

How new loupes
helped one hygienist
see clearly.



 PeriOptix®

Before trying the PeriVista Panoramic Flip-Up loupes from PeriOptix, Sheryl Niede, RDH, didn't know what she was missing



Sheryl Niede, RDH, a dental hygienist based in Madison, Wisconsin, has only been wearing the PeriVista Panoramic Flip-Up loupes from PeriOptix, DenMat's illumination and magnification division, for about a year and a half, but she says they changed her practice immediately. In the months after abandoning her ill-fitting and uncomfortable loupes and lights, she says her eyesight slowly worsened. When she didn't see fractures that the dentist saw, she thought she was getting lazy in her practice. It took her trying the PeriVista loupes to realize she had not been seeing clearly!

In this e-book, you'll read about how:

- Loupes can pay for themselves after just one hygiene appointment
- You can leave chiropractic bills, massage costs, and chronic pain behind
- Your patients see loupes as a symbol of an advanced practice and how much you care about their health
- Loupes can be a stylish addition to the dental practice uniform

Sheryl Niede says her new PeriOptix loupes changed her practice immediately.

"Before that, I had stopped wearing my old loupes completely because they wouldn't stay on my nose," she said. "They were too heavy."

In the months between abandoning her old loupes and lights to replace them, she says her eyesight slowly worsened. "I didn't realize it was happening at the time, and I started to question my abilities because the doctor would ask if I noticed a fracture on a tooth and I'd say no," she said.

Sheryl thought she was getting lazy in her practice, but the first day she tried the PeriVista loupes she realized she had not been seeing clearly for the past few months.

“I had started to go far-sighted,” she said. “I put the loupes on and saw two fractures, then I took them off and didn’t see them,” she said. As anyone who has worn loupes or prescription eyeglasses or contacts knows, it is recommended to ease into using visual aids so that your eyes can adjust (and you can avoid a massive headache). Sheryl couldn’t help herself.

“I wore them all day that first day,” she said. “I couldn’t take them off! I felt so guilty for missing things that I refused to take them off. Of course, I got a huge migraine because my eyes weren’t adjusted to wearing loupes, but it was worth it!”

Since Sheryl also works as a dental consultant, she is quite familiar with the considerations dentists and dental hygienists face when deciding whether to invest in a pair of high quality loupes. The investment, she says, is well worth it.

“The first time I wore them I scheduled two crowns — they paid for themselves right then.”

Because dentists rely on hygienists to do a thorough exam, loupes can pay for themselves after one hygiene appointment if your hygienist can actually see what she is looking at. Sheryl says that having high-quality loupes saves time. Although so many dentists wear loupes, they don’t have time to thoroughly examine each tooth, whereas the hygienists are examining tooth by tooth while they’re doing the cleaning.

“If the hygienist misses those fractures, the doctor would miss those too,” she said. “So in the long run, it’s a payback for the doctor.”

Being able to identify those problem areas and then having the time to communicate with the patient results in an increase of case acceptance as well, according to Sheryl. “When I see those issues, I pull out my intraoral camera and show the patient the images of their teeth so by the time the doctor comes in, the patient is ready to schedule,” she said. “I don’t think you can put a value on that for the doctor.”

Ergonomics

In addition to being able to see problem areas in her patients' mouths, the ergonomic adjustment provided by the loupes was a huge benefit to Sheryl.

"I've backed off at least a foot, which means I'm upright in that ergonomic position that makes my day doable," she said. "When I look back at the years filled with chiropractic bills and massage costs, the investment is nothing. Plus, DenMat offers payment plans that I think every hygienist I know has taken advantage of, because then the cost is certainly doable."

Sheryl often encourages dental assistants to invest in a pair of their own customized loupes as well, especially orthodontic assistants. "Assistants are practically climbing into kids' mouths when they're doing ortho," she said. "I think, 'You're young now, but you're going to regret it!'"

Sheryl has had no pain since she has started wearing her PeriVista loupes. "An eight-hour day doesn't feel as bad as it used to," she said. "My back doesn't hurt anymore."



Another feature that provides an ergonomic set-up for Sheryl is the LED headlight that is attached to her loupes. By having a lightweight headlight that fits and stays on her loupes comfortably, she can see clearly. The combination of magnification and illumination means she never misses those subtle but harmful issues like fractures.

"As any practitioner knows, anytime you change your position, you change your light," she said. "Every time you do that, you're reaching up, which stresses your shoulders and your neck."

Sheryl encourages dentists to choose the FireFly headlight, which is a cordless headlight that fits on any pair of loupes. "A lot of dentists are going with that since they move around a lot and get tangled up in their cords."

Other Deciding Factors

Aside from the quality of the loupes and the increased comfort, Sheryl found that there were many more deciding factors when it came time to choose her loupes. She loved the lightweight and customizable aspect of the Perivista loupes, for instance. She also appreciated that she could choose a color from several different options, and that DenMat would be with her every step of the way helping her find the right loupes and fit for her.

“DenMat has done such a nice job with helping me choose a loupe, and I see them doing that consistently as a consultant,” she said. “They take the time to help people choose the magnification level that’s right for them, and DenMat offers a month-long trial period, where dentists, hygienists, and assistants can make any changes that they need to the loupes.”

She didn’t know what she was missing

Sheryl says that practitioners often don’t think they need to invest in high quality loupes. “Until you have them, you don’t realize how important they are,” she said. “When I train people, I tell them to wear them for five minutes, and after that they’re surprised at how much their vision is improved!”

In the end, as with everything in the dental practice, dental professionals must consider not only the needs of their patients, but also how their patients feel in the dental chair. Wearing loupes that are comfortable and efficient, Sheryl says, make a difference in how the patients see you as a healthcare provider. “I think patients value a hygienist more when they’re wearing the magnifying loupes,” she said. “It’s like we’re saying, ‘Game on. I’m here to take care of you.’ That hygienist is not going to miss anything.”



To view our complete PeriOptix offering, please visit www.denmat.com/PeriOptix or call to schedule a FREE loupe fitting.

- 1 3-position adjustable declination angle
- 2 MicroLine™ headlight weighs only 9 grams
- 3 PeriVista frame available in 8 colors
- 4 3 types of optics in 4 working distances
- 5 2-position adjustable nose piece
- 6 Rx-ready insert

