



Accelerated Periodontal Instrumentation: Fast Tracking Clinical Success!
 Workshop • RDH Under One Roof • August 7, 2004
 Discover, Learn & Connect! • Norfolk, VA

1. _____ 2. _____ 3. _____
 4. _____ 5. _____



Periodontal Debridement Evaluation:

% of periodontal cases seen per month: _____

Your definition of "success": _____

Instrumentation utilized and % of each (i.e. Hand, power): _____

Adjunctive therapy utilized and % of each: _____

Average amount of time (days/weeks) for case completion from 1st to 4th quad: _____

Case success rate: _____

Patient perception of value/ success: _____

Your level of satisfaction with "success": _____

What does this workshop title mean to you? What are your expectations?:

Full Mouth vs. Quadrant (Partial Mouth) Periodontal Therapy

Full-mouth disinfection (FMD) was introduced in 1995 and was designed to target intraoral niches and periodontal pockets and reduce the likelihood of reinfection of previously treated areas.

Partial Mouth Protocol:

- Traditional quadrant scaling and root planing over a 6 week period of time at 2 week intervals
- 4 – 6 consecutive sessions
- Quadrant or sextant therapy
- Reinfection potential?
- Patient/ Client centered approach?

Research Protocol - FMD:

- Scaling and root planing 4 quads in 24 hours with hand instruments
- Application of chlorhexidine to all intra-oral niches
- Tongue disinfection
- 2x a day rinse and/or spray of buccal mucosa and tonsil area combined with daily tongue disinfection

Research on the efficacy of FMD has proven that this protocol:

- Improves probing depth and increases clinical attachment for up to 8 months.
- Reduces oral malodor
- Decreases spirochetes and motile organisms in subgingival flora
- Eliminates *P. gingivalis*

FMD provides the following additional benefits:

- Fast-tracking of aesthetic treatment
- Rapid healing and/or assessment for surgical intervention
- Facilitates client-centered approach
- Minimizes time spent in Phase I therapy by facilitating control of treatment planning and patient compliance

Contemporary research on adjunctive therapies always begins with full-mouth therapy that is completed in one to two weeks using both hand and powered instrumentation. This substantial body of research utilizing this process of care provides the full rationale to accelerate periodontal instrumentation in daily practice. To that end, what modifications might be considered, and what sequencing should be initiated to maximize success?

❖ **Optimal Oral Health** - *A standard of health of the oral and related tissues which enable an individual to eat, speak, or socialize without active disease, discomfort or embarrassment and which contributes to general well-being and overall health – ADHA, 1999*

PROPOSED ACCELERATED INSTRUMENTATION PROTOCOL:

2 appointments of appropriate length scheduled within 24 hours – to 2 weeks • ½ mouth per appointment

1. Pre-procedural antimicrobial rinse for 30 seconds
 2. Anesthesia administration/ pain control procedures
 3. Instrumentation
 - a. Powered instrumentation with self-contained water / medicament reservoir and antimicrobial irrigant
 - b. Hand instrumentation
 4. Placement of locally delivery/ control release medicaments
 5. Tongue deplaquing/ scraping with antimicrobial/VSC neutralizing agent
 6. Post-procedural rinse for 30 seconds with antimicrobial/VSC neutralizing agent
 7. Professional fluoride treatment/ application
 8. 2 to 3 month evaluation
 - a. Utilization of diagnostic devices to assess clinical outcome
 - b. Placement of local delivery / controlled release agent for nonresponsive sites / or prescription for subgingival dosage doxycycline:
 - i. 2.5 mg chlorhexidine chip
 - ii. 10% doxycycline gel
 - iii. 1 mg minocycline microsphere power
 - iv. 20 mg systemic/ subgingival dosage doxycycline bid
 - c. Appropriate recare schedule
 9. Re-evaluation at appropriate time with referral for non-responsive cases.
- *Daily oral hygiene should include toothbrushing; interdental cleansing and tongue deplaquing along with appropriate adjunctive chemotherapy for caries prevention, sensitivity control and antimicrobial benefits..*

IMPLEMENTING & INTEGRATION:

- Full-mouth disinfection, or accelerated instrumentation, accounts for a client- and clinician centered approach to periodontal therapy that maximizes clinical outcomes while providing immediate benefits.
- Utilization of ultrasonics in FMD protocols will greater increase the likelihood of success and provide patients with the high-tech therapy they appreciate and deserve.
- Completing periodontal instrumentation within 1 to 2 weeks is an easy factor to control that will lend to fast-tracking aesthetic treatment plans, healing, and referral.

Goals & Action Items:

How will you implement API/FMD?

What benefits will be realized?

What additional products, equipment or resources are needed to implement API/ FMD?

Establish time line for implementation:

Resources!

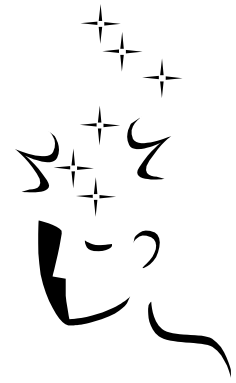
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www.perio.org – the Academy of Periodontology web page that includes position papers, patient education and other periodontal resources.

www.perioreports.com – review of key journals relevant to periodontics. Online and hard copy subscriptions available.

www.educationaldesigns.com – for seminar scheduling, online articles and resources.



Investors Business Daily Ten Secrets to Success

- #1. How you think is everything: Always be positive. Think success, not failure. Beware of a negative environment.
- #2. Decide upon your true dreams and goals: Write down your specific goals and develop a plan to reach them.
- #3. Take action: Goals are nothing without action. Don't be afraid to get started now. Just do it.
- #4. Never stop learning: Go back to school or read books. Get training and acquire skills.
- #5. Be persistent and work hard: Success is a marathon, not a sprint. Never give up.
- #6. Learn to analyze the details: Get all the facts, all the input. Learn from your mistakes.
- #7. Focus your time and money: Don't let other people or things distract you.
- #8. Don't be afraid to innovate; be different: Following the herd is a sure way to mediocrity.
- #9. Deal and communicate with people effectively: No person is an island. Learn to understand and motivate others.
- #10. Be honest and dependable; Take responsibility: Otherwise, numbers 1-9 won't matter.



The Art of Negotiation from www.goalsguy.com

1. Know Thyself - When you go into a negotiation, take a personal inventory. How do you feel about negotiation? Do you want to get it over fast? If so, you may give in too quickly, or give away too much. Or, do you want to win, no matter what the cost? If so, you may become adversarial and damage the relationship.

2. Do Your Homework - Know who you're negotiating with before you begin. What's his or her reputation as a negotiator? Win/Win model or Win/Lose model? Does the person want to negotiate with you (Oh Boy!), dread the negotiation (Oh No), or is this a neutral situation (Show Me).

3. Practice Double and Triple Think- It's not enough to know what you want out of negotiation. You also need to anticipate what the other party wants (double think). The smart negotiator also tries to anticipate what the other party thinks you want (triple think).

4. Build Trust - Negotiation is a highly sophisticated form of communication. Without trust, there won't be communication. Instead you'll have manipulation and suspicion masquerading as communication. Be trustworthy. Honor your commitments. Tell the truth. Respect confidences.

5. Develop External Listening - Most people carry on an inner dialogue with themselves. When you're trying to communicate with someone else, this inner dialogue becomes a problem because you can't listen internally and externally at the same time. When you negotiate, turn off your inner voice and only listen externally. You won't miss important nonverbal messages, facial expressions of voice inflections, when you listen externally.

6. Move Beyond Positions - It's risky to make yourself vulnerable to someone. That's why in a negotiation you begin by stating your position. Later, when the trust has deepened, you and the other party can risk more honesty and identify your true interests. As a negotiator, it is your responsibility to ask questions that will uncover the needs or interests of the other party. If you've also done your job of creating a supportive climate, you're more likely to get honest answers..

7. Own Your Power - Don't assume that because the other party has one type of power, e.g. position power, that he or she is all-powerful. That's giving away your power! Balance power by assessing the other parties source(s) of power, and then your own. While there are many sources of power, they all break down into two categories; internal power and external power. The former no one can take away from you and includes your personal power, level of self-esteem, and self-confidence.

External power fluctuates with your situation. If you're laid off or demoted you can lose position power, for example. If new technology is introduced, you can lose your expertise power. Because the dynamics of power are so changeable, a negotiation is never dead. Be patient; the power dynamics may shift.

8. Know Your BATNA- BATNA stands for Best Alternative to A Negotiated Agreement. The acronym comes out of the research on negotiation conducted by the Harvard Negotiation Project. Before you begin a negotiation, know what your options are. Can you walk away from the deal? What other choices do you have? What are the pros and cons of each choice? Don't stop here. Also consider the BATNA of the other party.

9. Know What a Win Is - What is your best case scenario? What is your worst case scenario? The area in between is called your settlement range. If you can reach an agreement within your settlement range, that's a Win! Don't drop below your bottom line; you'll feel bad about yourself and the deal afterwards, and you may not follow-through on your commitments.

10. Enjoy the Process - Negotiation is a process, not an event. There are predictable steps, preparation, creating the climate, identifying interests, and selecting outcomes that you will go through in any negotiation. With practice, you will gain skill at facilitating each step of the process. As your skill increases, you'll discover that negotiating can be fun.

