



CHAIRSIDE IMPLANT SERVICES

We Come To You...Chairside!



Fall, 2012

Obtaining Phenomenal Case Acceptance

KNOW THE PERSONALITY

As my coach Steve Rasner taught me, the first fundamental to our patients saying “yes” is to realize who that person is, what their personality type is, what their values are, what motivates them. It takes time to get to know an individual. If you are looking to build a lasting relationship, do not rush into the dentistry, but rather spend the time listening and conversing about them, their wants and their needs. It may take several sessions to accomplish this but will build a foundation for a lasting relationship.

SPEND THE TIME

Spend at least an hour with your new patients on their initial visit. Devote the initial visit to gathering the data rather than scraping away at their teeth or drilling a hole in their enamel. Perform a detailed and comprehensive examination...thorough medical history, oral cancer exam, detailed soft tissue analysis, muscles, head and neck palpation, occlusal evaluation. Do not provide answers or suggest any treatment on the initial visit. Follow the medical model; order the tests, gather the data, then take time to make a diagnosis and present the treatment options to the patient. A treatment plan can not be formulated in a few minutes. Have them back to discuss the pathology and the treatment options available to them. Patients don't want to be “sold”, they want to choose. Create trust by offering options. The choice is theirs, not yours. They can not choose without being educated and informed.

OUTSTANDING FIRST IMPRESSIONS

Most psychologists say relationships are won or lost in the first five minutes, so walk into the examination room like you are going on an audition. Check your hair, your breath. Fix your collar and tie. Walk in like you are going on an audition. Do not rush...have all the time in the world— even if you don't. With no instruments in hand, make eye contact and give'em your best smile. Be super positive, confident and enthusiastic. Look relaxed. Be thrilled to make a personal relationship with another human being and be thankful to have the opportunity to help someone.

YOUR BELIEFS AFFECT THE DECISION

If you think implants are expensive, so will they. If you have mediocre standards, so will they...and you will always have a mediocre practice with a mediocre income. Concurrently, if you think implant are the best value, so will they. If you have high standards, so will they...and you will build a practice with high standards of care. The worst thing you can do is ASSUME the patient can't afford the best or optimal treatment. Who are you to assume that!? Would you want your physician to recommend a mediocre hip prosthesis for you,or would you expect him to recommend the best available? The answer is simple, you would expect him to recommend the best and your patients expect the same. Believe it and do it!

Creating an Ovate Pontic to Maintain the Soft Tissue Architecture



FIG 1: Patient complained of pain and discoloring of the gums. Radiographic evaluation revealed a periapical pathology subsequent to failing endodontic treatment.



FIG 2: Clinical evaluation revealed inflammation and discoloration of the gingival margin subsequent to a failing restoration.



FIG 3: A flipper with a radiographic marker was pre-fabricated.

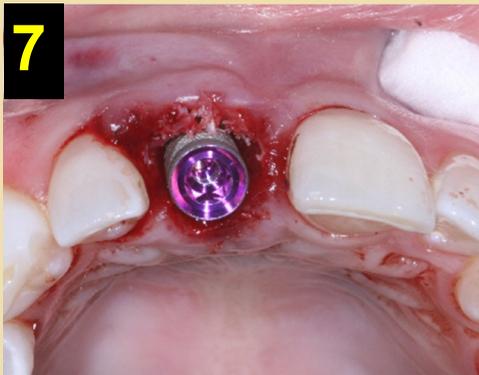


FIG 7: The implant being placed.



FIG 8: Final placement of the implant and cover screw.



FIG 9: The extraction socket voids were grafted with a particulate alloplastic material.



FIG 13: Trial fitting.



FIG 14: Completion of the flipper with ovate pontic.



FIG 15: Post-op radiograph with the flipper in place showing the apical extent of the subgingival pontic.



FIG 4: Atraumatic removal of the tooth was performed to maintain the hard and soft tissue architecture.



FIG 5: Implant selection was made after measuring the root in three dimensions.



FIG 6: Implant position for optimal soft tissue esthetics was performed.



FIG 10: Creating the ovate pontic on the flipper with self-curing acrylic.



FIG 11: Contouring the ovate pontic for a proper emergence profile.



FIG 12: Trial fitting.



FIG 16: Healing at 1 week.

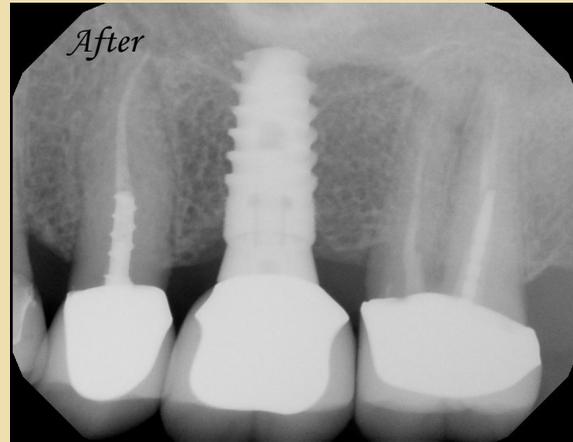
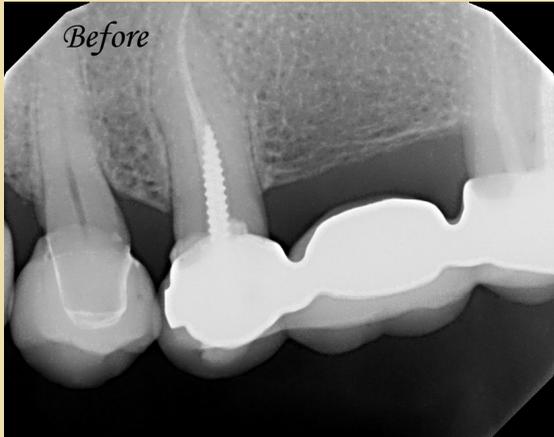


FIG 17: Healing at 1 week.



FIG 18: Maintenance of the soft tissue.

Case Report



Implant Placement #14, Bicortical Stabilization.....by *Chairside Implant Services, 2011*
Treatment Plan and Restorations #13,14,15..... by *Dr. Michael Rechter, Rockville Centre, 2012*

OUR SERVICES:

Implant Placement	Precisely placed and ready for you to restore.
Sinus Augmentation	Including lateral and crestal approaches.
Ridge Augmentation	Predictably grow or expand bone to increase the width in atrophic ridges.
Immediate Placement	Extraction & immediate implant placement to reduce the total treatment time.
Chairside Guidance	For those who have completed an accredited course in implant placement, but need an extra set of hands and eyes, we offer Chairside Guidance.

Call Chairside today!
631-581-5121

Suddenly Your Perspective Changes!



Did you know?

We not only provide implant placement & sinus lifts in the comfort and convenience of your office, but we provide the systems and techniques to increase your case acceptance.



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