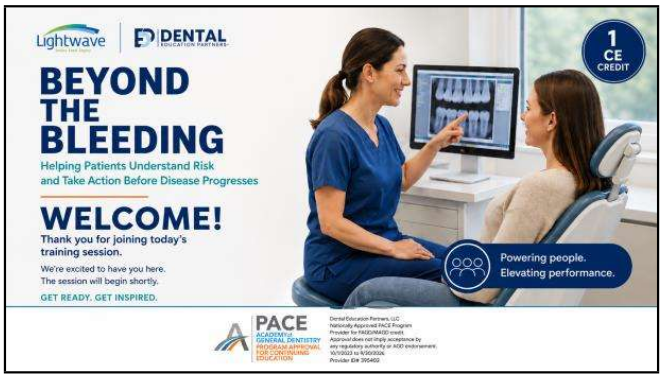
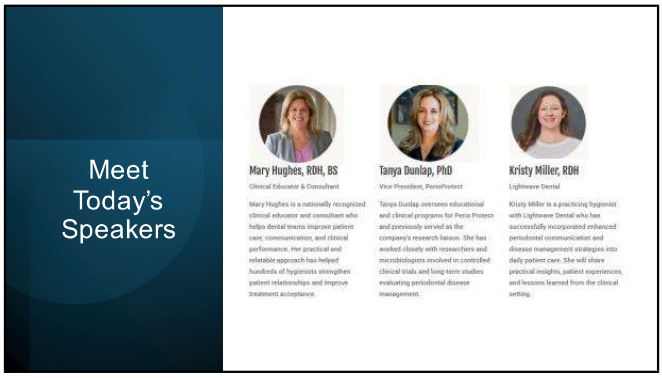
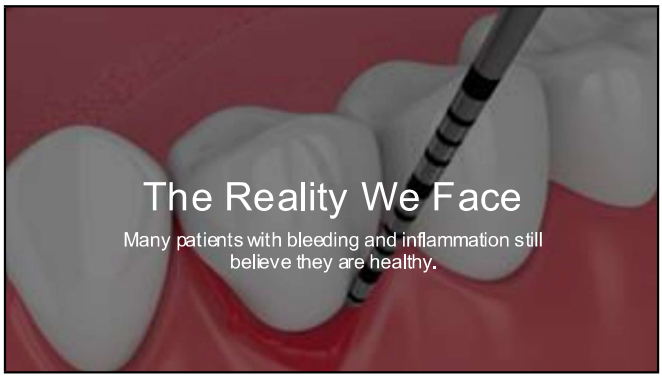

Lightwave
DENTAL
BEYOND THE BLEEDING
Helping Patients Understand Risk and Take Action Before Disease Progresses
WELCOME!
Thank you for joining today's training session.
We're excited to have you here.
The session will begin shortly.
GET READY. GET INSPIRED.
1 CE CREDIT
Powering people. Elevating performance.
PACE


Meet Today's Speakers
Mary Hughes, RDH, BS
Clinical Educator & Consultant
Tanya Dunlap, PhD
Vice President, PerioProtect
Kristy Miller, RDH
Lightwave Dental

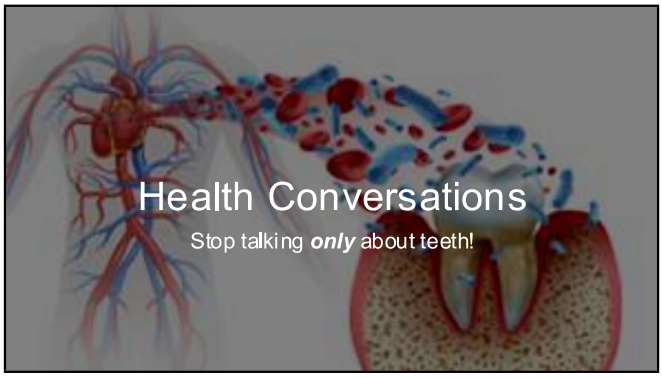
Beyond the Bleeding
Turning Periodontal Findings into Patient Action


The Reality We Face
Many patients with bleeding and inflammation still believe they are healthy.

Let's Ask the Audience!
How often do you hear patient's say, "I've always bled."?

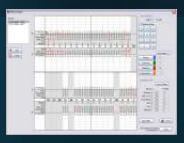
The Disconnect
CLINICAL FINDINGS vs. PATIENT PERCEPTION
The gap between what we see and what they feel.
WHAT WE SEE
CLINICAL FINDINGS
THE GAP
WHAT THEY FEEL
PATIENT PERCEPTION
"I feel fine!"
OUR OPPORTUNITY: Close the gap with education, clear communication, and a plan for long-term health.
EARLIER CONVERSATIONS. BETTER OUTCOMES.

## Why Patients Don't Say 'YES'



## Words Matter

## Visual Communication



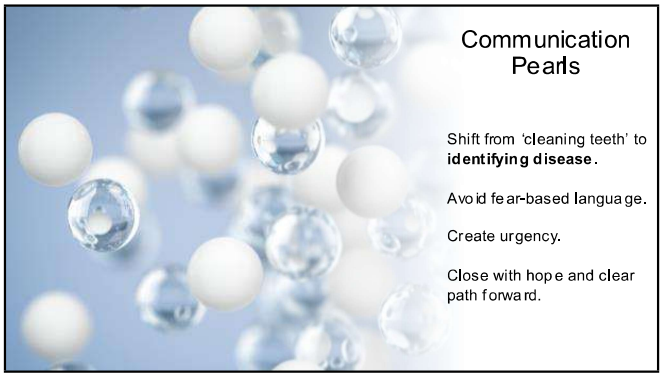
## Communication Case Example

**BEFORE**

*"You have a little bit of bleeding today. We'll go ahead and get you cleaned up.*

**AFTER**

*"Your gums are bleeding more than they should today. That's a sign of infection—not just something that happens during a cleaning. Let's talk about what's causing it and how we can stop it before it becomes a bigger problem."*



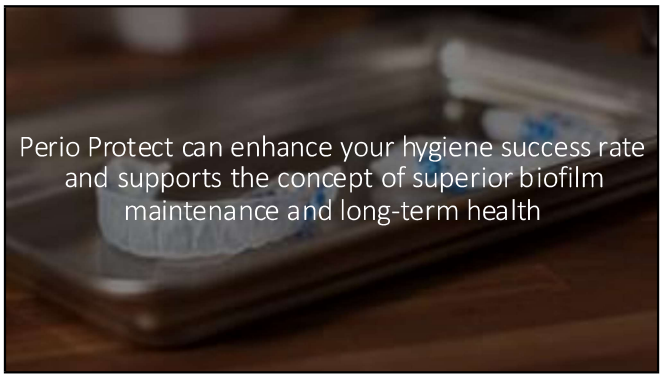
## Communication Pearls

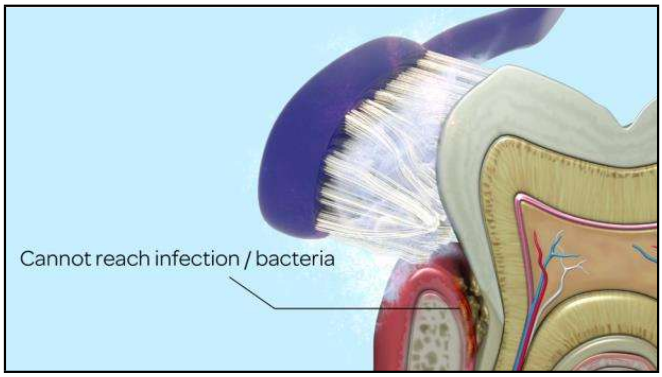
Shift from 'cleaning teeth' to **identifying disease**.

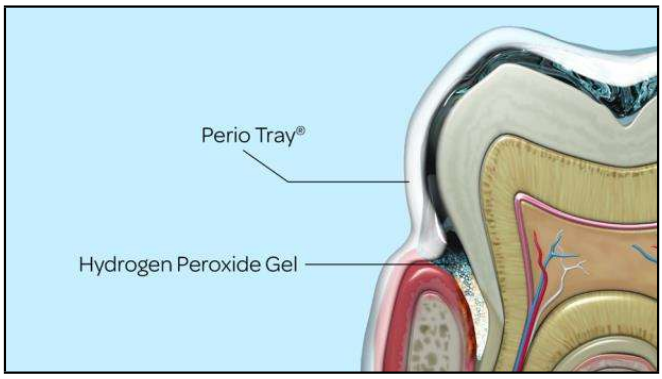
Avoid fear-based language.

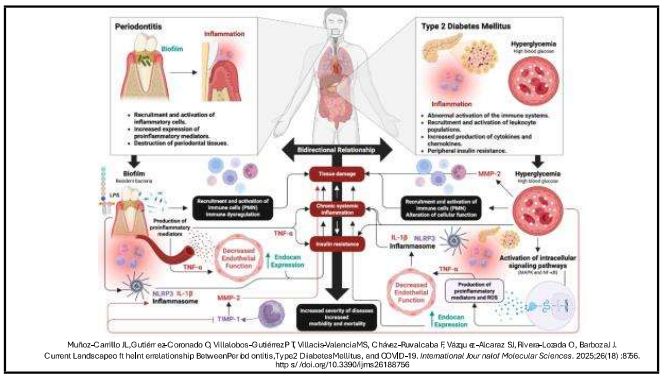
Create urgency.

Close with hope and clear path forward.

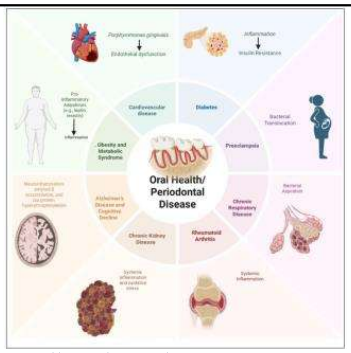

Perio Protect can enhance your hygiene success rate and supports the concept of superior biofilm maintenance and long-term health


Cannot reach infection / bacteria


Perio Tray®
Hydrogen Peroxide Gel




Muñoz-Carrillo JL,Gutiér ez-Coronado O,Villalobos-GutiérrezP T,Villacís-ValenciaMS, Chávez-Ruvalcaba F,Vázqu ez-Alcaraz SJ,Rivera-Lozada O, Barboza J J. Current Landscapeo ft heInt errelationship BetweenPer iod ontitis,Type2 DiabetesMellitus, and COVID-19. *Internationa l Jour nalof Molecular Sciences*. 2025;26(18) :8756. http s://doi.org/10.3390/ijms26188756

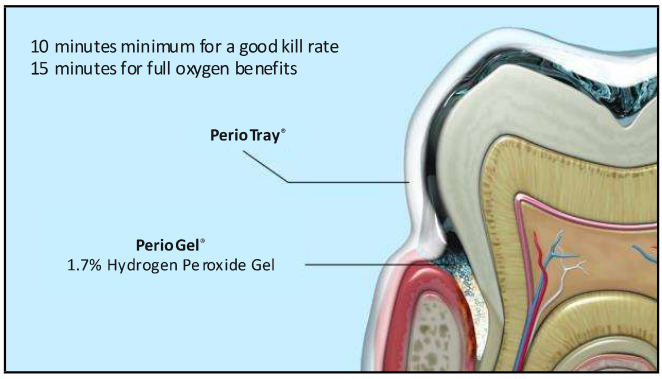


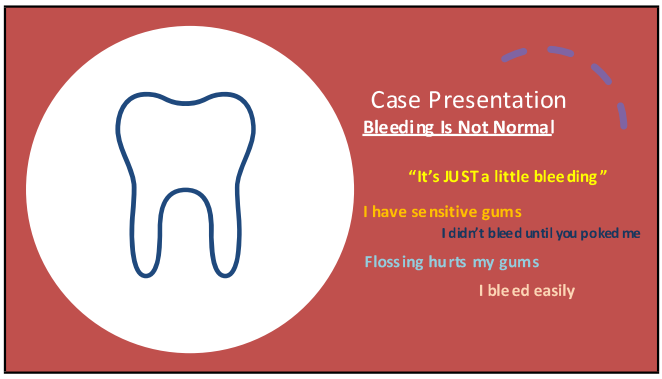

https://doi.org/10.36349/easjdom.2025.v07i05.001

## You Practice Chronic Oral Wound Care

## Ideal Patient Candidates

- Gingivitis with 10+ sites of bleeding
- 3-4 month perio maintenance and still have multiple sites with BOP
- Refractory patients who want to exhaust non-surgical solutions
- Implant maintenance patients
- Patients with multiple crowns who want optimal results
- Geriatric patients, who have difficulty brushing with elevated risks for gum disease and caries


10 minutes minimum for a good kill rate
15 minutes for full oxygen benefits
PerioTray®
PerioGel®
1.7% Hydrogen Peroxide Gel


Case Presentation
Bleeding Is Not Normal
"It's JUST a little bleeding"
I have sensitive gums
I didn't bleed until you poked me
Flossing hurts my gums
I bleed easily

THERAPEUTIC GOAL

Prevent or minimize the recurrence and progression of periodontal disease

American Academy of Periodontology. Position paper. Supportive periodontal therapy. *J Periodontol* 1998; 69:502–506.

BLEEDING

Tooth sites with persistent gingival bleeding are 3.2 times to have attachment loss versus non-bleeding sites over a 26 year period

J Clinical Periodontol 2003 Oct; 30(10):887-901, clinical course of periodontitis. I. Role of gingivitis. Schatzle MA, Loe H, Burgin W, Lang NP

BLEEDING

In a 2.5-year study of maintenance therapy, continuous lack of bleeding on probing was a 98% accurate predictor of no further periodontal damage

Lang, Adler et al. Journal of Clinical Periodontology, 1990.

## 5-Step Case Presentation

1. I am concerned that you have a high gum score. Your score is XX. This means that there are XX areas of bleeding and infection in your gums.
2. The ideal score is 0 (with less than 10 considered healthy).
3. I know you are trying hard at home. Toothbrush, rinse, and floss don't get deep enough to fight the infection at home.
4. That's why we prescribe PerioProtect Trays made just for your mouth to gently deliver the medication deep below your gums and hold it there long enough - just 10-15 minutes - to be effective.
5. Not only will you have healthier gums, you will also have whiter teeth and super fresh breath.

## When Treatment is Delayed

Consider these replies: I understand your position….

1. Because the infections are not healthy, what can you do differently now to try to improve your health? (brush 2x / floss?)

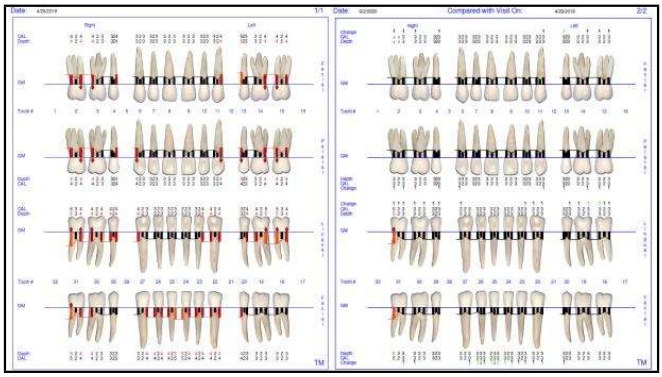
2. Let me know if you have any questions before your next appointment. We're monitoring your crowns/implants, and healthy gums make your crowns / implants last longer.

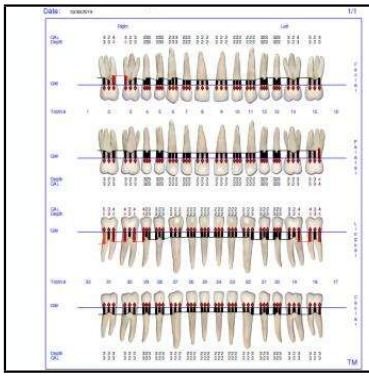
## When Treatment is Delayed

**AND** they have a health history of systemic inflammation

I understand your position. Let me know if you have any questions before your next appointment. It's important to consider your treatment because chronic Gingival Inflammation (pick the right statement for the patient)

1. Makes it harder for type 2 diabetics to manage blood sugar
2. Leads to inflammation of cells lining the arteries and to arterial inflammation
3. Increases risks for strokes and cardiovascular events
4. Speeds up the progression of dementia
5. Is linked to Rheumatoid Arthritis, ED, colon and pancreatic cancers, pulmonary diseases, pregnancy complications, and to other chronic systemic inflammatory diseases

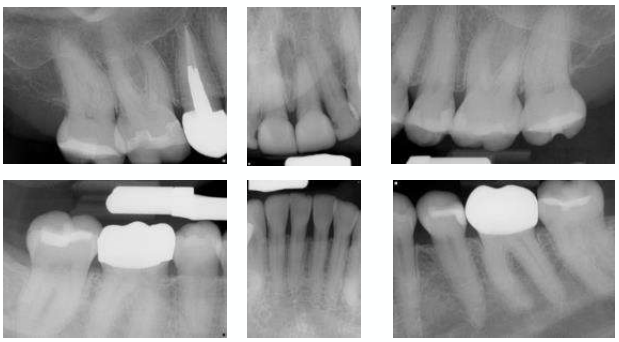


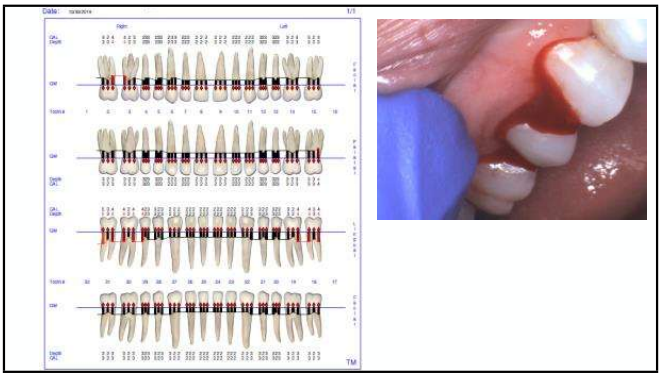


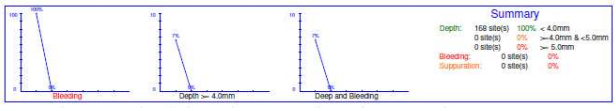
Gingivitis

- 100% BOP
- Age 48
- Female
- Non-Smoker
- Wellbutrin

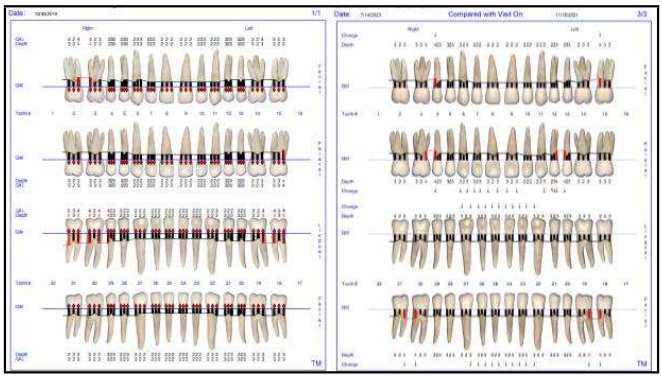
Gum Score >100

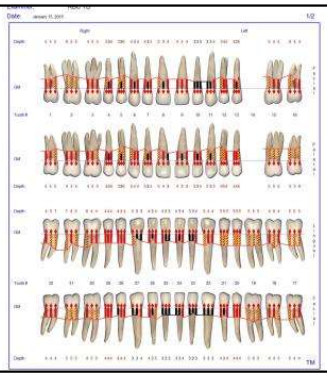


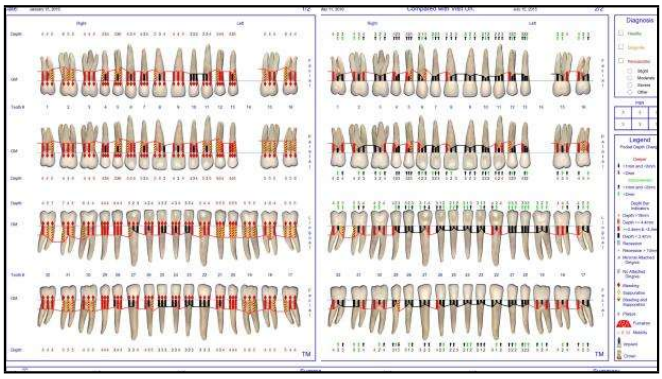





3 Months Later
Gum Score of 0: 100% reduction in BOP







Pre-treatment

18 Months Later

Lightwave

Launch. Lead. Legacy.

PerioProtect®

Prescription Homecare for Deep Delivery

Perio Tray™ deep delivery of medication fights infections below the gums where toothbrush, rinse and floss can't reach. The seal on the tray is the key to deep delivery. This Rx homecare is combined with your in-office procedures to improve and maintain health between office visits.

1 Applies chlorhexidine gel to gum line and into periodontal pockets

2 Brushing, rinsing and flossing removes bacteria and plaque debris

3 Perio Tray™ delivery holds medication deep in gum infections

The primary antimicrobial is PerioGel® 1.7% hydrogen peroxide. This effective, broad-spectrum antimicrobial is perfect for the post-antibiotic age, decreasing our reliance on antibiotics. It has the added benefits of freshening breath and whitening teeth, which patients love.

PerioProtect.com/Lightwave

## PerioProtect® TREATMENT GUIDELINES

**All Adults:** A comprehensive exam for new or established patients (D0150/D0180 or D0120) includes a periodontal exam unless Full Mouth Debridement (D4355) is needed for a diagnosis. After FMD, the diagnosis can be determined.

PerioProtect is recommended for all patients with 10+ BOP and for patients with localized areas of persistent bleeding.

| Diagnosis & Treatment: | Health Maintenance/ Prevention for Patients with Co-Morbidities and Restorations<br>1-3 mm pockets<br>Minimal bleeding (<10 BOP)<br>D1110 - Adult Prophy | Gingivitis<br>No bone loss, 1-4 mm pockets<br>D4346 Scaling in Presence of Inflammation | Perio Maintenance<br>Controlled bone loss<br>1-4 mm or stable pockets<br>D4910 Perio Maintenance |
|---|---|---|---|
| **Scan or Impression** | D5995 PerioProtect Maxillary<br>D5996 PerioProtect Mandibular | D5995 PerioProtect Maxillary<br>D5996 PerioProtect Mandibular | D5995 PerioProtect Maxillary<br>D5996 PerioProtect Mandibular |
| **Tray Delivery**<br>1 wk later (scans)<br>2 wks later (impr.) | Pre Tx Intraoral Photos<br>Deliver PerioProtect Starter Kit<br>Trays 1x/day for 15 minutes | Pre Tx Intraoral Photos<br>Deliver PerioProtect Starter Kit<br>Trays 2x/day for 15 min. (1st tube) | Pre Tx Intraoral Photos<br>Deliver PerioProtect Starter Kit<br>Trays 2x/day for 15 min. (1st tube) |
| **Re-Eval**<br>2-3 weeks later | N/A | D1110 Prophy<br>D1206 Fluoride Varnish<br>Trays 1x/day for 15 minutes<br>(starting on 2nd tube) | Probinge<br>Intraoral photos<br>Trays 1x/day for 15 minutes |
| **Re-Eval or Maintenance**<br>3-6 months later | D1110 Prophy<br>Intraoral Photos<br>D9630 Perio Gel® (x2)<br>Trays 1x/day for 15 minutes | D1110 Prophy<br>Intraoral Photos<br>D9630 Perio Gel® (x2)<br>Trays 1x/day for 15 minutes | Probinge & D4910 Perio Maint.<br>D1206 Fluoride Varnish<br>D9630 Perio Gel® (x2)<br>Trays 1x/day for 15 minutes |

Patients need 2 tubes of gel every 3 months or 4 tubes every 6 months. Patients should wear trays for a minimum of 10 minutes. 15 minutes is recommended for maximum oxygen benefits.

* Refractory maintenance patients may need to continue 2x/day with 2 tubes of gel. Refer patients to a periodontist if adequate healing does not occur.

## INITIAL PERIODONTAL THERAPY

### Decision Making Tree for Periodontal Therapy

| | |
|---|---|
| <10 Bleeding Points <4 mm pocket depths | Refer to Health Maintenance/ Prevention Protocol |
| 10+ Bleeding Points <2 mm of bone loss <4 mm pocket depths | Refer to Gingivitis Protocol |
| 10+ Bleeding Points 2+mm of bone loss >5 mm pocket depths | Refer to Periodontitis Protocols |
| 10+ Bleeding Points 4+mm of bone loss >7 mm pocket depths | Refer to Periodontist |
| Hx of SRP 10+ Bleeding Points Periodontal Maintenance | Refer to Perio Maintenance Protocols |
| Bleeding, Implants, Crowns or Co-Morbidities | Refer to Health Maintenance/ Prevention Protocol |

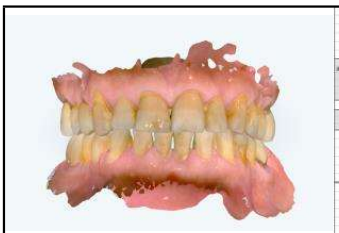
| | Periodontitis Stage 1 & 2 | Periodontitis Stage 3 |
|---|---|---|
| Based on AAP Guidelines | Max Pocket Depth 6mm, BOP 18% - 33% bone loss slow disease progression no tooth loss due to periodontitis | >7 mm pockets, BOP >33% bone loss horizontal/angular teeth lost due to periodontitis |
| Initial Therapy Part 1* | D4341* SRP 2 Quads 1st visit<br>D4921 Irrigation<br>D1330 OHI + power brush/floss<br>*D4342 SRP 1-3 teeth/quad | D4341* SRP 2 Quads 1st visit<br>D4921 Irrigation<br>D1330 OHI + power brush/floss<br>*D4342 SRP 1-3 teeth/quad |
| Initial Therapy Part 2* | D5995 PerioProtect Maxillary<br>D5996 PerioProtect Mandibular | D5995 PerioProtect Maxillary<br>D5996 PerioProtect Mandibular |
| 1-2 weeks later | D1330 OHI<br>Deliver PerioProtect Starter Kit<br>Trays 2x/day for 15 min. (1st tube) | Deliver PerioProtect Starter Kit<br>Trays 2x/day for 15 min. (1st tube) |
| Perio Maint 3-4 months later | Probings, D4910, D1206<br>D9630 Perio Gel® (x2)<br>Trays 1x/day for 15 minutes | Evaluate for Referral to Periodontist<br>Probings, D4910, D1206<br>D9630 Perio Gel® (x2)<br>Trays 1x/day for 15 minutes |

| | | | | | |
|---|---|---|---|---|---|
| Grade A | Non-smoker<br>No diabetes<br>No tooth loss due to Perio. Disease | Grade B | Smokes <10 Cigarettes/day<br>Diabetic with A1C <7%<br>No tooth loss due to Perio. Disease | Grade C | Smokes >10 Cigarettes/day<br>Diabetic with A1C >7%<br>No tooth loss due to Perio. Disease |

## Real World Example – Supporting Clinical Excellence

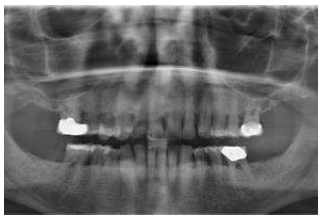
Kristy Miller, RDH

Lightwave Dental



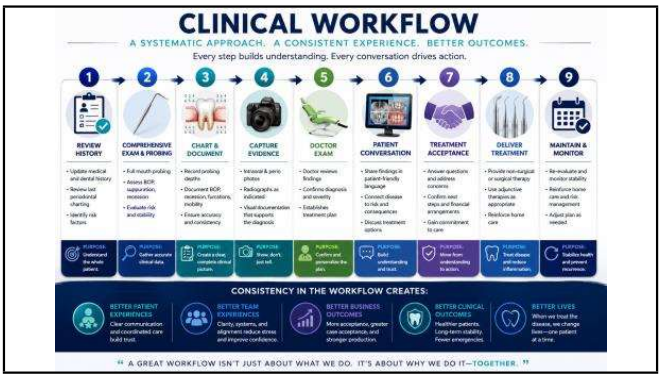
## Patient Story

## Clinical Presentation



## What Changed

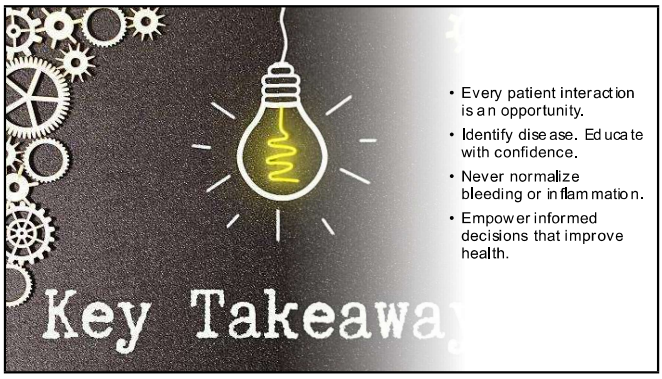
Confidence, consistency, outcomes



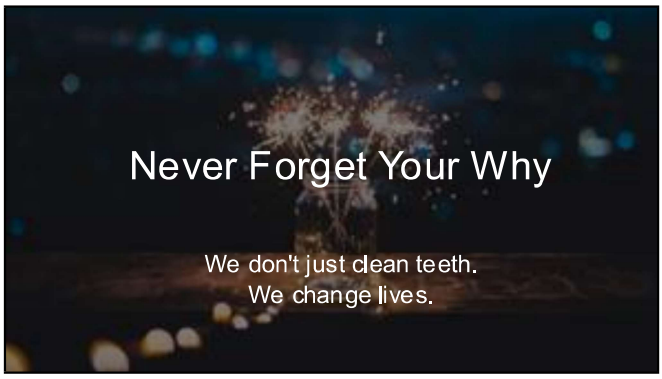
THE DISEASE MANAGEMENT CYCLE
A continuous cycle of care that leads to health, stability, and better lives.
1 DIAGNOSIS
2 EDUCATION
3 TREATMENT
4 HOME CARE
5 MAINTENANCE
6 RE-EVALUATION
BETTER CARE. | STRONGER PATIENTS. | LASTING RESULTS.

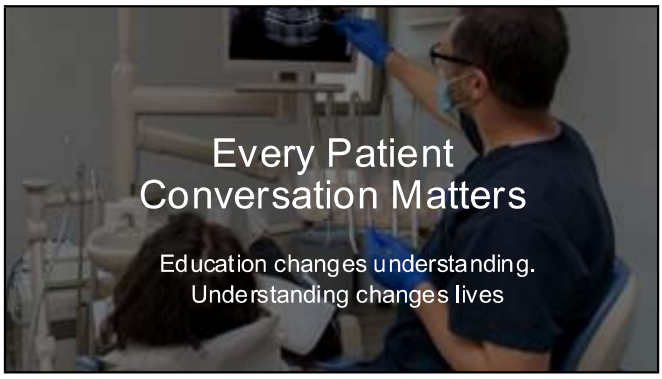
THE TEAM ALIGNMENT WHEEL
ONE MESSAGE. ONE STANDARD. ONE PATIENT.
When every team member is aligned, patients understand, accept, and achieve.
DENTIST
HYGIENIST
BUSINESS TEAM
DENTAL ASSISTANT
TREATMENT COORDINATOR
THE PATIENT
AT THE CENTER OF EVERYTHING
CONSISTENT COMMUNICATION
SHARED STANDARDS
STRONGER TOGETHER
BETTER OUTCOMES
Aligned Teams. Inspired Patients. Exceptional Results.
Better Patient Experience
Better Team Experience
Better Business Results

IMPLEMENTATION ROADMAP
SMALL STEPS. CONSISTENT ACTION. MEASURABLE RESULTS.
Building a Culture of Periodontal Health and Patient Action
WEEK 1 CALIBRATE
Align the Team
Calibrate periodontal charting and diagnosis
Review clinical protocols and case definitions
Align on communication language and approach
Identify opportunities in your data
KEY OUTCOME:
A unified team with shared standards
WEEK 2 COMMUNICATE
Strengthen Patient Conversations
Use patient-friendly explanations
Connect findings to risk and consequences
Teach back to confirm understanding
Address questions and objections
KEY OUTCOME:
Patients understand and trust your
WEEK 3 DOCUMENT
Document with Purpose
Complete thorough periodontal charting
Capture evidence with photos and notes
Link diagnoses to treatment plans
Ensure accuracy and consistency
KEY OUTCOME:
Clear, complete documentation that
WEEK 4 STANDARDIZE
Build Consistent Systems
Create and implement standard workflows
Use scripts and tools consistently
Hold team huddles and accountability
Reinforce daily habits that drive success
KEY OUTCOME:
Consistent systems that create predictable
MONTH 2+ MEASURE & GROW
Measure. Improve. Repeat.
Track key hygiene and periodontal KPIs
Review results and celebrate wins
Identify opportunities and remove barriers
Continue improving and raising the bar
KEY OUTCOME:
Sustained growth in patient health and


Key Takeaway
• Every patient interaction is an opportunity.
• Identify disease. Educate with confidence.
• Never normalize bleeding or inflammation.
• Empower informed decisions that improve health.

Q&A


Never Forget Your Why
We don't just clean teeth.
We change lives.


Every Patient
Conversation Matters
Education changes understanding.
Understanding changes lives