- •Self-adhesive to tooth structure
- •Strong chemical adhesion
- •Excellent marginal seal
- •Hydrophilic
- •High fluoride release
- Biocompatible

### DIRECT GLASS IONOMER

Direct restoratives with EQUIA Forte





INITIAL PRESENTATION

IMMEDIATE POST-OP

### DIRECT GLASS IONOMER

Direct restoratives with EQUIA Forte







INITIAL PRESENTATION

PREPARATION IMMEDIATE POST-OP

### DIRECT GLASS IONOMER

Direct restoratives with EQUIA



**"it hurts when I bite."** Pain isolated to ML cusp

### DIRECT GLASS IONOMER

Direct restoratives with EQUIA





32 months

### DIRECT GLASS IONOMER CROWN



# DIRECT GLASS IONOMER CROWN





DIAGNOSTIC WAX UP

NO TOOTH PREPARATION

# DIRECT GLASS IONOMER CROWN

EQUIA





A SILICONE MATRIX-GUIDED DIRECT RESTORATION

## DIRECT GLASS IONOMER CROWN

EQUIA





### DIRECT GLASS IONOMER CROWN

23 Month Follow-up



## DIRECT GLASS IONOMER CROWN

23 Month Follow-up





No remarkable occlusal wear!

### Casies Management in Practice Case 2



Chief Complaint: "I didn't like my last dentist, so I haven't gone in a while. My wife is your patient, and to be honest, she sent me here."



#### Perio:

 Generalized gingivitis
 Oral hygiene needs improvement

Incipient Caries: 17-M

<u>Caries</u>: 2-MO, 5-DO, 16-B, 17-O, 18-MOD, 29-MOD



### Caries Risk Assessment

Xerostomia Caries within 3 years Incipient caries/demin Gingival recession Recreational drug use Diet high in sugar/carbs/acid Poor plaque control Growing up without Fl



Deep pits/fissures Acidic oral environment

Caries within 3 years +

Incipient caries



Poor oral hygiene

Extensive restorations

# High Caries Risk Risk Reduction Recommendations

- 1. Oral hygiene instructions
- 2. Restorative treatment plan - glass ionomer for small restorations - glass ionomer cements for indirect
- 3. Nutritional counseling
- 4. MI Paste Plus, CHx Varnish then MI Varnish
- 5. Recall: 4 months initially, then 6 if caries is under control







This patient will be placed at high risk for the duration of her orthodontic therapy

### EXTREME HIGH CARIES RISK



Severe xerostomia

Multiple high risk factors/acidic oral environment Planning/undergoing chemotherapy or radiation Special needs patients

Uncontrolled GI disorders

High caries incidence

known cause creational drug use

### **RISK MANAGEMENT** EXTREME RISK

Patient handouts Oral hygiene instructions Diet assessment Fluoride varnish Xylitol (6-10g/day) 3 month recalls



pH Increasing Strategies

+

#### Baking Soda Toothbrushing Raises pH

#### Baking soda has an abrasion index of 7

The Relative Dentin Abrasion (RDA) Index adopted by the American Dental Association

RDA: ability to remove stain, NOT a measure of safety

No additional benefit over 250 <250: Safe for a lifetime of use

http://www.ada.org/en/member-center/oral-health-topics/toothpas







### Getting Started (behind the scenes)

- 1. Office meeting
  - Decide products - Cost
  - Insurance coverage
  - Office protocols (who does what)
- 2. Make documentation templates - Oral health related quality of life
  - CAMBRA
- 3. Handouts

# The hygiene visit with Caries Management

- 1. Seat your patient - OHRQOL
  - Med hx review
- 2. Clinical and Risk Assessment - Clinical findings
- Risk factors
- Diet and habit review

**3.** Risk Management: "We have a new approach to prevent disease in your mouth so that we can treat you more conservatively."

- 4. Patient Education - Handouts
- OHI
- 5. Periodic Exam with Dentist - Confirm recommendations
- -----
- 6. Fluoride Varnish Application
- 7. Recall based on risk

# What do I charge?

	Cost to Office	Cost to Patient
MI Paste/MI Paste Plus	\$15.75	\$25
White spot removal	\$15.75 + chair time	\$300/3 sessions (30 minute sessions)
Fluoride Varnish	\$1.75	\$35 (arverage \$35-50)
Sealants	\$195/50 capsules	\$51 per tooth





### Let's do the math

FEE PER HYGIENE VISIT (INCLUDE EXAM): \$175

AMOUNT OF TIME PER HYGIENE VISIT: 1 HOUR

**PRODUCTION PER HOUR:** 

Additional procedures (during hygiene visit): Radiographs, Fluoride varnish, Periodontal medicaments

Planned procedures: FMX

Separate Procedures: Bleaching, ScRP, Sealants

#### POTENTIAL PROFITS 5 days a week/ 48 weeks a year

**Before Implementation** 

RDH: 8 Patients/day Almost a 30% RDH: 8 Patients/day \$140 x 8= \$1,120/ day 8 Pro+8 RP + 7 M Pade/ day

After Implementation

8 Pro+8 Fl2 + 7 MI Paste/ day \$1120 + \$280 + \$175/day

\$175

=\$5,600/week

= \$1575/day =\$268,800\*/year

= \$7875/week

= \$378,000\*/year

\* Does not include radiographs, sealants, white spot removal, tooth whitening



#### HERE'S WHAT THEY SAY...

If a patient is caries free for 3 years, the practitioner may consider classifying the patient in a *lower caries risk category.* 

J California Dental Assoc. Oct/Nov 2007

### CARIES

Caries is the most prevalent disease in the world Surgeon General: dental caries is the single most common chronic disease of childhood

Starting at age 60, tooth decay rates are equal to or greater than adolescent decay rates who grew up with no fluoride in the water

91% of adults are affected by caries in their lifetime

World Health Orga Healthy People 2010, Surgeon Ge

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"If the disease is controlled with medicaments and risk management AND the risk factors are still present, the patient will be treated at the existing risk category for life. I will consider reducing the caries risk classification only in cases where the disease is controlled AND the risk factors are eliminated."

- Pamela Maragliano-Muniz

### Immediate Rewards

- Enhanced production within your hygiene department
- Improved communication
- Practice at the highest standard of care
- Legal protection

### Long-Term Rewards

- Improved patient retention & new patient referrals
- Increased production for elective dental procedures
- Improved experience

Patients Office

