

Perio Diagnosis Script:

(1) Many patients become upset with 2 facts about a good dental office:

- a. Patient was not able to get a cleaning done during their examination appointment.
 - Patient must schedule a second appointment to receive their cleaning.
 - Patient feels they wasted their time doing x-rays and exam but then were unable to receive cleaning.
- b. Patient must pay extra for perio codes to receive their cleaning
 - Perio codes are for patients that present with gum disease (periodontal disease)
 - The perio codes include the following options for cleanings:
 - Full mouth debridement, D4346 Scaling inflamed mouth, Perio maintenance, Scaling Root planning

(2) In-direct Consequences of Periodontal Disease:

- Periodontal disease contributes to **cardiovascular diseases** such as arteriosclerosis.
- Periodontal disease contributes to **diabetes mellitus**.
- Periodontal disease has **adverse effects on pregnancy outcomes**.
- Periodontal disease contributes to **osteoporosis**.
- Periodontal disease may be linked to **Alzheimer's disease**.

(3) Extra Cost of Perio Codes:

- Many patients complain that their previous dentist gave them prophylaxis cleaning which is usually fully covered by insurance and therefore free to the patient
 - This means their previous dentist simply failed to treat their gum disease.
 - Our dental office cares enough about your cardiovascular system and brain to give you the perio codes your periodontal disease requires.
 - We want to help you delay the strokes, heart attacks, dementia conditions such as Alzheimer's disease and other systemic conditions that await the periodontal disease patient.

(4) **We have observed periodontal disease in your examination:**

- a. Your x-rays show **horizontal bone loss**, causing exposure of your roots.
- b. Your x-rays show **sub-gingival calculus deposits** (calculus spurs).
- c. Clinical exam of your teeth has produced one or more of the following findings:
 - **Calculus bridges** (large calculus deposits on the teeth)
 - **Red or purple gums** around your teeth (showing inflamed gingiva)
 - Normal gums are pink in color, which is characteristic of healthy gums
 - **Bleeding on probing** (blood exudes from your gums when probed with a perio probe)
 - **Probing depths of 4mm or greater** around your teeth.
 - Healthy gums have probing depths of 0.5mm to 3mm
 - Dental floss is able to properly clean and maintain a 3mm gingival pocket.
 - Un-healthy gums have probing depths of 4mm to 12mm
 - Dental floss is not able to clean and maintain gingival pockets of 4mm or more
 - **Fetid odor of gum disease** emanating from your gums
 - **Visible gum recession** causing root exposure.

(5) **Dont shoot the messenger.**

- We are just here to let you know that you have gum disease; and try to help you fix it.
- We are required by regulation to inform you of the gum disease you exhibit.
- We are REQUIRED to treat you properly with perio codes to treat your gum disease.
- It would be completely inappropriate for us to give you prophylaxis cleaning when we have identified the signs of gum disease in your examination.
- If your previous dentist was giving you prophylaxis cleanings because its fully covered by insurance then they were not doing you any favors.
- Would you rather have free cleanings now or protection from strokes and Alzheimer's disease when you are elderly?