

equipment

Syringe-free – for 10 years

How Magic works for Teresa Day.

Teresa Day owns, and practises in, two successful Appledore Dental clinics in Bracknell and Milton Keynes. Both hold the BDA Good Practice Award.

Over 10 years ago Teresa, who is a self-confessed needle-phobe was about to embark on a personal full mouth rehabilitation.

She saw an advertisement for the Wand and was intrigued by the idea of almost painless computer controlled local anaesthesia.

'When we first saw it demonstrated, an associate gave one of our nurses a palatal injection, and she was totally surprised that she had not felt a thing. We were so impressed that we ordered three immediately, one for each surgery,' she said.

Her Bracknell practice was at the time renowned locally for 'gentle dentistry' and the Wand concept fitted perfectly with that patient promise as it 'enhanced our high tech image, so the patients can see that we are at the "cutting edge" of dental science, and to allay the fears of our needle-phobes, including myself.'

Soon afterwards she bought her first Wand and after having it used on her extensively, Teresa rapidly came to the conclusion that this was a 'magic' piece of kit and the patients really loved it.

Teresa then decided that all her associates would also have to offer this new level of anaesthetic delivery to all patients. She removed the traditional syringes from each surgery persuading her team to use the 'better option'. Some had initial resistance but they were soon convinced by the strength of her conviction.

She said, 'If you want to work here

and earn the fees, then you have to use all the new technology that I embrace in order to give our patients a more gentle experience.'

'I had to be really firm with them,' she said.

That was more than 10 years ago and in that decade thousands of Appledore's patients have benefited from almost painless local anaesthesia and many hundreds of dental phobics have enjoyed a more comfortable experience.

Modern v antiquated design

Her view of the design and functionality of the traditional syringe compared to the microprocessor controlled technology of the Wand is unequivocal.

'The traditional syringe is an antiquated, heavy and cumbersome device. By contrast, the Wand is lightweight, you hold it like a pen, which offers precise control and it is easier to deliver the anaesthesia to exactly the right spot which also helps to avoid post treatment numbness.'

'The controlled slow release of anaesthesia seems to almost "pre-anaesthetise" the tissue which really improves the patient experience.'

Phobic and nervous patients are most afraid of the needle.

'The sound of the turbine often brings back unpleasant memories but it is the fear of the needle and associated pain that they worry about most. Fortunately, we can deal with that now. Using the Wand doesn't hurt the patient and you get sufficient anaesthesia using less solution. My experience is that if they don't feel it when you give the injection, you'll have a patient for life. Gentle dentistry – it's what our practices are



Teresa graduated from Guys Dental Hospital in 1980.

She is a member of:

- British Dental Association (1980)
- British Academy of Aesthetic Dentistry (1998)
- The Association of Dental Implantologists (1990) – one of the earliest members
- The International Team for Implantologists (2007)
- British Periodontal Society (2004)
- Faculty of General Dental Practice (2006)
- Clinical Foundation of Orthopaedics and Orthodontics (1982)
- Fellow of the International Congress of Oral Implantologists (1998)
- Founder member of the Functional Orthodontics Support Group (2005).

built on.'

Appledore Dental Clinics have gone from strength to strength and now operate three surgeries at each clinic (all equipped with the Wand) offering a wide range of dental procedures including endodontics, orthodontics, Crystal air abrasion, dental implants, whitening and Cerec restorations.

Teresa's Bracknell practice also has a beauty clinic...but that's another story. ■

Many hundreds of dental phobics have enjoyed a more comfortable experience.