



**EXCEEDING  
EXPECTATIONS**

**IN *HYGIENE***

WITH THE **PERIOLASE<sup>®</sup> MVP-7<sup>™</sup>**

# EXCEEDING EXPECTATIONS IN *HYGIENE* WITH THE PERIOASE MVP-7

Increasing hygiene production is a much discussed topic in dentistry, in fact, a Google search of 'increase dental hygiene production' returned over 400,000 results!

With so many different ideas,  
where do you start?

Roger Levin, DDS suggests the secret is **"utilizing the hygiene area to its full potential by providing comprehensive and outstanding care for patients."**

The key here is the **focus on procedures that benefit patients**, not on production tactics or tricks.

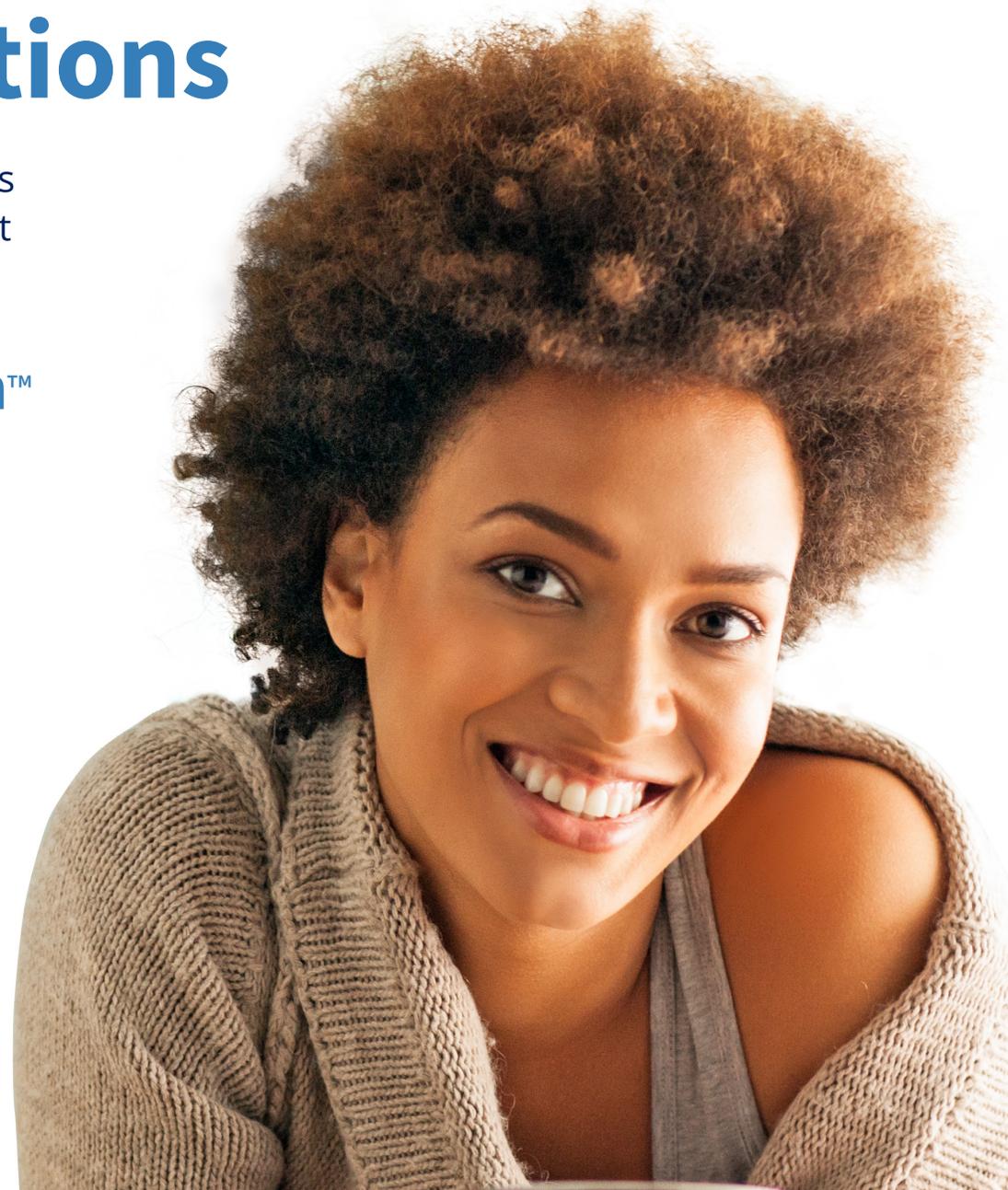


# 5 Procedures that will Exceed Patient Expectations

This guide will take you through five procedures you can implement in your hygiene department using your PerioLase MVP-7.

- 1 Laser Pocket Disinfection™
- 2 Biostimulation
- 3 Aphthous Ulcer
- 4 Herpetic Lesion
- 5 Tooth Desensitization

Remember, the **key is the focus on the patient**. Communicating the benefits of the procedure in easy to understand language is a critical component of success.



# 1

## EXCEEDING EXPECTATIONS IN *HYGIENE* WITH THE PERIOLASE MVP-7

### Laser Pocket Disinfection™

LPD kills bacteria and disrupts biofilm to reduce inflammation. Use when isolated pocketing is present to decrease pocket depths without curettage. Ideal for patients with gingivitis as an introduction to the benefits of laser dentistry.

#### **Billing:**

\$40-150

Out of pocket patient expense,  
no insurance code



### Patient Benefits:

- Quick and painless procedure to help maintain healthy gums and avoid progression of the disease
- Removes the inflammation so your body can heal naturally without antibiotics
- Safe for medically compromised patients, patients on blood thinners, and diabetic patients

## Biostimulation\*

Low Level Laser Therapy (LLLT) or biostimulation can be used for many applications within dentistry, in particular to reduce the pain associated with orthodontics or temporomandibular disorder (TMJ). Use of laser energy as therapy can both stimulate and suppress biological processes. Biostimulation provides a unique healing in a serene and comfortable manner.

### **Billing:**

\$100-130

**D0140** Limited Oral Evaluation-  
Problem-Focused (\$45)

**D9110** Palliative (Emergency)  
Treatment of Dental Pain-Minor  
Procedures (\$85)

\* Procedure not cleared by the FDA.



## Patient Benefits:

- Relieves pain associated with TMJ
- Stimulates the body's own healing process by increasing blood flow to the affected area
- Helps relax muscles and block inflammation

## Aphthous Ulcers

Aphthous ulcers are painful, yet generally disappear without treatment in 10-14 days. Ulcers aren't infectious, and tend to recur less with age. The cause is not known, but related factors include injury, changes in hormone levels, lack of iron, food allergies, stress and certain medications.

### **Billing:**

\$130 to \$210

### **Smaller than 2.9mm**

D0140 (\$45) D9110 (\$85)

### **Larger than 3mm**

D0140 (\$45) D7465 (\$165) = \$210 total

Must include picture with perio probe measurement showing lesion has diameter greater than 3 mm

NOTE: D7465 is the only Dental Insurance Code with the word LASER in it!



## Patient Benefits:

- Eliminates pain associated with the aphthous ulcer
- Increases patient convenience by avoiding having to reschedule appointment because of pain from site
- For particularly large ulcers, treatment can speed the healing process

## Herpetic Lesion (Viral Therapy)

Herpetic lesions can occur in three different forms: recurrent small blisters on the lips, a generalized oral infection, or small ulcers on the palatal mucosa. The most common form is small blisters on the lips, which can be treated with low level laser therapy. Outbreaks may be triggered by sunlight, physical trauma, stress, and other irritants. Lesions will usually resolve in 10-14 days, but may be painful.

### **Billing:**

\$130 to \$210

### **Smaller than 2.9mm**

**D0140** (\$45) **D9110** (\$85)

### **Larger than 3mm**

**D0140** (\$45) **D7465** (\$165) = \$210 total

Must include picture with perio probe measurement showing lesion has diameter greater than 3 mm

NOTE: D7465 is the only Dental Insurance Code with the word LASER in it!



## Patient Benefits:

- Safe, quick and comfortable treatment that relieves pain
- Immediate relief
- Lesions can be treated before a breakout if patients feel an 'onset'
- Laser treatment can help reduce the number of cold sores and severity of future outbreaks
- For particular large ulcers, treatment can speed the healing process
- No anesthesia needed

## Desensitization

Dental sensitivity affects more than 40% of adults worldwide, and more than 40 million people in the United States. [1] Exposed dental tubules are believed to be the predominate cause, with sensitivity to heat and cold the most common complaint. Laser therapy can help close tubules and reduce sensitivity.

### Billing:

\$45 - \$135

**D9910** Application of Desensitizing Medicament

Price up to \$45/tooth for 3 teeth in a quadrant

[1] *Prevalence of dentine hypersensitivity in a general dental population.*  
Irwin CR, P J Ir Dent Assoc. 1997; 43(1):7-9.



## Patient Benefits:

- Relieves discomfort of sensitive teeth
- Can be performed before or after restorative treatments to increase patient comfort

**Exceeding Expectations!** Proactively helping your patients with simple treatments - from LPD to tooth desensitization - using your PerioLase MVP-7 will help your hygiene department revenue grow. More importantly, adding these treatments increases both your patient and personal satisfaction.

**Patients are happier leaving your practice in less pain**

Your practice grows and hygiene staff develop additional skills with treatments patients perceive to be the most up-to-date and advanced.

**PerioLase<sup>®</sup> MVP-7<sup>™</sup>**

