

**Yu MD call with Julia Shelkie - July 31**

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[@0:01](#) - **Leona Meditz (Gowellnet)**

This meeting is being recorded. Okay. I have with me Julia Schalke. She is the treatment coordinator for Dr. IVU at My Smile Health Centre.

Julia, I'm so happy that you're here to share your results of one of your patients.

[@0:29](#) - **My Smile Health Centre (Fathom)**

Thank you.

[@0:31](#) - **Leona Meditz (Gowellnet)**

So let's start with looking, going through the review of findings. This was done in the hygiene room as an assessment.

And so why don't you just go over what we learned about this patient at the review of findings?

[@0:48](#) - **My Smile Health Centre (Fathom)**

Sure. this is the review of findings report for this patient. And the patient is 67 years old, and she has osteoporosis.

And then asthma and also high blood pressure. And we average her last year of visit. And this is the number that we got.

And here is all her family history. heart disease, stroke diabetes, low and high blood pressure and also tooth loss as well.

And also she has five, tooth loss and then 30% tooth loss. You know, probing site have more than 3.4 millimeters pocket depth.

19% tissue damage and then 14 bleeding sites that leads to 9% active disease. CRP is 1.1 and A1c is 5.7.

Vitamin D is 108. So when I go over the hourROF with this patient, Of course, you know, I have to remind her, you know, how strong her family history is, you know, for chronic diseases.

And then, and then for her, she's actually, you know, looks okay because she's 67 and then she only has high blood pressure but I asked her, have you, have you talked to, have you gone to your family, Dr.

and follow up? Did she (Dr) follow up with you? And then she told me that, yeah, I supposed to, you know, go back to see her but, you know, I'm busy, you know, with this and that and I just, you know, didn't.

And then, yeah, I know that my family, Dr. calling me and asked me to go and book an appointment with her but I just, you know, I don't have time right now.

So this is what she said.

[@2:49](#) - **Leona Meditz (Gowellnet)**

Yeah, and I also noticed that she was reading this is that her mother had heart disease at 62. And she's 67 and has high blood pressure, which is one of the first signs of heart disease.

So why did you choose, so this just looks like a, you know, a pretty typical case that we see every day in dental offices.

But why did you pick her to talk to her physician, to call her physician?

[@3:20](#) - **My Smile Health Centre (Fathom)**

Well, because first, A, the physician actually wants this patient to go and see her. And then we, you know, we will see this patient more often than the GP, see her.

So I feel like, you know, we have an obligation to help the GP to encourage the, you know, remind the patient, right?

Or, you know, reach out and talk to this doctor and let her know that this person, we're going to, know, we're going to give this treatment, this perio program with this patient, we will do our best to help you to get the patient come and see you to book appointment.

[@3:59](#) - **Leona Meditz (Gowellnet)**

Yeah, so that's That's the way that you can collaborate with her so that the physician and the dentist are working together for the benefit of the patient.

So how did you think, even though the doctor wanted to see the patient, how did you think the doctor would react when we called her?

[@4:19](#) - **My Smile Health Centre (Fathom)**

I always say that she will have a neutral or negative feedback when she knows that we are the dentist calling her.

[@4:34](#) - **Leona Meditz (Gowellnet)**

Yeah, a lot of people think, why would you bother me? that the doctor is going to act that way.

Well, is that what happened?

[@4:44](#) - **My Smile Health Centre (Fathom)**

No, actually she's very impressed and impressed that There is a dentist that will give such a high level of care to her patients.

You know, look into so much detail, do much more than other dentists, know, ask the patient to go do the lab to do their blood tests, and then, you know, do all this data.

She's, I think we blow her mind that, wow, yeah, she's very impressed. I remember.

[@5:19](#) - **Leona Meditz (Gowellnet)**

Yeah. Yeah, so, so when she, she asked you, she asked us, why don't more dentists do this?

What did you tell them? What did you tell her?

[@5:32](#) - **My Smile Health Centre (Fathom)**

What I told her is, you know, most dentists, they haven't updated their perio protocols, right, or even in their dental school.

They actually didn't, maybe just a touch of it. They didn't go very in depth and give them a lot of education and information.

But first is, you know, we'll talk to you because Dr.Yu is all about innovation, and she takes a lot of, like, extra CE courses.

Like the course to know how to do this perio program. So that's why we are a little bit different. And then I remember after we told them and then that told her she's very impressed and then I said, well, would it be okay for me to come to your office to drop off some business card and some Medical Dental News (magazines) to you?

And then in every quarter, I will send you a report update with this patient.

[@6:33](#) - **Leona Meditz (Gowellnet)**

And then what did she think about that? Did she say that we could do that, offer assessments to her patients?

[@6:41](#) - **My Smile Health Centre (Fathom)**

of course. I even asked her, you have other patients that have a similar situation with this patient. And then, you know, we can offer them a free, perio assessment in our office.

Yeah. And then I think this is how we build a collaboration relationship with this topic.

[@7:07](#) - **Leona Meditz (Gowellnet)**

Yeah, well, thank you so much, Julia, for sharing your experience and for kind of maybe somebody else could look at this and go, wow, I didn't think that this was this important or it would go this well.

And you might be an encouragement to them.

[@7:24](#) - **My Smile Health Centre (Fathom)**

So I really appreciate it. Thank you very much.