

The 10 Questions You Must Ask BEFORE Choosing Your Next Dentist!

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**Master Academy of General Dentistry
Member American Dental Association
Member American Academy of Cosmetic Dentistry
Award Recipient N.J. Academy of Dentistry for Children**

Hello. This Consumer Awareness Booklet is brought to you by the offices of Dr Albert Internoscia. The purpose of this guide is to help you choose the right dental services for you by providing you with 10 important questions you should ask any dental office BEFORE agreeing to care. We are sharing *insider secrets* with you that some dentists may not want you to know. So let's begin.....

Dental care is now more comfortable, accurate, natural-looking, and practically pain free than ever before. When most people think of going to the dentist, they think of pain, being uncomfortable, and are most likely scared. However, with new methods and advancements in dentistry, you can more comfortable care with less pain or anxiety.

Also, the reason people have always thought of going to the dentist was only when in pain; now it is most common to go to the dentist to prevent cavities and root canals, as well as make your teeth whiter, more attractive, straighter, stronger, and even to eliminate headaches that you may be experiencing.

So if you are experiencing oral pain, headaches, uncomfortable dentures, missing teeth, or are looking for a straighter, whiter more beautiful smile for you or your family....then make sure to pick the right dentist for you.

**But Before You Are Convinced That Any
Dentist Can Help You, You Must Be Aware That Not All
Dentists Are the Same, And Choosing the Wrong Dentist
Could Be A Big Mistake!**

In a moment, you will discover 10 questions you must know before choosing any dentist. But first, let's review what most dentists do so that you know why dentistry is so popular and effective for basic

care and for cosmetics, implants, dentures, orthodontics, TMJ and so much more!

Dentists do a wide range of things, from relieving pain, pulling teeth, to assisting patients in achieving the whiter, brighter, more beautiful smile that they've always wanted. Some dentists help people with getting stronger, more reliable teeth that stay in your mouth with dental implants, and some dentists specialize in assisting people in getting straighter teeth quickly and easily with a number of different treatment options.

They can even relieve headache pain, solve or prevent so many dental problems that will not likely get better using traditional methods from medical doctors. If you have any headache, facial pain, or suffer from migraines, for example... you probably know that taking drugs only masks the symptoms temporarily and does nothing to actually correct the cause of the pain. And, you certainly know that surgery can be very dangerous, and often times ineffective method to relieve your pain as well.

There are literally countless examples of patients who could not get better with traditional methods...yet found quick and long lasting relief from dental interventions that required no drugs, and no surgery! So what should you ask a dentist BEFORE agreeing to care? Let's review these issues now:

Prior to care, a dentist should ask detailed questions about your past and present dental health, and order x-rays or other tests when necessary. Whether you go to see the dentist for basic dental care or for cosmetic improvements, he or she should be looking for potential problems, such as cavities, gum disease, oral cancer, TMJ syndrome, which causes severe headaches, facial pain, and migraines, as well as ways to improve the strength, health, and appearance of your teeth and smile.

Then he or she will come up with a diagnosis and a Recommended Action Plan. So for starters....

Do NOT agree to care from any dentist that does not first provide you with a very clear explanation of:

- 1. What is causing or contributing to your problem.**
- 2. An estimate of the costs involved.**
- 3. A Recommended Action Plan that details what specific care is needed.....and why.**

Unfortunately, there are a small number of doctors, including Dentists who treat every patient pretty much the same, regardless of their condition.

As you would expect, there's a lot the dentist must know before you can decide what care is best for you, in your specific situation. He or she will want to know if your problem is caused, or aggravated by anything such as a broken tooth, missing tooth, or something structural. Or . . . is it a simple problem that can be resolved within a reasonable period of time?

Here's what you should know, and the 10 questions you must ask before choosing a dentist:

1. "What areas do you specialize in?"

Some dentists are only proficient in treating certain conditions or doing certain treatments. Some doctors may specialize in implants, orthodontics, TMJ, cosmetics, family dentistry, and the list goes on and on. The problem is that some dentists have only done 1 or 2 cases for a certain condition, and this may not be to your benefit if you want someone more experienced. However, some dentists have extensive training in many different areas. For example, I have Advanced Training in 16 different dental areas because for the past 15 years I have continued my education and was awarded a Mastership in the Academy of General Dentistry – one of only 1,300 dentists have received this across the United States. Achieving Mastership is a professional designation within the Academy of General Dentistry beyond Fellowship and reflects a general dentist's ongoing commitment to provide quality care through continuing education. A member achieving this distinction has completed a challenging course of hands-on study in 16 dental disciplines, totaling 600 hours of continuing education.

These experiences have helped me to relieve my patients' pain . . . as well as enhance their look, feel, and enjoyment.

2. "Do you take x-rays when necessary?"

Be sure to seek a dentist who takes x-rays to rule out fracture or a gross pathology (English translation – some other serious problem) as indicated by the consultation, health history and exam. Caring for a patient without x-rays is like flying in the dark without radar. Unfortunately, there are some serious conditions that can first express themselves without oral, or bone pain. There are some really

quick and fast ways a dentist can now use computerized x-rays, so that he or she can show you what exactly is wrong and what the best treatment option would be. Our office was one of the first in N.J. to use digital computer sensors instead of film. Not only have we been able to reduce radiation by about 90% but the software enhancements now help us spot problems much earlier than conventional film. Some dentists also use an Intra-oral Camera that shows your teeth up close on TV. We do this in our office, and our patients love it, because it allows them to see with their own eyes the problems that exist and what's possible for the teeth. If the doctor you're consulting doesn't take x-rays before recommending treatment, you should consider talking to another dentist.

3. "Will you give me your recommendations in writing?"

This is very important. This allows you to go home and think about it before making a decision. Plus, it gives you an explanation up front of what the care will consist of, how long it will last, and how much it will cost.

4. "Can you furnish me with references?"

Ask for five references. Three of these references should be current patients, and the other two should be other health care professionals like a dental specialist, and a medical doctor. There are three reasons for getting patient and professional references. First, any person in practice should have at least three satisfied patients they can provide you with. Secondly, if a dentist cannot produce two other professionals that will attest to his or her ability as a dentist, he or she may not be respected by his or her peers. Feel free to call the references you receive. Many people ask for references, but never use them! Call all five people. You can never learn too much about the person you are considering using for your dental needs. Take the few minutes to talk to these people. It will be worth it!

5. “Do you have payment plans available?”

Successful practices usually allow patients to make payments. For example, I allow both my cash and insurance patients to spread out their entire care, deductibles and co-pays into low monthly installments. This allows them to get the care they want without financial stress. Any successful practice will be able to work with you on the payments, whether you're covered by insurance or not. We also offer a 12 months interest free program that is very popular.

6. “Will you guarantee my satisfaction?”

You should receive a 100% guarantee of unconditional satisfaction. By law all dentists can't guarantee results. But, for example, an office that offers the following guarantee: “You'll be totally satisfied with each office visit, or that visit is FREE!” shows that they are putting their money where their mouth is. In my office, every patient knows that if they feel rushed or don't get the attention they think they deserve, or aren't satisfied with how they are treated that day . . . will get that visit FREE. And in the 5 years we've had this policy, I'm proud to say we haven't had one patient express dissatisfaction. Make sure the doctor you choose is willing to stand behind their care.

7. “Do you have a no waiting policy?”

A recent patient survey revealed that what irritates patients the most is when the doctor and the staff do not respect their time and make them wait excessively in the waiting room. Now most doctors claim their patients don't have to wait excessively. But, in our office, our policy is that no patient waits longer than thirty minutes in our reception room . . . or we pay YOU \$50 toward your visit that day! If the doctor you're talking to isn't willing to put such a waiting time guarantee in writing, they may not be as respectful of your time as you deserve.

8. “Do you have a method for determining how many visits I need?”

Some doctors do not have an objective method to determine how many visits are necessary to relieve your pain, or get you the desired result you are looking for. They begin with treating the areas that look worst and proceed from there. Our approach is different. After the initial exam I'll help you prioritize treatment that's essential, can be phased over time, or is elective. I do progress exams along the way to make sure we are on track and not deviating from our original objectives. Make sure to find out how the dentist you're talking to measures progress, and whether it's routine or not.

9. “Will you show me ways of preventing what you are treating?”

I have customized simple and easy ways for you to keep your gums and teeth healthy . . . You'll get all this information for FREE with each issue of my *Smile Update Newsletter* and through occasional e-mails. You'll be thrilled to find out how quick and easy it is to prevent you or your family from having continuous and unnecessary dental problems. This ensures that you and your family will get the most out of your office visits, decrease the chance of having dental problems, and in the long run save you money!

10. “Do you offer free consultations (or low cost New Patient Exams)?”

There's no way a doctor should expect a patient to choose him or her without first visiting the office to see if the office, staff and doctor is for them. I provide a FREE, NO OBLIGATION, consultation to answer any questions you may have. No one in my office is going to pressure you into care or anything. This is simply a chance for you to meet us, and see if our services can benefit you. If after your free consultation, you decide you do not want to proceed with an exam, you simply leave and that is that. If, however, you do find that you could use our help, we will discuss the details of how we proceed from there.

Well, I hope this information will give you the confidence in taking the first step to regaining your health by experiencing the benefits of dental care. By the way, I do:

- Have advanced training in cosmetic dentistry as seen in *Extreme Makeovers*, TMJ, Implants, Dentures, Invisalign – invisible braces, BriteSmile, etc.
- Employ diagnostic tests such as low-radiation digital x-rays, and Fluoride Tests of your home's water,
- Furnish you my recommendations in writing,
- Furnish you my patient and professional references
- Offer payment plans,
- Guarantee the satisfaction of every office visit or that visit is FREE,
- Promise you will never wait more than 30 minutes or we'll pay YOU \$50!
- Share with you my criteria I use for formulating my recommendations,
- Provide you custom designed prevention techniques, and lastly,
- Urge you to tour my office and take advantage of my free, absolutely no obligation consultation to discuss your situation.

If you are ready to make an appointment for your free consultation, call my office at **908-874-4555**, now, while this is fresh on your mind . . . and you know EXACTLY what questions to ask BEFORE using me for your pain relief!

I hope this information has been helpful, and that whether you choose to come in to see us or not, that you've benefited from the knowledge you've been given. No matter what you decide to do, I wish you the best of health.

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To schedule your FREE CONSULTATION call 908-874-4555

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