

**Milwaukee Veterinary Medical Association
October 14, 2014**

Five Useful Tips to Manage Your Dental Cases

Presented by:

**Dale Kressin, DVM, FAVD, DAVDC
Animal Dentistry and Oral Surgery Specialists, LLC**

1. **Diagnose first then offer treatment options!** In veterinary practice we perform patient examinations and provide diagnostic tests to arrive at a diagnosis. In veterinary dentistry veterinarians frequently offer dental extraction as a treatment before making a definite diagnosis. Why would we do this? Do we offer options? Do we know what options are available and the prognosis associated with various options?
2. **Try not to recommend to your clients to wait and see.** What do you say if your client asks “how long do I wait and what do I look for?” Most dental problems can be treated more effectively and at lower cost with early diagnosis and appropriate treatment(s).
3. **Which dental problems need ASAP care?** So what are dental emergencies and how should they be managed? Same day, next day, next week, next month? A. Tooth fracture. B. Jaw fracture. C. Tooth avulsion or luxation. D. persistent deciduous tooth. E. Periodontal disease.
4. **How do you know if you are delivering high quality dental care?** The first step is to have a look by scheduling recheck appointments. Do clients purchase home care products you are recommending? Are you making any recommendations? The next step is to get clients to comply for the next dental appointment.
5. **How can we improve dental care?** Learn more, recommend more, diagnose more and treat more.