

January 2017

TOOTH FAIRY TALK

With Kate

- Amalgam Separators
- www.dentalkate.com
- 2017 Goal Setting
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- India
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- Triangle Dental Solutions



Hello Everyone,

That's a wrap, folks!

I want to congratulate you on a tremendously successful 2016. I have enjoyed watching my start up customers grow and thrive, and my existing customers continue to evolve and run better businesses. I have loved watching the UNC dental students learn the business side of dentistry, and I know you will all make wonderful doctors one day. I am so proud of you, and I am thrilled to be a part of your journey. Keep it up!

Have you written down your goals, both personal and professional, for 2017? Goals are what take us forward in life; they are the oxygen to our dreams. They are the first steps to every journey we take and are also our last. It's very important that you realize the significance and importance of goal-setting and apply this knowledge in your life.

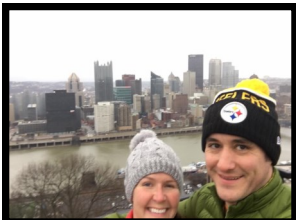
My goal for the beginning of 2017 was to launch a new website, which I did! Please check out www.dentalkate.com. A shout out to our Business Solutions partner, Dental Branding, for helping me create my page. My next step is to hire a SEO company to drive dentists to my site which will result in new, quality customers-similar to how you market towards your ideal patients. Other goals I have set for myself professionally this year is to reach the top 5% of all Sales Consultants at Schein, create a blog, adjust my scheduling to increase efficiency, grow my Facebook job placement site "Triangle Dental Solutions", and to build a seamless flow of the start-up planning process. I am very excited, and can't wait to see what this year has in store for all of us.

My first personal goal of 2017 was to explore India. After much convincing and persuasion, I finally convinced my husband Marc to come with me. We embark on our journey for the great sub-continent on January 26th. My other personal goal is to learn Spanish, because I am fascinated with communication and I feel that speaking Spanish is another great way to improve my communication skills.

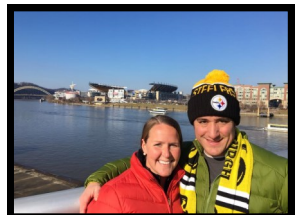
As always, thank you for your continued support. I love my job because of people like you.

See you soon,

Kate



Marc and I rang in the New Year in Pittsburgh, PA. We stayed on Mt. Washington and caught the Steeler's game on New Year's Day.



HOW TO USE D4346

CDT Nomenclature: Scaling in presence of generalized moderate or severe gingival inflammation – full mouth, after oral evaluation.

Description: The removal of plaque, calculus and stains from supra- and sub-gingival tooth surfaces when there is generalized moderate or severe gingival inflammation in the absence of periodontitis. It is indicated for patients who have swollen, inflamed gingiva, generalized suprabony pockets, and moderate to severe bleeding on probing. Should not be reported in conjunction with prophylaxis, scaling and root planing, or debridement procedures

Facts/When To Bill: D4346 is Therapeutic (Not preventive like 1110. Not age or dentition base (can be done on children, consider ortho patients diagnosis). Full mouth procedure (not billed in quadrants like 4341/2). Available to start billing January, 2017 (It may take a few months for insurance to recognize payment). Generalized=30% of the mouth must have generalized moderate OR severe gingivitis. Not based on the amount of calculus.

When NOT To Bill: If you have *localized* moderate-severe gingivitis the code to use is still D1110. If you have generalized slight gingivitis use the code D1110. If periodontitis is present on 1+ teeth use D4241/2.

What Treatment Is Next: “The dentist is in the best position to determine when the patient can assume a regular preventive regimen that includes oral prophylaxis.” –ADA Interpretation- Determine with the dentist when the patient should be seen next.

Options include: 1- Perform the initial D4346 procedure then wait 2-6 weeks for a re-eval and at the re-eval do a D1110 prophylaxis. Then reappoint for the regular maintenance care from 4-6 months. 2- Perform the initial D4346 procedure then reappoint in 4-6 months for the regular maintenance care. Set up a protocol on what is best for your office and patients with the dentist.

Insurance Coverage: Unknown at this time. Since it is a therapeutic procedure, it may be covered just like the other 4341/2 codes at a percent with a deductible. We shouldn't base treatment on insurance coverage. If the patient has generalized moderate-severe gingivitis then this code should be billed. Evidence of the disease should be documented with full mouth probe depths including bleeding points and the diagnosis. Consider sending intra-oral photos as well. You may have to update your protocol on when to probe children/adolescence. In many offices it is at the age of 18 but since this code is not age specific it may be necessary on our younger patients.

Verbiage With The Patient: We (with your assessment and the dentist's diagnosis) found today that you (or your child) have generalized moderate/severe gingivitis. The good news is that this is reversible. I will give you a few actions at home you need to be doing. I will also need to do a therapy on your gums to get the healing process started today. NOTE: It would be helpful to show the patient evidence of the disease by taking intra-oral photos and their probe depths with bleeding points.

Treatment Planning:

D1330 Perform oral hygiene education as per the patient's needs.

D4346 Perform the scaling in presence of gingivitis therapy.

D9630 Consider chlorhexidine rinse as needed.

Amalgam Separators

Finally, after a number of previous indications, the EPA signed the national regulation on Amalgam Separators on Dec 15th, 2016.

The "Cliff Notes" version is as follows:

- 1) Practices have 36 months to install an amalgam separator with 95% efficiency or higher.
- 2) New practices have 30 days to install an separator with 95% efficiency or higher.
- 3) All practices must have an amalgam bucket. (this is for any scrap amalgam, amalgam caps, solids in chair side and suction pump traps)
- 4) No raw mercury is allowed to be used.
- 5) Exemptions are: Oral Surgeons, Orthodontists and Periodontist
- 6) Waste disposal must be documented and done through an EPA approved facility.

Once again, this is the "cliff notes" version but it does hit the high points.

As I've mentioned in the past, the Hg5 separator from SolmeteX is the market leader and they have the most experience in dealing with the EPA and a true "turn key" waste disposal system.

In order to encourage practices to get started, we are offering a \$100.00 rebate for units sold in the months of January and February as part of my newsletter special.

If you have questions or need help please give me a call. This is going to be an interesting 36 months.

We can install a Hg5 Amalgam separator for \$775.00 plus tax and shipping.

<http://www.solmetex.com/>



The Skinny on Statims

1 - The Statim is much faster: The cycle times for the 2000 are 6 minutes for an unwrapped and 14 minutes for a wrapped and for the 5000 the cycle times are 9 minutes for an unwrapped cycle and 17.5 minutes for a wrapped cycle. Keep in mind that this is JUST the Sterilization time and not the drying. This is important because the statim moves the air and oxygen out very fast (air and oxygen are what cause oxidation and rust) and the instruments are not exposed to moisture or steam for an extended amount of time, helping the longevity of the Handpieces and hinged instruments.

2 - It uses fresh water on every cycle, so particles from previous loads will not cause corrosion to the instruments.

3 - It uses convection for drying by taking the heat created from sterilization and circulating air around the instruments to dry them.

4 - If using the unwrapped cycle (aka immediate use cycle) you have the ability to transport instruments aseptically, within the cassette.

5 - G4 technology with wifi - has the ability to connect to office network for documenting cycle info, diagnostics, trouble shooting from Scican.

6 - Statims are always a good compliment to an office that already has chambered autoclaves but either needs an alternative for quick turnaround on hand pieces and hinged instruments, Immediate use scenarios, or just for some additional sterilization.



WHAT ELSE?

A few updates from Kate

Hiring? Looking for a job?

I started a free Facebook networking page: **Triangle Dental Solutions**.

I wanted to add value to my customers while helping dental professionals find a long term dental home.

This applies to Associates, assistants, hygienists, and administrative positions.

Please join the group (that I manage) and feel free to post the job description you are hiring for, or the job that you are searching for. Happy Connecting!



Where is Kate?

From January 26th to February 9th I will be traveling to India.

During this time, I have been almost guaranteed to **NOT** have internet in most places. Before I leave, I will make sure you have the necessary contact information for my partners while I am away.



Referrals

A referral is one of the greatest compliments I can receive. If you have a dental colleague who could benefit from a long term professional relationship based on the services I provide, please let me know. I would love to be a part of their dental team.

Compliance Day Schedule 2017

For customers that purchase their supplies from myself and Henry Schein, I offer quarterly Compliance Days. You may come to all or a portion of the class.

OSHA 8:30-10:30 (4 CE's)

HIPAA 11:-12:00 (2 CE's)

CPR 12:30-4:30

Location:

Henry Schein Center - 625 Hutton Street, Suite 102 in Raleigh

Friday, March 3 - FULL

Friday, June 23

Friday, September 15 (schedule change)

Friday, December 1