

# Perio Protect Case Presentation Guide



What topic is most asked  
about to our Perio Protect  
Trainers?

**#1**

**Case Presentation**

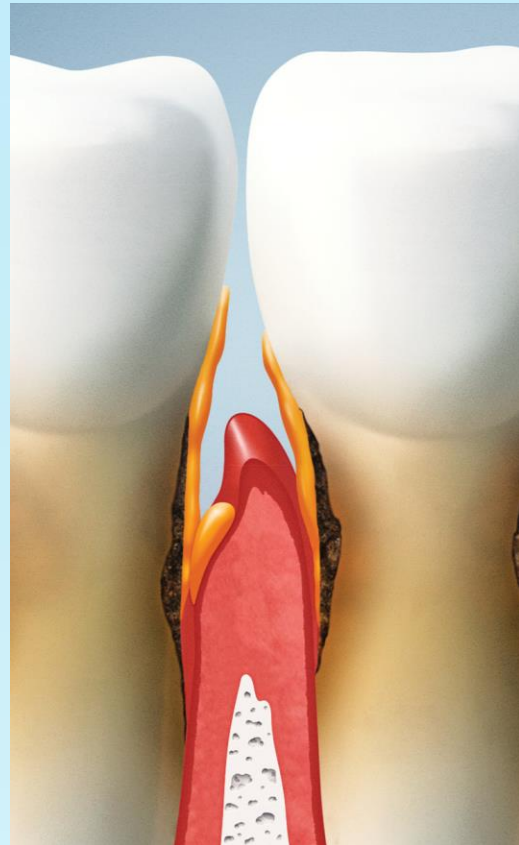




# Know your protocols



**Gingivitis with 10+  
bleeding points**



**Periodontitis**



**Implants**



**Crowns or other  
restorations**



**Existing co-morbidities**

## Who do we recommend Perio Protect to?



# Gingivitis with 10+ bleeding points

**Manage Bacterial at the first sign of bleeding**

**No Pink in the Sink**

**No Bleeding in a prophy**





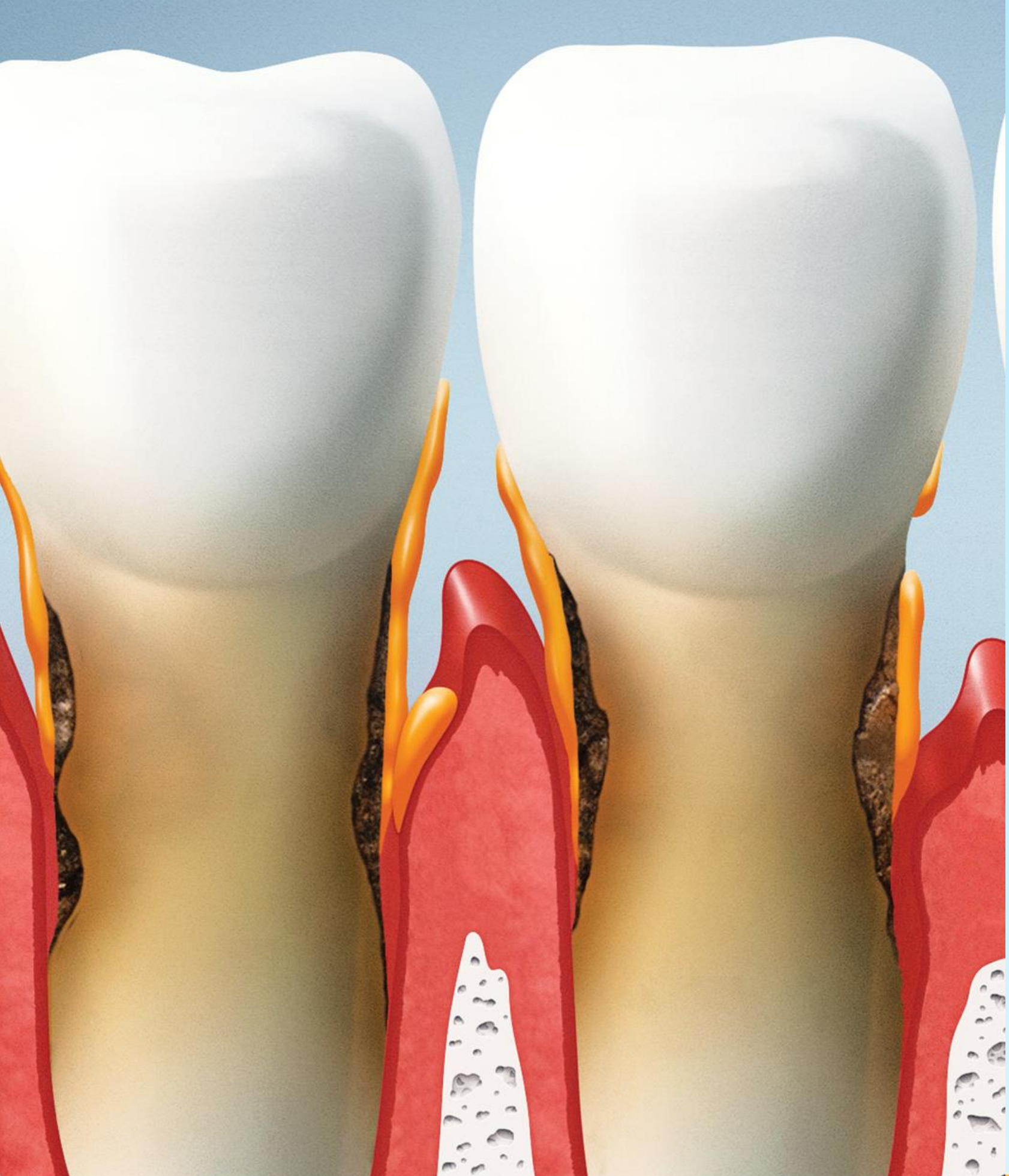
# What's Your Number

Decrease your **gum score** with **Perio Protect**

Your Gum Score is based on the number of bleeding points in your mouth. You want the lowest score possible. **Perio Protect Trays** deliver medication deep under your gums to help fight the infection that causes the bleeding.







# Periodontitis Patients & Refractory Perio Patients

**After Scaling and Root  
Planning**

**Continual Bleeding**

**Continual Perio Pockets**

# Dental Implant

**Patients who will be getting an implant**

**Patients who have an implant**





# Crowns and other restorations

**Crowns**

**Bridges**

**Fillings**





# Existing Co-Morbidities

**Diabetes**

**Cardiovascular**

**Disease**

**Respiratory Conditions**

**Stroke**

**ED**

**Dementia**



# Patients Understanding the WHY behind using Perio Protect





## Implement Protocols

Placing Perio Protect into your  
current periodontal protocols  
improves not only patients health  
but case acceptance

### PerioProtect<sup>®</sup> **PROTOCOL** *Treat your gums nicely.*

**Perio Protect Trays & PerioGel is a system developed to deliver an antimicrobial agent, 1.7% hydrogen peroxide gel (PerioGel), into periodontal pockets to manage the bacteria responsible for gingivitis and periodontitis (gum disease).**

**Under the direction of a dentist, the patient loads a custom tray (Perio Protect Trays & PerioGel) with a bead of PerioGel and seats the tray in the mouth. PerioGel is displaced into the periodontal pockets for 10-15 minutes/day reducing the bacterial load that causes gingivitis and periodontitis.**

**Perio Protect Trays and PerioGel is primarily to be used in conjunction with scaling and root planing** by the patient to decrease the bacteria responsible for periodontitis. Perio Protect trays & PerioGel may be used by the patient at home before or after scaling and root planing.

**Custom trays are delivered under the direction of the dentist and frequency of use is prescribed by the dentist.** Perio Protect Trays & PerioGel may also be used following orthodontic treatment, as an adjunct to brushing and flossing to control gingivitis, especially by patients that are non-compliant with their home care regimen.

**Perio Protect Trays & PerioGel may also be used by the general dental patient with gingivitis (gingival inflammation and bleeding)** due to non-compliance with their oral hygiene regimen.

**Perio Protect Trays & PerioGel is not to be used as a substitute for other definitive treatment for periodontal disease, such as scaling and root planing and periodontal surgery.**


**Perio Protect Trays & PerioGel should not be delivered to children and young adults under the age of 18.** The great majority of children can manage gingivitis with good oral hygiene including brushing and flossing after meals. Custom trays fabricated for children with mixed dentition will have a short service life due to poor fit as the child's primary teeth exfoliate and the maxillae and mandible grow. Children and young adults diagnosed with periodontitis should be referred to a periodontist for treatment.

**Perio Protect Trays & PerioGel should not be delivered to pre-orthodontic patients.** Custom trays will be rendered unserviceable once brackets are placed on the teeth.



# Treatment Planning



PerioProtect  TREATMENT GUIDELINES					
<b>All Adults:</b> A comprehensive exam for new or established patients (D0180) includes a periodontal exam unless Full Mouth Debridement (D4355) is needed for a diagnosis. After FMD, the diagnosis can be determined.					
Perio Protect is recommended for all patients with 10+ BOP or for patients with localized areas of persistent, continual bleeding.					
<b>Diagnosis &amp; Treatment:</b>					
	Prevention for Healthy Gingiva with Comorbidities	Gingivitis	Stages 1 & 2	Stage 3	D4910 Perio Maintenance
	1-3 mm pockets No bleeding No inflammation	No bone loss 1-3 mm pockets	RBL up to 33% CAL up to 4mm 4-5mm pocket depths	RBL mid-third of root or more CAL 5+mm 6+mm pocket depths Tooth loss up to 4 teeth Vertical bone loss	Controlled bone loss 1-4mm pocket depths
<b>Initial Treatment</b>	D5995 maxillary D5996 mandibular D1110 Prophy	D5995 maxillary D5996 mandibular	D5995 maxillary D5996 mandibular	D5995 maxillary D5996 mandibular Rx Doxycycline Calcium	D5995 maxillary D5996 mandibular
<b>Delivery 3 Weeks Later</b>	Deliver Perio Tray™ therapy D9630 Perio Gel™ Trays 1x/day for 15 minutes	Deliver Perio Tray™ therapy D9630 Perio Gel™ Trays 3x/day for 15 minutes	Deliver Perio Tray™ therapy D9630 Perio Gel™ Trays 3x/day for 15 minutes	Deliver Perio Tray™ therapy D9630 Perio Gel™ Trays 3-4x/day for 15 minutes	Deliver Perio Tray™ therapy D9630 Perio Gel™ Trays 2x/day for 15 minutes
<b>Re-Eval 2-4 Weeks after Delivery</b>		Intraoral photos D4346 Gingivitis Trays 1-2x/day for 15 minutes	Intraoral photos D4341 or D4342 scaling (laser therapy) Trays 2x/day for 15 minutes	Intraoral photos D4341 or D4342 scaling (laser therapy) Trays 2x/day for 15 minutes	Intraoral photos D4910 Perio Maintenance Trays 2x/day for 15 minutes
<b>Maintenance</b>	D1110 Prophy D9630 Perio Gel™ Trays 1x/day for 15 minutes	D1110 Prophy Full Mouth Probe Intraoral photos D9630 Perio Gel™ Trays 1x/day for 15 minutes	D4910 Perio Maintenance Full Mouth Probe Intraoral photos D9630 Perio Gel™ Trays 1x/day for 15 minutes	D4910 Perio Maintenance Full Mouth Probe Intraoral photos D9630 Perio Gel™ Trays 1-2x/day for 15 minutes*	D4910 Perio Maintenance Full Mouth Probe Intraoral photos D9630 Perio Gel™ Trays 1x/day for 15 minutes

\* Refractory maintenance patients may need to continue 2x/day in maintenance.  
Refer patients to a periodontist if adequate healing does not occur. Patients with Stage 4 Periodontitis should be referred to a periodontist.

Template to Guide Treatment Planning with Perio Protect

## Stage 1-2 Periodontitis CODES AND FEES

### SESSION 1 (\$\$\$\$.00)

PC Perio Charting and evaluation  
D4355 Full Mouth Debridement \$\$\$\$.00  
D4921 FM Irrigation w/ medicaments \$\$\$\$.00  
LBR2 Laser Bacterial Reduction \$\$\$\$.00  
D5995 Perio Tray™ Max. - impressions \$\$\$\$.00  
D5996 Perio Tray™ Mand. - impressions \$\$\$\$.00

### SESSION 2 - 3 weeks after Session 1 (\$\$\$\$.00)

D0180 Comprehensive Periodontal Exam  
DELPP Deliver Perio Protect  
D9630 Perio Gel™ (x3) \$\$\$\$.00  
(Insert Homecare Products here) \$\$\$\$.00  
D1330 Oral Hygiene Instruction \$\$\$\$.00  
D1310 Nutrition/Lifestyle Counseling and Guidelines \$\$\$\$.00

### SESSION 3 - 2 weeks after Perio Trays® are delivered (\$\$\$\$.00)

LAPT Laser Perio Therapy per quad \$\$\$\$.00  
LAPT Laser Perio Therapy per quad \$\$\$\$.00  
D4342 Scaling and Root Planing (1 to 3 teeth/ Quad.) \$\$\$\$.00  
D4342 Scaling and Root Planing (1 to 3 teeth/ Quad.) \$\$\$\$.00  
D4921 Irrigation w/Anti-microbial Medicine per quad \$\$\$\$.00  
D4921 Irrigation w/ Anti-microbial Medicine per quad \$\$\$\$.00

### SESSION 4 - 2 weeks after Session 3 (\$\$\$\$.00)

LAPT Laser Perio Therapy per quad \$\$\$\$.00  
LAPT Laser Perio Therapy per quad \$\$\$\$.00  
D4342 Scaling and Root Planing (1 to 3 teeth/ Quad.) \$\$\$\$.00  
D4342 Scaling and Root Planing (1 to 3 teeth/ Quad.) \$\$\$\$.00  
D4921 Irrigation w/Anti-microbial Medicine per quad \$\$\$\$.00  
D4921 Irrigation w/ Anti-microbial Medicine per quad \$\$\$\$.00

### SESSION 5 - 1 month after Session 4 (\$\$\$\$.00)

D4999 Bleeding Check \$0.00  
IRLAZ Retreat bleeding areas with Ultrasonics, Irrigation w/ Anti-Microbials and Laser Therapy \$\$\$\$.00  
D9630 Perio Gel™ (x2) \$\$\$\$.00  
D0418 Bacterial Testing for non-responsive areas \$\$\$\$.00

### SESSION 6 - 2 months after Session 5 (\$\$\$\$.00)

Follow-up bacterial test if needed D0418 testing \$\$\$\$.00  
D0170 Periodontal Re-evaluation and Bleeding Check \$\$\$\$.00  
D4910 Periodontal Maintenance scale/polish \$\$\$\$.00  
D4921 Irrigation w/ Medicaments \$\$\$\$.00  
D9630 Perio Gel™ (x2) \$\$\$\$.00

Investment Total Estimate = \$\$\$\$.00 + Bacterial testing additional \$XXX.00 if needed

Repeat D9630 (Perio Gel™ x2) at every D4910



# This is how we treat perio in our dental practice



[www.perioprotect.com/welcome](http://www.perioprotect.com/welcome)



# Make it Make Sense

Education is Key

When patients understand why they need treatment is when they'll accept treatment





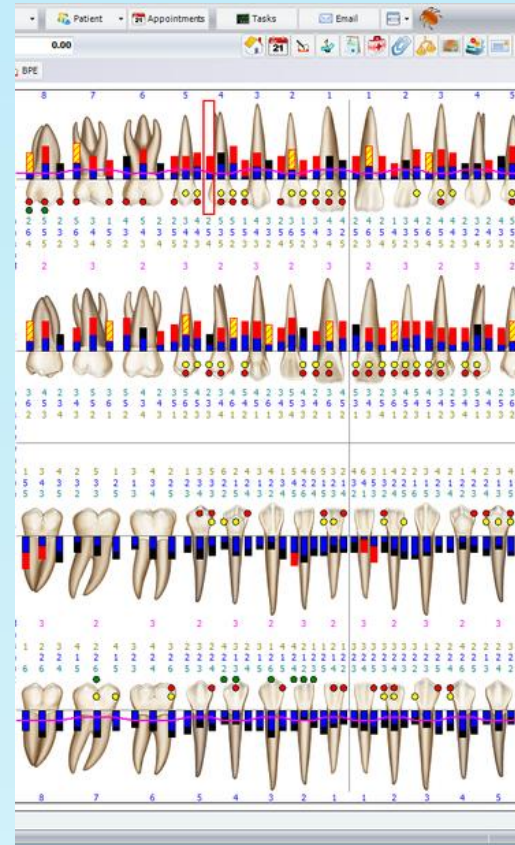
# Show & Tell



**Health History**



**Radiographs**



**Periodontal  
Charting**



**Subgingival  
calculus and  
bone height**



**Recession**

**Show them their clinical data**

# Build Rapport

They will appreciate you  
caring enough about  
them to tell them







# No Pink in the Sink

Show them where the  
“Pink” is coming from

# Voice Concerns

I'm concerned about the infection in your gums  
because...



# Mouth is the gateway to the body

Chronic Inflammation=  
burden on immune system





# Help them make an informed decision

**WAIT** for them to process the information

**EXPECT** them to ask for treatment

**KNOW** that you are giving them important information in order to get healthier



# Explain Perio Protect and Your Treatment Goals

## 3 Main Goals

1

**Gum Health and  
Keeping Bone**

2

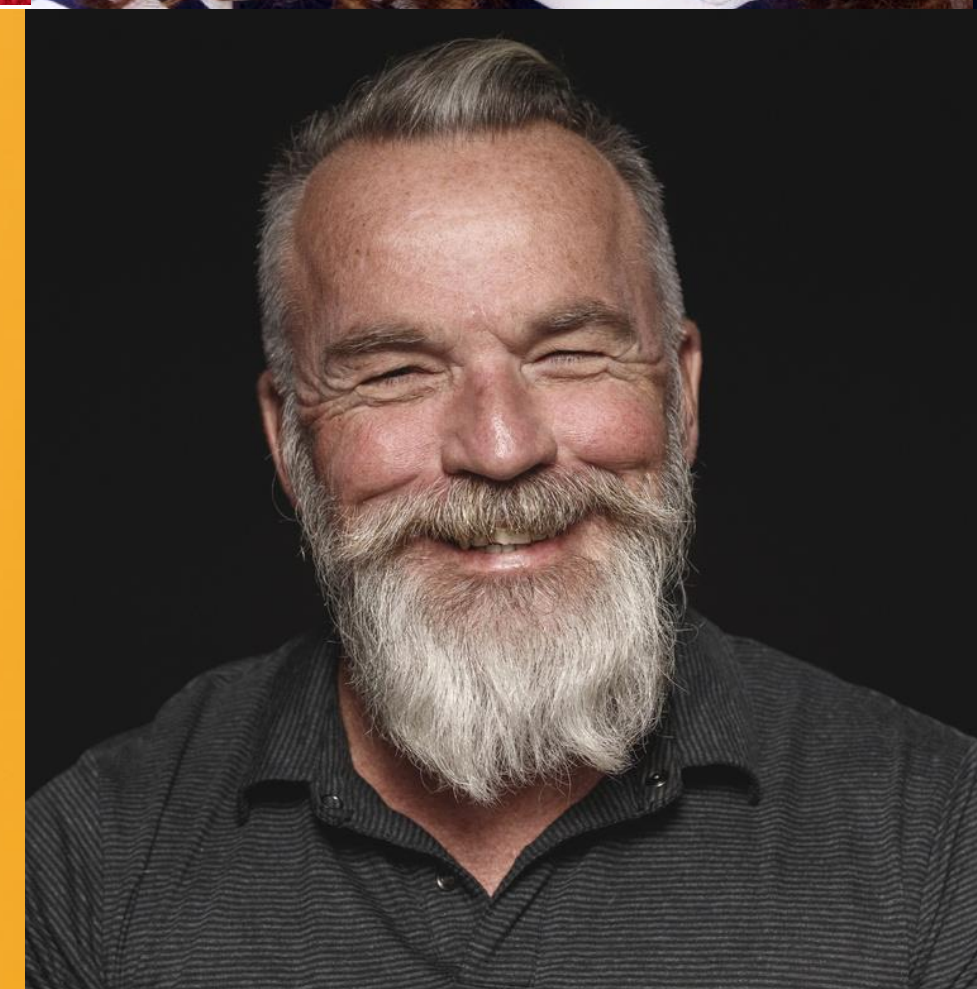
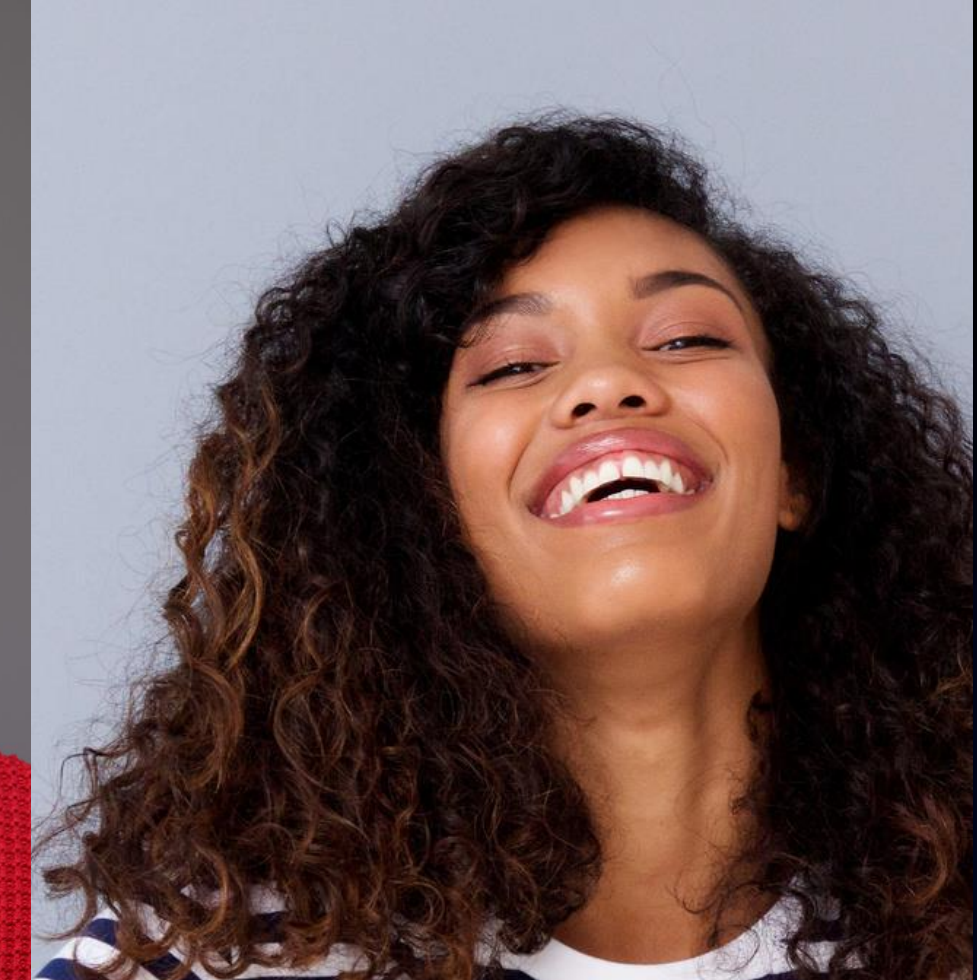
**Avoid Multiple  
Rounds of Scaling  
and Rootplanning**

3

**Keep Implants and  
Restorations as healthy  
as possible for longevity**

# Patient will see & Family will notice

Healthy Smile  
Confidence  
Fresh Breath  
Whiter Teeth





# Educational Resources

Open up and don't say 'Ow.'

If you're experiencing pain in your gums or seeing blood in your sink after brushing, talk to your dental provider about the importance of gum health and its impact on the rest of your body. Chances are you'll hear about Perio Protect®. This innovative treatment regimen utilizes custom trays, molded for your mouth, to deliver bacteria-fighting medicine deep below the gum line where brushing and flossing simply cannot reach. The non-invasive Perio Trays® are prescribed by your dentist and self-administered in the comfort of your home.

Our methodology breeds results. Not bacteria.

Visit [PerioProtect.com](http://PerioProtect.com) to learn more about how and why it's so effective in treating gum disease.

PerioProtect  
Treat your gums, ready.

PerioProtect  
Doctor-prescribed. Patient-applied.

Perio Tray™ Therapy  
CONVENIENT  
COMFORTABLE  
EASY TO USE

For Patients with Gum Disease

Bleeding Gums & Bad Breath  
You should talk to your dentist

THE ENDGAME FOR PERIO

Bleeding gums are often a symptom of an infection deep in your gum tissue. While an infection is common—and treatable—it cannot be addressed with brushing or flossing because the infections are too deep for a toothbrush or floss to reach.

When your number of bleeding points gets too high, we recommend the Perio Protect Method®, a prescription tray delivery system used at home to place medication deep below the gums to fight the infections.

Treatment is important for a healthy mouth and body. The infections in your gums are linked to inflammation associated with the progression of heart disease, strokes, type 2 diabetes, dementia and Alzheimer's, ED, respiratory illness, and some cancers.

The bacteria that cause the infections can also cause persistent bad breath. For healthier gums, fresher breath, and a brighter smile choose Perio Protect.

Bacterial Infection

Ulcerated Gums

Cannot reach infection/bacteria

PerioProtect  
Visit [perioprotect.com](http://perioprotect.com) to learn more.

PerioGel

Usage	Reappointment Schedule			
	2 weeks	6 weeks	12 weeks	6 months
Maintenance 1x/day	1	1	2	4
2x/day	1	2	4	6
3x/day	2	3	6	12

Tubes needed

Add Perio Tray® Therapy to Your Homecare For the Best Results

CASE STUDY 1

Left: pretreatment  
Middle: 3 months after laser surgery and the day of Perio Tray® delivery  
Right: 6 weeks after using Perio Trays® with Perio Gel®

CASE STUDY 2

Left: pretreatment  
Middle: after 1 month of Perio Trays® with Perio Gel®  
Right: after 3 months of Perio Tray® therapy and 1 month after scaling

CASE STUDY 3

Left: maintenance patient before Perio Tray® therapy  
Middle: maintenance patient after 6 months of Perio Trays® with Perio Gel®

PerioProtect



# Patient Reviews

## Dentists & Patients Agree: Perio Protect® Works!

J. Samuelson



This is hands down one of the best products I've ever used to maintain my dental health. Having veneers and crowns it makes sense to me that I invest in keeping things healthy and I'm so confident that I've recommended it to my patients, family and friends as well.

PerioProtect®



## Dentists & Patients Agree: Perio Protect® Works!

G. Davis



My gums are grateful that I used this product. My dentist appointments are faster & my teeth seem to be cleaner.

PerioProtect®



## Dentists & Patients Agree: Perio Protect® Works!

C. Kawatski



Great to use. Saw drastic results within the first two weeks.

PerioProtect®







**Celebrating 20 Years**

*as the #1 Prescribed Tray for Dental Homecare  
to Treat and Prevent Gum Disease*

**Contact Us!**

**Call: 314-256-0772**

**email: [support@perioprotect.com](mailto:support@perioprotect.com)**

