



HOUSE CALL
D E N T I S T S

ResultsinReview

Newsletter for Healthcare Professionals: New York City Edition

Homebound Patients Who Are Not Receiving Dental Care Need Your Help

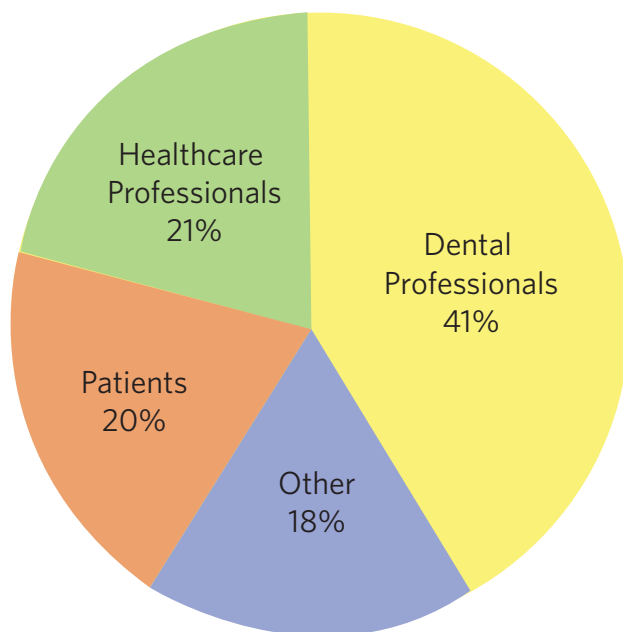
In our last issue, we shared key results from a recent study within the Mount Sinai Visiting Doctor program that assessed the oral health status, dental utilization and dental needs of homebound elderly care patients. It was found that 92% needed some type of dental treatment beyond oral hygiene needs, yet 96% had not seen a dentist since they became homebound, typically 3- 6 years prior. In this issue, we will focus on how you can help these patients who often rely on the healthcare community to help them make connections to the resources they need.

For more than 5 years, House Call Dentists has been providing care to patients who are confined to their homes, have difficulty traveling, or prefer to receive care in their home. We are often asked where our referrals come from, who the patients are that need house calls, where we visit, and how to refer. Here are the answers to these frequently asked questions.

1) Who Refers Patients to House Call Dentists?

The following charts summarize our New Patient Referrals at our San Francisco location:

Referral Sources for House Call Patients



Data: New Patient Referrals 2011-2013

Dental Professionals

- Dentists
- RDHAPs
- Dental Societies
- Dental Schools

Healthcare Professionals

- Physicians
- Residential Care Homes
- Skilled Nursing Facilities
- Hospitals
 - ER Physicians
 - Oncologists
 - Cardiologists
- Care Managers
- Home Care Agencies

Patients

- of the Blende Dental Group, our parent company

Other

- Website
- Media coverage
- Hotel Concierge staff

David Blende Dental Corporation, PC

**On call
24 hours a day,
7 days a week**

HouseCallDentists.com

**150 East 58th Street
8th Floor Annex
New York NY 10155**

**646-461-1295
800-395-1152**

Changing lives, one smile at a time: awake, asleep, or at home.

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Earlier this year, we opened a second office location in Manhattan and we are currently seeing patients. We are dedicated to building similar partnerships here to fulfill our vision of removing every barrier a person has to receiving dental care, such as transportation, mobility, medical complications or other special needs.

To that end, we have already begun meeting with local dentists, physicians, and hospital administrators, and we have joined the New York County Dental Society (NYCDS), Case Management Society of America (CMSA) and the National Association of Professional Geriatric Care Managers (NAPGCM).

2) Who Can Benefit From a House Call?

- Patients with mobility limitations, including the homebound
- Individuals with Alzheimer's disease and other types of dementia or memory loss
- Children and adults with autism, Down Syndrome, or other special needs
- People with phobias, including fear of dentists
- Patients with complex medical needs and/or on multiple medications that may cause xerostomia
- Former patients of your office who can no longer travel
- People who desire premier dental care in the convenience, privacy and comfort of their own home.

3) Where Do House Call Dentists Visit?

We provide House Calls to:

- Private homes
- Assisted living communities
- Skilled nursing facilities
- Alzheimer's / memory care centers
- Residential care homes
- Adult day care facilities
- Special needs schools and day programs
- Patients in the hospital
- Homebound with special needs or medical complications.



Who Can You Help Today?

Here are some ways you and your team can help these patients:

1) Refer a Patient:

- Please take a moment to think about your friends and neighbors. Do they or their loved ones have difficulty traveling?
- Review the patient charts on your shelves. Is there anyone you haven't seen for a while? Could it be because they have become non-ambulatory or now have complex medical conditions?

2) Make Introductions:

- If you know anyone who provides services to patients in their homes, we would love to meet with them to develop mutual referrals.
- We also provide educational dental care workshops for home care agencies, caregivers groups, and other healthcare professionals.

3) Educate Your Staff:

- If one of the patients listed above called your office in need of an at home dental visit, would your staff know who to call? At your next staff meeting, please review the contents of this newsletter.
- Post House Call Dentists referral information at the front desk, including the enclosed referral card.

When you partner with House Call Dentists, the patient remains in your control. We will work with you to develop a treatment plan, and return the patient to you for follow-up care as you desire. We look forward to working with you, and we welcome your referrals.