

# The Perspective

## Look at our Dentists

### FEATURED CASE: *Dr. Steve Barrett*

As a newly graduated dentist, one of the best ways to instill confidence in your patients is by using a camera. I don't mean your cell phone camera. I am talking about a quality SLR camera. If purchased through LesterDine or Photomed International, you will receive not only everything needed to take great patient photographs, but also great support. Taking great photos is just one step in a system that provides predictable results to your patients. A camera gives a young doctor validity and instant credibility not only to your patients, but to the dental lab you use. As a tool for documentation and communication, there is not one day that goes by where I am not using my camera. This one step lets your patients know you are committed to achieving the best possible results for them.



*Nikon D 7200 with wireless flash*

*Nikon D750 camera with SB-R200 flashes & a R1 bracket*



*Restorative Dentistry by Dr. Steven Barrett, Partner & Clinical Director. All photos taken with Nikon D7200 with wireless flash.*



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER

## BILLING PERSPECTIVE

*by Judy Bloom, National Billing Director*

What is an Aging Report? It is an analysis of account receivables broken down by guarantor names into different aging buckets by length of time outstanding. Our goal is to collect payment before it hits the 90 day and over bucket as the percent of collecting that money goes down significantly. We encourage all doctors to print their aging report monthly from largest to smallest balance. You should have your Scheduling Coordinator research the accounts on the first page that have insurance balances that are over 45 days old. If the insurance has not paid the account in a 45-day period chances are they were missing x-rays, narrative or the patient information was put into Dentrix incorrectly. Since the office has quick access to the chart and to the doctor, it makes sense for them to do the follow-up on these claims. Please feel free to call or email me if you need more guidance. This very simple step if done monthly will greatly increase your collections.

## Insights From Some of Our In-House Specialty Support

### ENDO PERSPECTIVE

*by Dr. James Baker, Endodontic Specialist*

The best obturation material for a tooth is always a healthy, vital pulp. In the presence of trauma or caries, particularly in permanent teeth with open apices, we try to maintain pulp vitality to promote the completion of root development. This eight year old girl presented at Greenberg Dental, with #8 having an enamel-dentin fracture with a pulp exposure from trauma that occurred two days prior. Due to the open apex and incomplete root development, vital pulp therapy was the treatment of choice to promote apexogenesis. The coronal pulp tissue was removed with a water-cooled high-speed hand piece and a diamond bur. MTA was placed over the remaining pulp tissue and the patient was sent back to the referring dentist for the restoration. After two years, the tooth tested vital, the apex closed, and a dentinal bridge formed under the MTA. As a specialist at Greenberg Dental, I enjoy working with my referring dentists to help their patients receive optimal dental care.

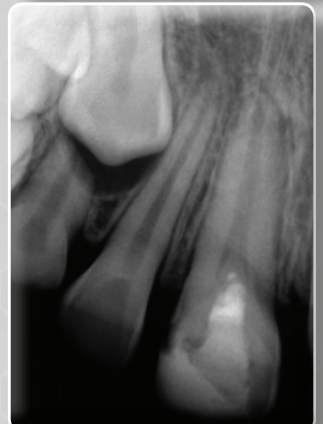
*#8 enamel-dentin fracture with pulp exposure and immature root*



*White MTA placed over the pulp*



*2 year post-op showing dentin bridging and continued root development*



**The Structure To Perform. The Team To Help. Let Us Help You Exceed Your Expectations.**

We welcome your feedback or any questions!

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