

## Questions To Ask When You Seek 2<sup>nd</sup> Opinions

A second opinion is always a great idea. Here are some questions to ask when you go to another office to make sure you are comparing correctly. We may not always be the cheapest, but we are the best. Dr. Sheldon is a periodontist, a specialist in bone and gums. He is trained in complex implant cases and he has done more implants in Brevard County than anyone else. Dr. Sheldon has practiced in his location for over 34 years. He will stand by you until the work is done right and to your satisfaction. Be sure that when you see other offices, you ask this:

1. Do they guarantee their work? We do. We won't stop until the work is done right and **we will warranty your implants for life!!**
2. Do you have to go to multiple offices to get your work done or do they do it all under one roof? **We do it all here.** The treatment planning, the surgeries, the restorative work and cleanings too. Surgery is done by trained specialists.
3. Here you have the advantage of having 3 doctors specializing in the 3 key parts of your treatment; the planning, the surgery and the beautiful cosmetic work. Our doctors work together to plan your case and deliver the best treatment possible. We also have an anesthesiologist on staff for your safety and comfort.
4. What are your crowns and/or tooth prosthetics made out of at places that will do it cheaper? **We only use ceramic full-arch prosthetics and zirconia-based crowns and abutments** here. That is our standard. If you are given a cheaper price elsewhere, ask them if the prosthetic is made out of ceramic materials or metal and acrylic.
  - Ceramic does not wear down. Acrylic teeth that other facilities use do wear down within 7-10 years. You will need to invest thousands for a replacement.
  - Acrylic is porous. It takes on stains and odors. Ceramic does not.
  - Acrylic teeth delaminate.
  - Acrylic teeth break requiring down time while they are repaired.
  - Ceramic look and feel more like natural teeth. They are not thick and bulky like others.
5. How many implants are they using to do a full arch implant supported prosthesis? Most other offices call this "All on 4." It is very important that you ask how many implants they are using to support an entire arch of new teeth. If they are only using 4, this is a gamble on how long this will last you. **We place a minimum of 6 Implants on the upper**

**arch.** If two were to fail in a lifetime, you still have 4 to support this entire arch of teeth. In a treatment that only starts with 4 implants, if one fails, the entire arch may fail.

6. **Do they use plasma rich in growth factors?** Plasma rich in growth factors helps to replace bone, increases soft tissue, and decreases the discomfort during healing. We use this for every case
7. **Do they operate using a CT scan?** The CT scan helps us to better locate bone for the implants increasing the chance of success and decreasing the amount of bone grafting that might be necessary. We use this for every case.
8. Some people who are discounting implants make up the difference on the abutment, the crown or the implant prosthesis. Therefore, you should be aware of that and when they advertise a very discounted implant, ask what is the price of the entire restoration including the abutment and the crown? **We give you the full fee upfront and never charge more mid way through.**
9. Do they use a custom abutment? A custom abutment increases aesthetics and will increase the longevity and the success of the implant. – **We use a custom ceramic abutment for every implant, always.** This helps assure lifetime success of the implant.
10. **Do they use an Osstell Unit** to make sure they are not loading too soon resulting in failures.- we use an Osstell machine to check every titanium implant before loading with a crown.
11. **How many implants do they place per year?** We have placed well over 10,000 dental implants.
12. How long have they been in practice? **Dr Sheldon has been in practice for over 34 years**

I hope these talking points help you. If there are any questions let me know.

Sincerely yours,

Lee N. Sheldon, DMD