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## BDTA Dental Showcase

We'll be there on Nov 12th -14th on Stand B21. We'd love to see you!

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## Patient Leaflets

One of the comments you tell us about PreViser is that it is a practice builder, if marketed properly. Don't keep it under wraps! Do you need more copies of our [patient leaflet](#) to demonstrate how you are at the cutting edge of dental technology and practice? Just [email us](#)

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## PreViser Risk Assessment Autumn Newsletter

### What's happening with PreViser and Perio risk assessment?

Things are moving fast. To give you just a flavour:

- Following the Steele report, perio and caries risk assessment are expected to form the basis of the new NHS Oral Health Assessment. Risk prediction is fundamental to preventive care.
- At the BSP in September, a meeting was held of the heads of perio departments of all the UK and Ireland dental schools on risk assessment and PreViser. Many of the schools have now expressed interest in using PreViser for undergraduate and postgraduate teaching.
- We are very proud of the wealth of [research](#) behind Previser and will continue to add to it. Starting Jan 2010, Prof Trevor Burke's Prep Panel will be undertaking a 12 month study to quantify PreViser's impact on periodontal health, which we anticipate will confirm the great reports we have from our customers.
- PreViser has recently been presented in evidence at a dental negligence case in the US. The dentist commented "I learned if you are called to testify you never want to be the doctor without a PreViser risk assessment in your records".

### Periodontal Health Policy

Do you have a perio policy? Pete Everson of Guiseley Dental Care, (and a prize winner of the perio module at the Birmingham MGDP) has produced a Periodontal Health Policy for his practice incorporating PreViser scores for risk and disease to assess treatment, maintenance and referral policy. Pete has kindly let us post it on our website [here](#) as an example. We'd love to hear from you with any comments or feedback. Pete also proposed determining payment plan fees based on the

## Quick Links

[Download a free trial](#)

[The Science behind PreViser](#)

[Video of how quick and easy it is to complete a PreViser assessment](#)

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## Contact Us

Tel: 07725125291

Email: [support@previser.co.uk](mailto:support@previser.co.uk)

PreViser risk scores, ie looking to the future probability of disease rather than using history as a rough guide. Now you have the tools, it's time to look forward.

### What your peers think

It's always good to know what others are thinking. In a recent meeting on PreViser, 95% of the delegates thought that PreViser would add value to their practice. Here's some of their comments on its value: "breaking through the barrier of patient understanding"; "great motivational tool for patients / great marketing tool for practice"; "Practice builder - if marketed properly"; "visual representation of disease state and PROGRESS"; "risk assessment and targeting resources more effectively"; "help in dento-legal"; "an objective assessment of periodontal risk"; "major patient motivator".

### Introductory offer expiring: subscribe now!

Our introductory offer for Denplan Excel practitioners is due to expire at the end of this year. If you are Denplan Excel and you have already subscribed, we are delighted to confirm that we will hold this discount for 2010. We will also extend this offer to those who subscribe before the end of 2009. Don't let this opportunity slip away!

### Perio disease: systemic links

We promised an update from Prof Iain Chapple on the very latest evidence on perio-systemic links to help you explain to your patients that perio disease is about more than just losing their teeth. We'll keep it succinct (more details can be found at [www.previser.co.uk/press](http://www.previser.co.uk/press)).

- Diabetes - periodontal disease is an independent predictor of incident diabetes (Demmer et al Diabetes Care 2008) and periodontal therapy improves glycaemic control (Stewart et al J Clin Perio 2001)
- CVD - men <65 yrs of age with periodontal bone loss have an increased hazard ratio of incident coronary heart disease of 2.12 (Dietrich et al, Circulation 2008)
- RA patients are 82% more likely to have periodontitis and seropositive RA patients are 120% more likely (dePablo et al, J Rheumatol 2008)
- Stroke - periodontal bone loss is associated with an increased hazard ratio of stroke of 3.52 and 5.81 in under 65 yr-olds (Jimenez et al, Stroke, 2009)