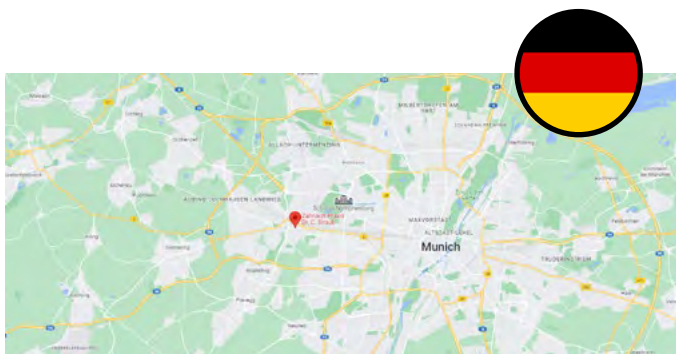


DR. KILIAN HANSEN

KIEFERORTHOPÄDE + ZAHNARZT

DR. LAMPE | DR. HANSEN | DR. C. STRAUB | DR. P. STRAUB



GBT SUCCESS STORY:

I'm Dr Kilian Hansen – I run a highly successful dental practice with orthodontist Dr Felix Lampe. We've known each other since our university days and always planned to work together. It's essential for us to find a way of working that prioritises patient comfort, while also being based on the very latest scientific evidence. We keep invasive dental work to an absolute minimum – by treating the biofilm (the layer of bacteria that builds up on your teeth and causes gum disease and tooth decay). GBT (Guided Biofilm Therapy) uses AIRFLOW® Prophyllaxis Master to deliver a stream of air and warm water with gentle cleansing powder to remove the biofilm, cleaning the teeth down to the pores. As we offer periodontal, tooth-preserving and orthodontic treatments in a single practice, GBT is the perfect fit for us. We tried the AIRFLOW® Prophyllaxis Master and, as soon as we saw how well it works, bought another for our second prophylaxis room. And then, seeing that it outperformed our old equipment, we purchased a third AIRFLOW® Prophyllaxis Master to use in orthodontics.

“WE ALWAYS DO HIGH-QUALITY WORK.”



PRACTICE TEAM:

A few staff members were sceptical of the new approach at first and said, “Why can't we carry out the procedure the way we've always done it?” But the Swiss Dental Academy – which provides excellent training in using GBT – soon got everyone on board, and all staff members quickly recognised the advantages of the new approach. There has been a real change in our staff's thinking – everyone understands that GBT is pain-free, gentle, minimally invasive and really helps patients. It treats the biofilm – the problem that actually causes tooth and gum decay.

PATIENTS:

It's clear that our patients see the benefits of GBT, judging by the number of repeat bookings we receive for the process. People are coming back again and again and sometimes schedule three recall appointments – a whole year's worth – in advance. There's no doubt GBT is beneficial for our practice. We have two main groups of patients.

LAMPE, HANSEN & STRAUB - GROUP PRACTICE



For our older patients, maintenance is the priority, while young patients want a quick, uncomplicated treatment that is as pain-free as possible. What both groups have in common is that they want the gentlest, least invasive and least painful treatment possible – with the longest-lasting outcome. And this is where GBT makes things so easy. Using coloured dyes with GBT I can reveal areas in the mouth that need attention: I know exactly what to do and can clearly show younger patients what needs to be removed or treated. Showing patients areas of decay and the effectiveness of GBT serves to

motivate them to look after their teeth better and to return for follow-up sessions. Both patient groups benefit from GBT.

CERTIFICATION:

We made the decision to become GBT-certified not because it would help with marketing, but because our priority is to provide good service and maintain consistent quality. As part of the certification process, we receive feedback and have a service audit, which helps us to learn and get better every time.

**“WE KEEP INVASIVE DENTAL WORK TO AN ABSOLUTE
MINIMUM – BY TREATING THE BIOFILM”**

CONCLUSION:

It's obvious that GBT has a positive impact on patients. Thanks to GBT, we can consistently deliver the best-quality treatment in the long term, and that can only be good!







**“GBT IS GENTLE, EFFICIENT, MINIMALLY INVASIVE
AND CONSISTENTLY DELIVERS HIGH QUALITY.”**

DR. KILIAN HANSEN