

Implant Savvy Lingo
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Patient Savvy Lingo



We have a little infection...

so we will have to perform a root canal

We have a few little pockets here...

so we will need to have you back again for a deep cleaning

Patient Savvy Lingo

vs

Standard Office Lingo

The bone is melting away
Dental Treatment or Therapy
Taking the x-rays the doctor ordered
Coupon for dentistry or benefit
Root replacement-man made root
Tooth replacement-man made tooth
Gently threaded into place

Bone loss or Bone Resorption
Dental work
Little x-rays- Necessary x-rays
Dental insurance
Dental implant
Crown
Screwed in the bone

Dentures?

Replacement for NO teeth
Glass eye analogy

Too expensive?

Dentistry is not expensive, NEGLECT is expensive!
Expensive compared to what?



HOW LONG WILL IT LAST?

- ❖ With proper home-care and prescribed therapeutic visits, this could last your lifetime.

HOW LONG WILL IT TAKE?

- ❖ Mrs. Patient, you know your mouth didn't get this way overnight, and we won't be able to restore it that way either. Does that make sense?
- ❖ Time makes it safer. Dr. Misch

HOW MUCH WILL IT COST?

- ❖ It sounds like you see the benefits and value of investing in your health, but budget is a concern...Am I on track?
- ❖ Today, most of us are on a budget. If money is a concern, doesn't it make sense that we do it right the first time?
- ❖ What can you invest? In what period of time?

WILL MY INSURANCE PAY FOR THIS?

- ❖ If we can get some benefit from your insurance company and work the payments within your budget, is this the kind of quality dentistry you want for your mouth? That's all you and I really need to decide right now.

DOES IT HURT?

- ❖ Have you heard something in particular about this type of treatment that you would like for me to address?

Now What?

- Create a sense of urgency
- Knowledge isn't Power, Using what you've learned is!
- We want you to succeed. What will you do with this to create value?