

A dental practice prescribing and dispensing?

Yes, you can

By Dr Michael Ryan and team at Ingenuity Dental

Dental practices can prescribe and dispense – it's simple

Ingenuity Dental has been assisting practices since 1992 and has been sharing how dental practices can prescribe and dispense since 2000.

Did you know that for over 30 years now dentists have been legally able to prescribe the appropriate treatment and dispense this to a patient under their care completely.

We initially started the program in our family practice and refined the protocols so you and your team can now do this easily. We discovered how to make it simple and profitable.

Dental prescribing and dispensing – made easy!

The highest level of patient care is based on making every element of your treatment meet the needs of each particular patient. Prescribing and dispensing puts you in control.

Prescribing and dispensing pain relief or antibiotics is one important step for some patients.

Products such as Maxigesic – pre and post treatment – improve patient outcomes and you can now relieve patient pain for your patients and simplify this process for yourself by prescribing and dispensing. It should be that simple – and it is.

Doing this inside your practice guarantees that your patient has the right products and the right advice – research has shown that perhaps a third of patients intend to follow your advice but fail to do so as they are distracted by the pressures of just getting on with their lives.

Simply order from Ingenuity Dental. Get a FREE Getting Started Guide, conditions apply*

Follow these steps to become a prescribing and dispensing dentist.

1 Ordering & Storing – easy to use. We step you through appropriate product storage (for S3, S4 and S8 products) – scheduled products must be locked and the practice must have appropriate protocols. We recommend a simple

protocol for tracking stock and managing expiry periods. We have a dedicated ordering form with labels and the most ordered products.

2 Documenting – We provide a simple and profitable plan for your team and a Dispensing Quick Guide – we outline the appropriate documentation step by step, what to do with the scripts, recording clinical notes and what to do with self-managing the scripts you write.

3 Implementing – We outline who needs to do what and when in plain English for regulation compliance – how to introduce the program into your practice, what to do chairside and at the reception area.

4 Simple administration – we recommend a standard price for all prescribing and dispensing transactions to make it easy – a way to bundle the prescription (just like a medical practitioner) the product, the advice and the dispensing fee (yes, you get to charge a dispensing fee just like a pharmacy) – you can bundle into one simple transaction and we show you how. Some dental practices have not done this in the past as it looked too complicated and the legislation daunting, we have solved this procedure.

5 New profit area. We are all looking for ways to grow our practice. Some practices could not buy the



products and make a reasonable margin that made it worthwhile. We have solved this too! Up to 50% of patients require analgesics pre or post treatment or some form of anti-biotic. You do the sums. If 50% of your patients provided an additional \$10 profit for the year – and that went to the bottom line – for very little extra effort and it improved your patient care – that's definitely a win-win.

Dentists in Australia can legally prescribe and dispense Schedule 3 and 4 antibiotics and pain relief products to their patients, and the Ingenuity Dental's initiative is now in place to assist practices to maximise this area of patient care. This program has been developed with the input of dentists and in-practice trials with leading practices. Now with many years of case studies and proven results, the program is convenient and profitable.

There is no reason you should not be doing this in your practice right now. ♦

Get started! – Best Prices, Best Range and Best Service

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Our ability to prescribe and dispense the appropriate product at the time of the patient's appointment supplements patient care, adds value and we wouldn't be without them.
"For dentists, Ingenuity simplified the process and includes the most widely used antimicrobials and pain relief, making it easy to select the appropriate medication. Extra income value adds and our support staff like offering the service to patients.
"For patients ... the convenience of not travelling and waiting for their prescription has been very well received. Patients also appreciate paying for their treatment and medication in one transaction. And they are secure in the knowledge they are receiving the correct medication and instructions."

Dr Fiona Hunter BDSc