General Disclaimers

- I am not a pediatric dentist.
- This is not intended to be advanced training in pediatric dentistry.
- This is not a dental materials course.
- I have no financial interest in any material or product discussed.
Background

- Both the ADA and the AAPD have recommended a child’s first visit to the dentist since 1995
- The American Academy of Pediatricians recommends (2004):
  “Patients who have been determined to be at risk of development of dental caries or who fall into recognized risk groups should be directed to establish a dental home 6 months after the first tooth erupts or by 1 year of age (whichever comes first).”
Who’s Listening?

Practitioners’ Concerns

- Very young patients need a pediatric dentist.
- GP offices not equipped to see small children.
- It is too hard to for GPs to treat small children.
  - Not enough patience.
  - Not enough knowledge or expertise
  - Children are disruptive
<table>
<thead>
<tr>
<th>Factor</th>
<th>Pediatric</th>
<th>GPs</th>
<th>SN GPs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office Not Well-equipped for 0-through-2-Year-Olds</td>
<td>4%</td>
<td>85%</td>
<td>87%</td>
</tr>
<tr>
<td>Office Not Well-equipped for 3-through-5-Year-Olds</td>
<td>2%</td>
<td>34%</td>
<td>50%</td>
</tr>
<tr>
<td>Not Necessary to Treat Children Younger Than 3 Yrs</td>
<td>2%</td>
<td>11%</td>
<td>13%</td>
</tr>
<tr>
<td>Not Appropriate for General Practitioner to Treat 0-through-2-Year-Olds</td>
<td>39%</td>
<td>32%</td>
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<tr>
<td>Not Appropriate for General Practitioner to Treat 3-through-5-Year-Olds</td>
<td>20%</td>
<td>6%</td>
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</tr>
<tr>
<td>Behavioral Problems Are Disruptive</td>
<td>12%</td>
<td>66%</td>
<td>40%</td>
</tr>
<tr>
<td>Do Not Enjoy Treating Young Children</td>
<td>6%</td>
<td>34%</td>
<td>8%</td>
</tr>
<tr>
<td>Do Not Feel Adequately Trained</td>
<td>6%</td>
<td>22%</td>
<td>14%</td>
</tr>
<tr>
<td>Not Financially Rewarding to Treat Young Children</td>
<td>8%</td>
<td>26%</td>
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</tr>
<tr>
<td>Practice at Capacity for New Patients</td>
<td>27%</td>
<td>26%</td>
<td>36%</td>
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<tr>
<td>Practice at Capacity for New Medicaid Patients</td>
<td>58%</td>
<td>67%</td>
<td>30%</td>
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</table>
Very young patients need a pediatric dentist
Do the Math!

- Over 20 MILLION Children under 5
- Approximately 4500 pediatric dentists (~1500 board certified)
- 4400 per pediatric dentist
- They can’t do it alone!
How do you start?

- Enlist pediatricians and family practitioners
- Commit to first visit by age one
  - Knee to knee exam (D0145 or D0120)
  - Toothbrush prophylaxis (D1120)
  - Fluoride varnish (D1206 or D1203)
  - Parent education (part of D0145)
Who can do this?

- Motivated General Practitioners
- Registered Dental Hygienists
- In some states:
  - Expanded Function Dental Assistants
  - Pediatricians and Family Practitioners
  - Physicians Assistants
- Bottom line...you can!
  and you can add to your bottom line as well
Armamentarium

- Mirror, explorers, spoon excavators
- Toothbrushes and prophy angles
- Tooth paste and prophy paste
- High and low speed handpieces
- Fluoride varnish
- Modified glass ionomers
- Etch, bond, self etching bonding agent
- Flowable composite and sealants
Advanced Armamentarium

- Rubber Dam, punches, forceps and clamps
- Papoose
- Mouth props
- Stainless steel crowns
- Strip crowns
- Pulpotomy supplies
- Impression material and trays.
- Extraction forceps and Gelfoam
GP offices not equipped to see small children
STRIPE CROWNS

SUCCESS ESSENTIALS
SPACE MAINTAINERS LABORATORY

800-423-3270
Specialized Care Co.
Specialized products to facilitate the delivery of oral health services

http://www.specializedcare.com/
It is too hard for GPs to treat small children.

Not Enough Patience
- Small kids
  Small problems?

- Big kids & adults
  BIGGER PROBLEMS!
It is too hard to for GPs to treat small children.

Not Enough Knowledge
Basic Knowledge & Expertise

- Vocabulary
- Basic preventive dentistry
- Sealant application
- Atraumatic Restorative Treatment (ART)
- Basic restorative dentistry
- Behavior management

Watch Super Nanny or Nanny 911
<table>
<thead>
<tr>
<th>Vocabulary</th>
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<tbody>
<tr>
<td>Pain</td>
</tr>
<tr>
<td>Anesthetic</td>
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<tr>
<td>Injection or Shot</td>
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<tr>
<td>Saliva Ejector</td>
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<tr>
<td>Extract</td>
</tr>
<tr>
<td>Amalgam</td>
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<tr>
<td>Handpiece</td>
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<tr>
<td>Prophy paste</td>
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<tr>
<td>Sealants</td>
</tr>
<tr>
<td>Composite Filling</td>
</tr>
<tr>
<td>Composite Gun</td>
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<tr>
<td>Discomfort</td>
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<tr>
<td>Sleepy Water</td>
</tr>
<tr>
<td>Sleepy Water Dropper</td>
</tr>
<tr>
<td>Mr. or Ms. Thirsty</td>
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<tr>
<td>Wiggle</td>
</tr>
<tr>
<td>Silver Star</td>
</tr>
<tr>
<td>Tooth cleaner or tickler</td>
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<tr>
<td>Special tooth paste</td>
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<tr>
<td>Tooth Polish</td>
</tr>
<tr>
<td>Tooth Cream</td>
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<tr>
<td>Tooth Cream Dispenser</td>
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</tbody>
</table>
Knowledge:
Preventive Dentistry 101

Plaque (bacteria)
Sugar (fermentable carbohydrate)
Acid
Decay
Tooth
Knowledge: Sealants & PRRs!
Knowledge:
Atraumatic Restorative Treatment (ART)

- Identify decayed/cavitated teeth
- No local anesthetic
- Spoon or slow speed excavation
- Clean and firm margins (if possible)
- Gluma?
- Fuji Triage (or other similar material)
- Glass ionomer powder or finger
- Glaze ~OR~ Fluoride varnish
Knowledge: Behavior Management

- Inform parents
- Be friendly
- Be firm
- Use “Tell, Show, Do”
- Use positive reinforcement
- Talk on child’s level
- Use parents for bargaining
- Get consent when patient restraint is needed
Advanced Knowledge & Expertise

- Pulpotomy
- Stainless Steel Crowns
- Anterior Strip Crowns
- Space Maintenance
- Minor Tooth Movement
The Terrorist
Tell, Show, Do
If they can train cats and dogs we can train kids!
Deliver the message

You don’t have to brush all your teeth....just the ones you want to keep!
Points to remember

- Recall frequency determined by need.
- Recall generally payable every six months.
- Modified glass ionomer sealants and/or restorations can be placed.
  - Baby sealants not generally payable.
  - Cavitated lesions ~can~ be billed as composite restos.
Summary

- Treating children is easier than you think.
- Treating children is rewarding both financially and professionally.
- Preventing caries is easier than treating them!
- It’s a good thing.
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