

CLINICAL INTAKE PROCESS

INITIAL PATIENT SCREENING

Identify High-Risk Patients: We can't treat patients that we don't screen.

Use of Questionnaires

- Implement sleep/airway evaluation questionnaires
- Commit to screen all patients
- Ask questions for clarity

Observation

- Physical signs and symptoms in the mouth may include:
 - Scalloped tongue
 - Clenching and grinding (Bruxism)
 - Mallampati/tonsil score

Relatable Analogies

- To explain the risk, use analogies.
- *"Think of your airway like a narrow tunnel. If it gets too narrow, it disrupts the traffic flow – similar to how a blocked airway disrupts your sleep."*

Educational Awareness

Importance of Good Sleep Health

- *Just like oral health, your sleep health is crucial. Poor sleep can lead to issues like fatigue, high blood pressure, and even impact your oral health."*

Connection Between Oral Health and Sleep Disorders

- *"The mouth is the start of your airway. Issues like a narrow airway can lead to snoring or sleep apnea, much like a clogged pipe can lead to water backup."*

Visual Aids

- Utilize diagrams or models showing how a blocked airway can affect sleep.
- *"Here's how a relaxed throat can block air during sleep, leading to snoring and disrupted sleep."*

Patient-Centric Approach

- Emphasize how identifying and treating sleep disorders can improve their overall health.
- *"By looking at your sleep health, we're not just helping you have a better night's sleep but also preventing bigger health issues down the line."*

Use of Success Stories

- Share anonymous success stories of patients who have benefited from sleep disorder treatments.
- *"One of our patients, after being treated for sleep apnea, not only stopped snoring but also experienced a significant increase in energy during the day."*

Conversation Examples

During Dental Examination

- *"While examining your teeth, I noticed signs that might indicate you're grinding them during sleep. This can sometimes be related to sleep disturbances. Tell me about your sleep habits. Do you often wake up feeling tired?"*

Post-Questionnaire Discussion

- *"Based on your questionnaire responses, you're experiencing symptoms that could be related to a sleep disorder. It's something quite common and treatable. Let's discuss the next steps."*

Explaining the Need for Screening

- *"Based on what we've discussed, I believe it would be beneficial to conduct an EccoVision Airway Screening. This test will help us understand more about your airway health, particularly how it might be affecting your sleep."*

WHY DO WE DO THIS FIRST?

Building a Case for the Screening

- By collecting detailed information about the patient's medical history, symptoms, and risk factors beforehand, you can use this data to explain the necessity and benefits of the EccoVision screening.
- It helps in justifying the screening process to the patient.

Informed Decision Making

- With complete background information, patients are more likely to understand their own health situation and the potential risks associated with sleep-related breathing disorders.
- This understanding can lead to more informed consent for the EccoVision screening.

Efficient Workflow

- Having all relevant information up front allows for a smoother and more organized process.
- It prevents the need for back-and-forth questioning post-screening and ensures that the screening is done with all necessary background knowledge.

Tailored Screening Approach

- Knowing the patient's full medical history and symptoms can guide the screening process, allowing for more targeted and specific assessments.

Building Rapport and Trust

- Engaging in a detailed discussion about the patient's health and sleep habits before the screening can enhance the patient-practitioner relationship, building trust and comfort.

TRANSITION TO ECCOVISION SCREENING

Introduction to Airway Screening

- *"Now that we've talked about your sleep health, the next step is a quick airway screening. It's a simple, non-invasive test that provides important information about your airway."*

Duration and Ease

- *"The screening is quick and easy. It takes just a couple of minutes and isn't uncomfortable. All you need to do is breathe normally."*

Live Data and Collapsibility

- *"This test gives us live data about your airway. It helps us see if your airway narrows or collapses when you breathe, which can disrupt your sleep, much like a roadblock disrupts traffic flow."*

Next Steps Post-Screening

- *"After the screening, we'll review the results together. If we find anything that needs further attention, we'll discuss the best next steps, which might include further evaluation or treatment options."*

REFERRAL FOR TELEHEALTH CONSULT

Preparation for Telehealth

- Call MSL for a telehealth visit.
- Give the patient a "What to Expect" information sheet with appointment and Sleep Advisor info.

Follow Up Plan

- Discuss with the patient how you will be in touch with them once everything is completed, to discuss any recommendations or treatment plans from the sleep specialist.

Enter Patient into REMmanager

- Gather contact information and medical insurance
- Enter in Dental REMmanager
- Call to get telehealth scheduled