

Using PreViser Tooth and Oral Cancer Risk Scores to Motivate Your Patients

PreViser Numeric Risk Scores Simplify Patient Communication

Oral Cancer Risk

Very Low Risk = 1	Low Risk = 2	Moderate Risk = 3	High Risk = 4	Very High Risk = 5
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Caries Risk

Very Low Risk = 1	Moderate Risk = 2	Very High Risk = 3
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Root Risk

Very Low Risk = 1	Moderate Risk = 2	Very High Risk = 3
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Fracture Risk

Very Low Risk = 1	Moderate Risk = 2	Very High Risk = 3
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People understand their grade point averages, their cholesterol levels, or their credit scores. PreViser casts disease risk in numeric terms as scores that are far more meaningful to a patient than words can be. In most cases, risk scores help patients understand the ever present potential for deterioration of their health state, and underscore the importance of dental professionals in maintaining optimum health.

PreViser Risk Scores Drive Preventive Interventions, or Enhanced Diagnostics and Monitoring

- Oral Cancer Risk drives:
 - Applicability of Enhanced diagnostics
 - Examination Frequency
 - Emphasis of Behavior modification programs
- Caries Risk drives:
 - Recall Frequency
 - Use of Fluoride rinses, sealants
- Root Risk drives:
 - Occlusal adjustment, bite guards
- Fracture Risk drives:
 - Occlusal adjustment, bite guards
 - Oral habit instruction
 - Crown placement

The concept of disease risk is understood by most patients, but is usually not individually quantified in a way that motivates those patients. And, opinions of risk expressed by the clinician will not have the force of an objective score generated by a third party. PreViser Risk scores are used to help justify enhanced examination techniques, preventive interventions, enhanced patient hygiene, and behavior modification. These risk scores can help move the dentist or hygienist out of the 'nagging mode' of communication and into a more productive treatment planning mode of communication.

**PreViser analytic software may identify patients at risk,
that may not have been already identified**

- How do you present this new information?
- “We now have new technology that allows us to scientifically identify your disease risk and diagnose periodontal disease with a new precision. Here are your results....”

In order for you to generate a PreViser analysis, you report standardized clinical and behavioral observations. When the use of PreViser analytic software illuminates enhanced risk not previously identified in a patient, the best way to message this new discovery of risk to that patient is to emphasize the truth – you are using new technology that significantly increases the accuracy and precision of diagnosis. Access to the best science available is just another reason for your patients to trust you as their dentist.

New patient communication

- We use clinically validated technology to identify your risk potential and level of periodontal disease, as well as your risk of oral cancer and tooth risk. This technology will help us ensure you get exactly the care you need based on objective science.

For new patients, the message is similar. PreViser dentists are using the very best clinically validated technology for the identification of disease risk, ensuring the best care for their patients.

Maximizing the value of PreViser Risk Scores

- Use PreViser scores to 'put a number' on a patient's disease risk
- Higher score values should be used to emphasize the importance of regular care
- For parents, high caries risk scores in children can motivate enhanced parental help with oral hygiene
- For sexually active adults, high oral cancer risk scores can motivate behavior modification, or simple awareness of a deadly disease
- Use PreViser reports as a definitive informed consent document

PreViser risk scores help the patient understand why the dental professional is so vital to maintaining overall health. Previser dentists present themselves as key medical professionals specializing in oral disease. By quantifying not just damage that needs to be repaired, but risk profiles that warrant enhanced prevention, PreViser dentists retain their patients more easily and spend less time working for compliance. Finally, use PreViser scores as a definitive informed consent document. Dentists presenting and discussing the PreViser analytic results shown on the patient reports will find themselves fully insulated from malpractice claims of failure to diagnose or treat periodontal disease.

Thank you!