Understanding the Value of Your Oral Health

Presented by
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Welcome and Introductions

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Director of Business Development,
Community Health Options

Community Health Options
- Health insurance company - Licensed in Maine
- Qualified Health Plan (Marketplace certification)
- Consumer Operated & Oriented Plan (CO-OP)
- Non-profit (501(c)29)

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Northeast Delta Dental
Understanding the Value of Your Oral Health

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Oral Health and Wellness Solutions Specialists
Poor oral health affects the body in many negative ways:

- Gum disease, tooth decay, dental infections, and pain
- Tooth loss can lead to poor nutrition, difficulty speaking and poor self image
- Has a relationship to uncontrolled diabetes
- Linked to an increased risk of heart disease and strokes
Quiz Time!

Which of the following general health problems have been linked to poor oral health?

A. Diabetes
B. Heart Disease
C. Stroke
D. All of the above
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What is Oral Disease?

Caries (“tooth decay” “cavity”)

Periodontal Disease (“gum disease”)
  Gingivitis
  Periodontitis

Oral Cancer

Temporomandibular Joint Disease

Oral Symptoms of Systemic Diseases

Viral, apthous, ANUG, dry mouth, etc.
Why is Oral Disease Diagnosis and Treatment Important?

Untreated oral disease often leads to:

- Pain
- Loss of function (speaking and chewing)
- Poor self-image
- Progression to more serious health problems
Tooth Decay

John has 32 candy bars. Then he eats 18 candy bars. What does John have now?

Cavities. John has cavities.
Dental Caries (tooth decay)

- Dental caries is the most infectious disease in humans:
  - 75+% of U.S. children by age 18
  - 90+% of U.S. young adults (age 24-35)

- Currently root caries is the most prevalent in adults due to:
  - Reduced saliva flow, dry mouth due to medications
  - Exposed root surfaces due to receding gums
  - Poor diet, smoking, and poor oral hygiene
Cavities in Children

• Untreated dental caries affects growth and development
• Studies show if a child has tooth decay in a baby tooth, then they are more likely to have tooth decay in their adult teeth.
• 55 million school hours are lost by children each year due to dental related illness
Children’s Dental Visit

The American Dental Association recommends a dental visit by age 1.

Don’t forget to add your child to your dental plan!
How Do We Prevent Caries?

• Fluoride
• Sealants
• Healthy Diet
• Good Oral Hygiene
• Regular Dental Visits
Bacteria Causes Tooth Decay

Bacteria in the presence of refined carbohydrates generate acid which then leads to the destruction of the tooth.
Your Diet and Tooth Decay

ACID + SUGAR = CAVITIES

- Regular Soda contains both sugar and acid that can cause cavities
- Diet Soda, flavored water, and many bottled waters are sugar free, BUT they still contain harmful acid!

The lower the pH the worse it is for

1. Battery Acid
2. SODA
3. Sports Drinks
4. Orange Juice
5. Coffee
6. Milk
7. Water
Quiz Time!

If you were to eat 10 jelly beans, what is the best way to eat them to lower your risk of developing a cavity?

A. Eat one every hour for 10 hours  
B. Eat two every two hours for 5 hours  
C. Eat five in the morning and five at night  
D. Eat them all at once
Quiz Time!

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Correct answer: D.
Periodontal Disease

Myth: Gum disease is just a part of growing older.

Fact: You can control gum disease – it does not have to be a part of getting older.
Gum Disease

Stages Of Gum Disease

1. HEALTHY GUMS & TOOTH
2. GINGIVITIS
3. PERIODONTITIS
4. ADVANCED PERIODONTITIS

Calculus builds up on teeth and gums are inflamed (red).

Inflammation causes gums to separate from tooth, forming pockets. Early to moderate bone loss.

Severe bone loss, deep pockets. Tooth is in danger of falling out.
Gingivitis

Inflamed gum tissue due to bacteria

Reversible with good home care

Gingivitis

Healthy gums
Periodontitis

- Pockets form as gums separate from teeth
- Tissue that anchors teeth to bone becomes inflamed
- Slight bone loss
Complications of Untreated Gum Disease

Association between periodontal disease and stroke

Adverse pregnancy outcomes and periodontitis: A systematic review and meta-analysis exploring potential association

Periodontal therapy for the management of cardiovascular disease in patients with chronic periodontitis (Review) 
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Tobacco and Periodontal Disease

- Smokers have 6 times more periodontal bone loss than nonsmokers
- Heat and chemicals from smoking cause tissue damage
- Gum tissue heals poorly after dental treatment
- Chewing tobacco contributes to oral, stomach and larynx cancers
Quiz Time!

What is the single most important thing you can do to reduce your risk of periodontal disease?

A. Brush and floss every day
B. Use Listerine
C. If you smoke, quit
D. Chew xylitol gum
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Oral Cancer

• Oral cancer accounts for roughly two percent of all cancers diagnosed annually in the United States
• Approximately 48,000 people are diagnosed with oral cancer each year and only slightly more than half will be alive in 5 years
• Oral cancer in older adults is associated with smoking and excessive alcohol use
• Increase in oral cancers in younger people is related to the human papilloma virus
Health *through* Oral Wellness® (HOW®)

Based on the concept of patient-centered oral health, HOW® provides additional preventive benefits to members who are at risk for oral disease, thereby helping them achieve better oral and overall health.
Patient Benefits of HOW® powered by PreViser®

• Risk scores are automated and specific to each particular patient
• The calculation of the risk score is multifactorial: based on risk factors, protective factors, clinical findings, age, and gender
• Patient will have access to the enhanced preventive benefits they need based on their oral health scores
• Showing the patient their PreViser® oral health report can increase the likelihood that the patient will accept treatment plan
• Even though other carriers do not currently offer an enhanced preventive benefits program like Northeast Delta Dental does, there are benefits to performing a risk assessment on everyone
Tri-State Providers Using the PreViser® OHIS
HOW® and PreViser® Benefits for Oral Health

Most consumers see more value from their preventative care benefits than anything else, but a safety net for unexpected costs is still high importance – among other basics like service and price advocacy.

Employers are aligned with their employees – preventative care is most valuable and communication is most important, while supplemental offerings and oral health advocacy receive low scores.
Seek Preventive Care

• The dentist’s role is to prevent and treat oral disease in order to help you optimize your overall health
• Real improvement in oral and overall health requires engagement of dentists, physicians, patients, and payers.
• Intercepting disease before it occurs is critical to a lifetime of oral health
  – Have your oral health risk assessment completed by your dental care professional
  – Obtain the dental care you need based on your individual risk and need
Summary: PREVENTION IS KEY

- Regular effective removal of dental plaque can prevent gum disease and tooth decay
- Avoid sugary, starchy and acidic foods and beverages
- Quit smoking
- Visit your dentist regularly for preventive care
Questions