HOW DOES A 2 minute ORAL SCREENING

enhance your practice and the total health of your patients?

References included:
Drs. Scott Froum,
Steven Katz, Oral Cancer
Foundation and
The American Academy for
Oral Systemic Health.

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GROWING YOUR PRACTICE AND ENHANCING THE PATIENT EXPERIENCE

Providing an excellent patient experience is extremely important to your practice. It's what helps you stand out from competitors, keeps patients coming back, and helps create referrals to your practice. Referrals are the best way to build a practice!

The Bio/Screen Device and the 2-minute screening helps a practice grow by raising the standard of care in the patient's mind. This experience serves to differentiate your practice from others, which is of utmost importance in building patient loyalty and generating referrals. Incorporating the Bio/Screen into your practice can take your patient experience from average to exceptional. This experience may be covered by insurance (codes: D0431, D0480) if you wish or as a well-meaning gift to the patient.

EDUCATION OF PATIENTS: **EXPLAIN HOW WHAT YOU ARE DOING IS IMPORTANT**

Prior to starting the oral screening, take the time to explain what you are doing for your patient. Patients are aware of screenings and most likely have other medical screenings during their annual physical exams. It is valuable to your practice to let the patient know every time you do a screening. How you are intentionally providing this important service, so they can appreciate your concerned for their health.

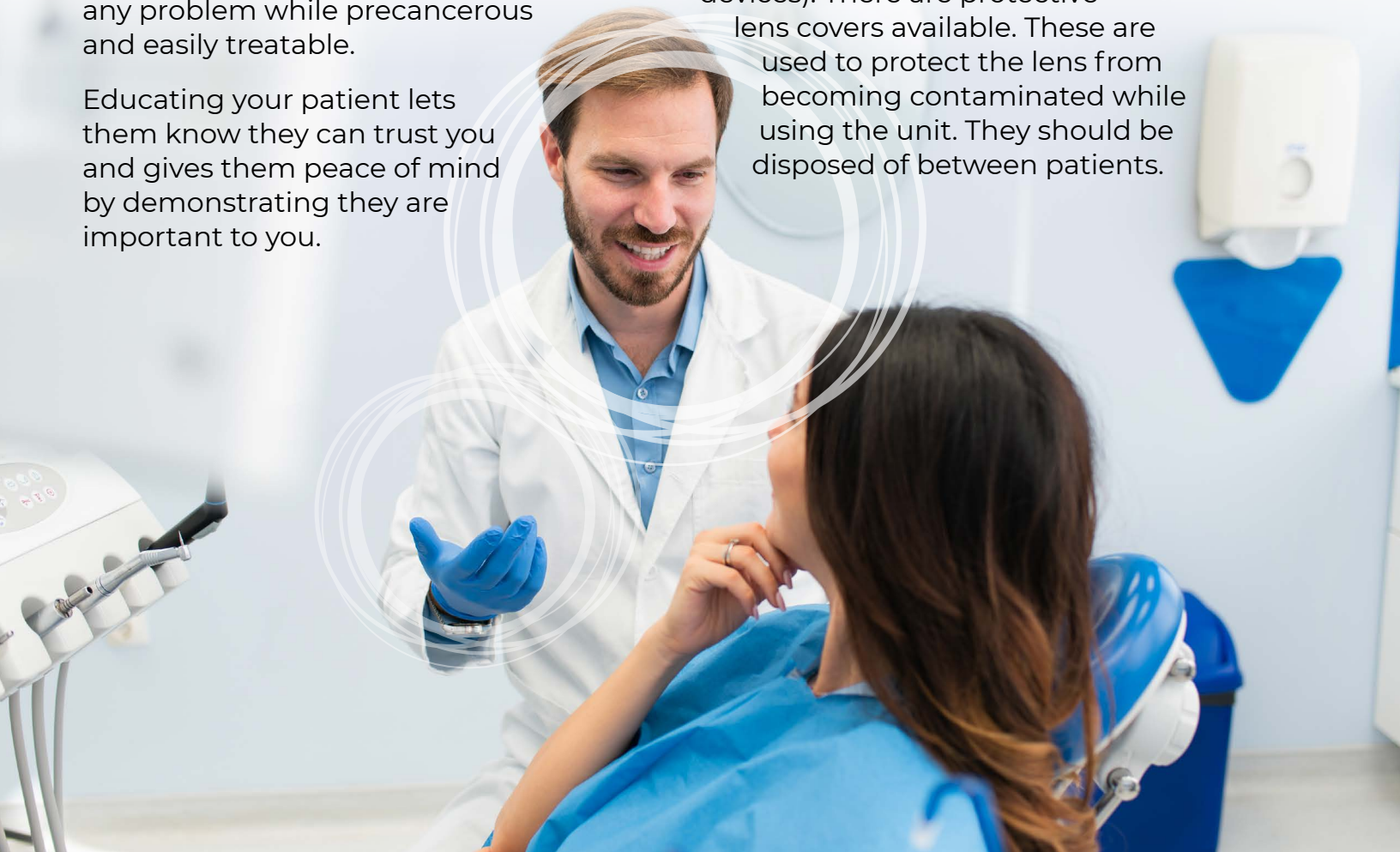
Show your patient that you are using the Bio/Screen as an additional step to screen for any pre-abnormalities, that you are taking this added step to catch any problem while precancerous and easily treatable.

Educating your patient lets them know they can trust you and gives them peace of mind by demonstrating they are important to you.

USING BIO/SCREEN IS EASY AND IMPRESSIVE:
The Bio/Screen Oral Exam light is a simple instrument to use, thus so is the exam!

Once the unit is charged with the convenient power supply, this light will not need to be recharged for @100 one-minute exams (in other words – all day). This also means the Bio/Screen can easily be used in different rooms throughout the day.

The Powerful L.E.D. lights will NOT require shutting off the room lights to use effectively (unlike other devices). There are protective lens covers available. These are used to protect the lens from becoming contaminated while using the unit. They should be disposed of between patients.



NO RINSE IS REQUIRED
DURING A BIO/SCREEN EXAM

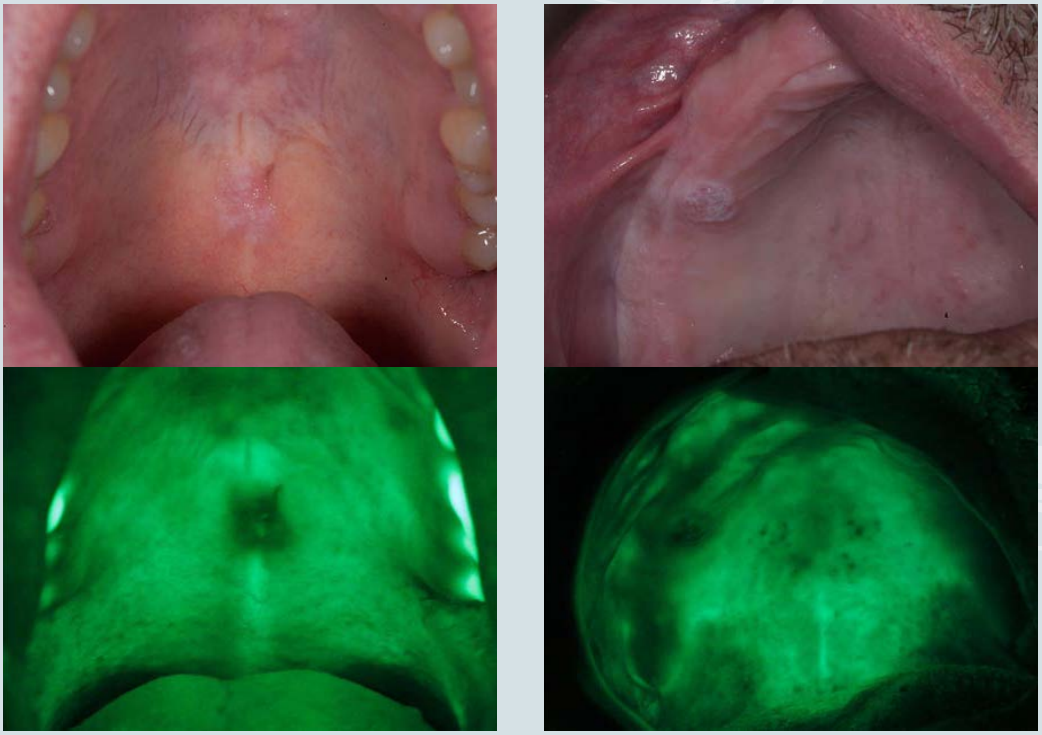
The Bio/Screen can be used by the Hygienist or Dentist to easily visualize early precancerous abnormalities deeper in the tissue that the standard visual exam would miss. The violet light of the Bio/Screen excites healthy cells which will appear green when viewing through the eyepiece. Darker areas mean that there is something interfering with the normal biofluoresce of the cell and these dark areas should be noted.

It is recommended to have a follow up appointment in about two weeks to see if this abnormality has resolved. If not, the practitioner should continue to monitor the abnormality for changes or recommend the patient to a specialist.

Many abnormalities can be as simple as a bitten cheek or burned tongue which can be determined by talking to your patient. Persistent oral lesions do require further assessment that normally includes biopsy or referral for additional diagnostic evaluation.

WHAT ARE YOU LOOKING FOR?

What are you looking for with the Bio/Screen? As shown in the below images, the Bio/Screen shows dark areas that were not visible with the unaided eye. This is because they are deeper down in the tissue layers and are now identified.



Images courtesy of Dr. Howard Strassler

Mild Dysplasia

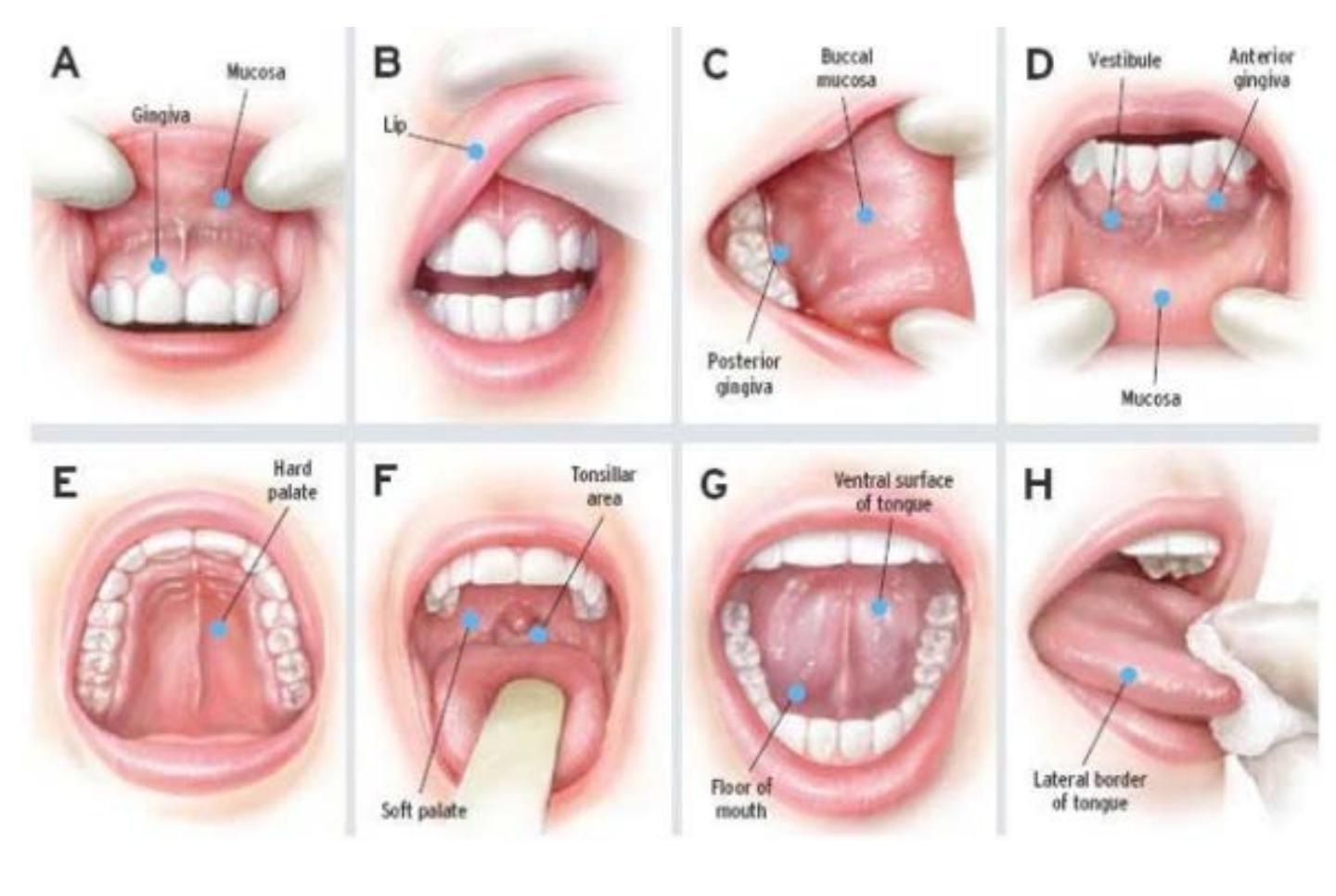
Moderate Dysplasia

Clinical & using Bio/Screen

"Bio/Screen provides accuracy and speed to identify abnormalities intra orally during my oral cancer screenings. With an ergonomic yet solid light feel, the Bio/Screen is very patient friendly and comfortable to use."

– Dr. Tyler Green, Conroe, TX.

DIAGRAM OF INTRAORAL EXAM



BIO/SCREEN EXAM

A BIO/SCREEN DEMONSTRATION BY DR. TYLER GREEN
YouTube, AdDent channel

ORAL CANCER SCREENING WITH BIO/SCREEN BY DR. DELFIN BARQUERO
YouTube, AdDent channel

WHAT IF YOU DO FIND SOMETHING? HOW TO ADDRESS YOURS AND THE PATIENTS FEARS?

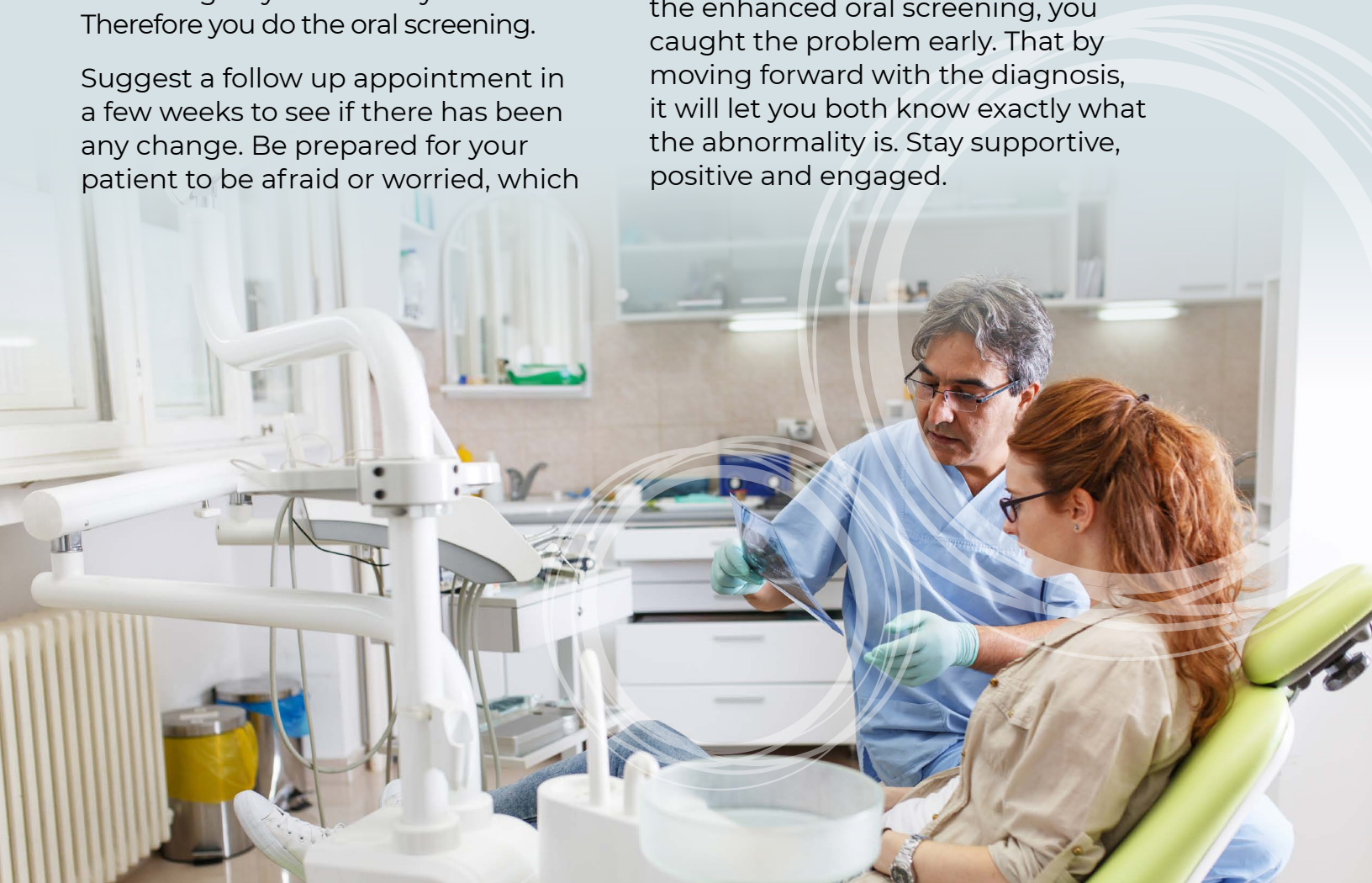
The dental community is the first line of defense in the early detection of Oral Cancer. The only conclusive way to determine if a suspicious lesion is dangerous is by a biopsy. So how do you talk to the patient if you find something?

Your approach and attitude will affect the patient. Be concerned but calm. Inform your patient you have noticed something and ask if they were aware of it. If they are, ask how long it has been there and if it has changed in any way. Let them know this is something unexpected and how glad you are that you found it. Therefore you do the oral screening.

Suggest a follow up appointment in a few weeks to see if there has been any change. Be prepared for your patient to be afraid or worried, which is normal. Show confidence that you are on top of this issue and doing everything you can to assure the patient's long term health.

If the lesion/lump need a biopsy, inform your patient that it is the best way to know the exact nature of the abnormality. If you have brush biopsy capabilities, get the patient's permission to take one and send it to the lab, or make a recommendation of an Oral Surgeon and offer to call and make an appointment for them.

Reassure the patient that by doing the enhanced oral screening, you caught the problem early. That by moving forward with the diagnosis, it will let you both know exactly what the abnormality is. Stay supportive, positive and engaged.



CONCLUSION

A two-minute Bio/Screen exam, will keep current patients engaged and excited to share the increased confidence in your practice. Incorporating technologies like the Bio/Screen Oral Exam Light into your practice, demonstrates a higher standard of care and makes a lasting impression on your patient s, something you can be proud of.

Referrals are the best way to build a practice! With the Bio/Screen Light, education and information your patient will receive from this two-minute exam, they will be sure to refer to you with confidence.

AdDent, helping you, help others!

References:

Dr. Steven Katz- Smile Potential Dental Practice Coaching

Screening for Oral Cancer: U.S. Preventive Services Task Force Recommendation Statement - Virginia A. Moyer, MD, MPH

Leveraging New Technologies to Enhance Patient Experience and Increase Patient Retention - by Julie Gaffney RDH, BSc (Oral Health Group, 2019)

Mrs. Jones, we need to talk ... 'Talking about suspicious lesions - by Sandy Roth (Dental Economics, 2008)

Oral Cancer and Precancer: A Narrative Review on the Relevance of Early Diagnosis - Silvio Abati, Chiara Bramati, Stefano Bondi , Alessandra Lissoni and Matteo Trimarchi (International Journal of Environmental Research and Public Health 2020)

7 Reasons Dentists Don't Perform Oral Cancer Screenings - Linda Miles
(The American Academy for Oral Systemic Health, 2017)

Oral Cancer Foundation – www.oralcancerfoundation.org

An alarming lack of public awareness towards oral cancer - K. A. A. S. Warnakulasuriya, C. K. Harris, D. M. Scarrott, R. Watt, S. Gelbier, T. J. Peters,6 and N. W. Johnson

Screening for mouth cancer – Ciro Gilvetti, DDS, Andrew Osafo, BDS

10 steps to perform an oral cancer screening - Dr Scott Froum, Dentistry iQ

BIO/SCREEN

The Bio/Screen uses 5 powerful violet LEDs that shows biofluorescence in the oral cavity without turning off the room lights. It is powered by an internal rechargeable lithium ion battery. An on/off push button is located on the viewing side. An eyepiece and an optical viewing filter increases contrast between healthy and abnormal tissue. A battery charge indicator is located on the viewing side of the handle.

FEATURES

- **The Bio/Screen** has a special optical filter to improve contrast between healthy and abnormal tissue and to improve visualization. It does not require a special rinse.
- **Bio/Screen Battery** – The lithium ion battery pack is rated for 500 full recharge cycles, approximately 5 years of use. The unit operates for over 100 exams on a single charge
- **Improved thermal design** has no fan for quiet operation.
- **Light Output Regulation** – the Bio/Screen output LEDs maintain full power until battery is depleted.
- **Auto Shut Off** – To conserve battery power, once activated and after five minutes of continuous on time, the violet output LEDs will automatically turn off and the unit will return to standby mode.

CLICK HERE FOR MORE INFO

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