

ADVANCED TREATMENT PLANNING WESTPHAL

Are You Ready for TX Plan?

- What do you need to know?
- What do you want to know?
- How to figure out the case?
- How to present the case?
- Document the case?
- Maintenance.

Listen to what they want and need.

- I never want my daughter to see me without my teeth.
- Tears
- He has saved up to fix his mouth
- He doesn't want dentures.
- What I am hearing: Powerfully motivated.
- He wants options and hope.
- What are his financial limits?
- What type of implant restoration can we discuss? FIXED?

Exercise

- 5-10 minutes: Plan a treatment as you would in your practice.
- Financial limit? How do you ask?
- Scenario 1: \$15,000 per arch or \$30,000
- Scenario 2: \$70,000.

Smile Pix and Biotemps=HOPE

- This patient was given the option of dentures. PERIOD
- Several teeth were non-mobile-6,7,11,12,20,21,27,28 and 29.
- He could have been a candidate for a root retained overdenture, mini-implant dentures, implant overdentures with locators, bars, a hybrid or a porcelain fused to gold full arch prostheses.
- He didn't bat an eye at the \$55,000-\$70,000 plus possible costs.

The Surgical Path

- Maxillary edentulation
- Sinus grafting
- Prepare teeth for provisionals
- Implant placement
- Retrofit provisional

Block Grafting vs. Bone Spreading?

Partial bone loss is just as important to address as complete (denture) bone loss.

<p>The case of the Prolonged Partial</p> <ul style="list-style-type: none"> • This patient has been in our practice for 30 years • She wasn't ready for a partial until—she was ready. • She broke two teeth, lost a few more and the remaining teeth had unfavorable C:R ratios. • She wished she had done this sooner-and so will your patients.
<p>Treatment Planning</p> <ul style="list-style-type: none"> • How much would you charge with surgical fees? • Block graft from ramus? To site 19,30,31 • Block graft from chin? To site #11. • 4 Implants, abutments, and crowns? • Additional crown?
<p>Ridge Spreading</p> <ul style="list-style-type: none"> • Cost Effective • No secondary surgical site • Technique Sensitive • An alternative • A segment of the population
<p>Exercise: \$15,000</p> <ul style="list-style-type: none"> • Dx: "D" ridge. • Ill-fitting Mx/Mn denture • CC: "I don't want any more pain when I chew!" • Health Hx: non-contributory. • Travels with circus-hard to come frequently. • Limited finances. • Maxillary flabby ridge.
<p>Exercise</p> <ul style="list-style-type: none"> • What would you propose? • What would that cost? • Her CC: She has a loose fitting UCD/LCD. • Could you find a solution for \$15,000? • Plan your case-5 minutes.
<p>My Solution</p> <ul style="list-style-type: none"> • Implants: \$7,000 for 4 • UCD \$2250 • LIOD: \$4500 • Records \$300 • Costs about \$14,050. • Less than what she had allotted.

Notes:

