

# The PreViser Practice

## Exceeding Patient Expectations

When PreViser Analytic technology is used to optimize treatment planning for your patients, good things happen. First, patient expectations of what you as the dentist or hygienist can do for them change – for the better!

## What do “Typical” patients expect?

- I have teeth
- Sometimes my teeth hurt, or get holes in them
- I go to the dentist to get the holes filled
- I will have an unpleasant experience
- I won't want to come back, but might have to

Patients don't expect that much from their Dentist. \* But the Dentist and Hygienist have so much more to offer. \*The problem is that communicating this value can be challenging. \*Difficult though it may be, \*your success in communicating your important role in managing a critical component of patient health \*may be the difference between a very successful practice, and one that is less successful than it can be.

## Adjusting those expectations

- As your dentist, I am concerned not just about your teeth, but about your oral health
- Oral Disease manifests itself in different ways
- Oral Disease affects your overall health and appearance
- I analyze and care for your teeth, the soft tissue that keep your teeth in your head, and monitor you for oral cancer
- I have the skills and tools to do this job better than anyone else can
- You will understand what care you need, why you need it, and this will motivate you to comply with my treatment recommendations

\*Patient expectations are adjusted upwards in the PreViser practice because PreViser gives you the tools to demonstrate value. \*Once your patient's expectations of what you can do for them are raised \* and you fulfill those enhanced expectations, \*office productivity increases because patient compliance and loyalty go up. \* PreViser disease and risk scores make it clear to the patient what care is needed \* and provide an objective measurement of success.

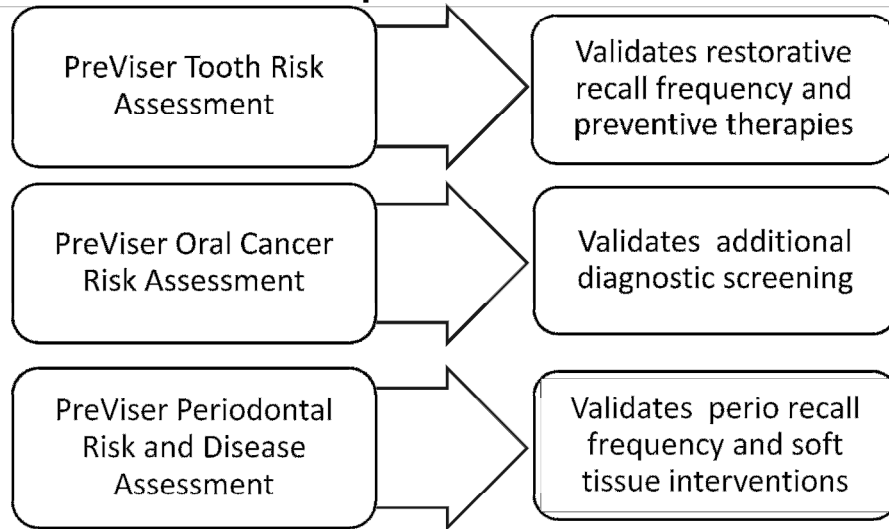
## Exceeding Expectations

- Each patient is PreViser analyzed for:
  - Oral Cancer Risk
  - Tooth Risk
  - Periodontal Risk, Severity and Extent
- Results are discussed with the patients
- Patients are scheduled for appropriate treatment by disease ‘track’ – soft tissue and teeth

Many patients visit the dentist thinking only of their teeth, and if you are going to be successful in heightening the patient’s awareness of your important role in managing their total oral health you need to give them information they can understand about each aspect of that health. \*In a PreViser Practice, patients are analyzed for oral cancer and tooth risk as well as periodontal disease risk and severity. \* The result of this analysis is presented to the patient in understandable patient reports. \*Based on the needs identified on the reports, patients are streamed into a disease management treatment track or a restorative treatment track, or a combination of both. Typically, these patients make separate appointments for each needed therapeutic track.

## The PreViser Practice - Exceeding Expectations

### PreViser gives you the tools to exceed expectations



PreViser gives you three separate tools to analyze and assess each of these disease silos. \* First, a Tooth risk assessment validates restorative recall frequency and preventive strategies that augment restorative treatments. In other words, you show your patient how you will both fix their teeth where necessary, but also help prevent future problems. \* Second, an Oral Cancer Risk Assessment validates additional diagnostic screening where risk is elevated, and communicates to the patient your critical role in early diagnosis of this terrible disease. \* Finally, PreViser offers a periodontal risk and disease assessment that validates hygiene recall, most appropriate therapies and preventive activities that can address risk factors leading to disease. Presented with this clear delineation of three important disease silos and your role in managing overall patient health, patients become far more compliant and understand how important your office is in their optimizing their oral health.

## The PreViser Practice - Exceeding Expectations

### The PreViser Practice is a Productive Practice

- Patients are scheduled for perio work with the disease management specialist – the Hygienist
- Patients are separately scheduled for restorative work with the restorative specialist – the Dentist
- Patients understand their needs because they have received validating information in the form of their PreViser Analytic Report

\*Soft tissue management is frequently performed by the disease management specialist in the practice – the hygienist. \*Restorative work is separately scheduled for the restorative specialist – the dentist. \*Because patients have the objective validating information contained on their individualized PreViser Analytic reports, this division of labor is intelligible and frequently expands patient understanding of the importance of each separate clinical expert.

## PreViser Analytics™ Help Hygienists

- Hygienists using PreViser spend less time
  - Nagging patients
  - Communicating to their dentists
- How?
  - PreViser reports give patients information they can understand (numeric risk and disease scores, plotted over time)
  - Dentists see a snap shot of information that tells them whether a patient is getting better or worse in their care

\*The result is that Hygienists become more productive because they spend less time communicating the rationale for home care and in office therapy as well as less time bringing the doctor up to speed on the progress of the patient. \* The numeric scores on the reports simplify and streamline communication for the patient and clinical care givers.

## PreViser Analytics™ Help Dentists

- Dentists using PreViser
  - Optimize Practice Productivity
  - Optimize Clinical Results
- How?
  - Less time is spent figuring out the best treatment plan for a patient; dentist's time is spent more efficiently
  - Patients receiving PreViser reports 'know their scores' and trust the dentist's treatment plan, increasing compliance and retention
  - PreViser reports functions as Informed Consent documents, insulating dentists from malpractice allegations
  - When care is targeted to objectively determined needs, outcomes dramatically improve

\*Dentists become more productive because \*they can see at a glance the periodontal status of patients, how much time they need to spend on an oral cancer examination, or how often a patient should be seen for preventive interventions that care for the teeth.

\*Patients begin to think in terms of 'their scores' because those PreViser scores are so easy for them to understand. Compliance is rewarded with tangible gains in health measured by changes in the PreViser scores. \* Legal liability is reduced because all patients with periodontal disease will be identified, and the patient reports fully inform the patient of the status and treatment needs. \*Finally, clinical results are optimized, because patients receive care specifically targeted to their objective needs.

## The PreViser Practice, Summary

- When patient's needs are streamed into soft tissue and hard tissue tracks, everyone's time is used more effectively and **productivity goes up**
- When patients receive information they understand, **compliance and retention go up**
- When care is targeted to needs, **outcomes improve**

**The Best Dentistry is the Most Productive Dentistry**

\*PreViser Analytics facilitate many positive changes in a practice. But the best news of all is that when one's practice is at its most productive, patient health is also optimized, and PreViser can help you attain this important objective.

**Thank You!**