

Should You Talk To Family and Friends About Your Major-Major Dental Care?



Would you take advice from a cab driver about whether you should buy a new house?

Would you consult with a landscape architect about an accounting issue?

Would you take advice from a school-teacher about complex legal contracts?

The obvious answer is **no**. They are not qualified to give you such a level of advice. You would seek out qualified experts whose opinions are borne out from training, expertise and experience in treating tough problems.

Yet many patients will seek the advice of family and friends regarding their dental care. While it is 'normal' to seek input from friends and family on big decisions, you need to understand the mindset and situation of these family and friends who **do not have your problems nor do they know how it feels to have them either**.

- They haven't felt the pain you've had.
- They haven't suffered like you have.
- They haven't experienced the embarrassment of not being able to smile and laugh when they want to.
- They haven't had the experience of not ordering what they want from the menu because they can't chew it.

It is very hard to fully grasp the importance of your problems when they have never had anything like them. They only see your problems through their eyes and experiences. They have a whole different value for dental care when their problems are minor. How can anyone appreciate the value of a solution for anything when he doesn't have the problem? The answer is he cannot.

Look, everyone wants to feel good about the decisions they make--especially big decisions.

The mistake that is made is seeking confirmation from those around you who are not qualified to comment. Sure, they are qualified as friends and family. Yes, they do care about you. But, you can suffer significant harm by listening to those who are not qualified to judge. They don't have the training, expertise and experience in treating significant, major dental problems everyday.

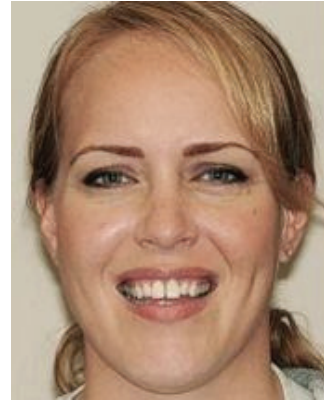
Giving advice to someone when one is not an expert is similar to the Holiday Inn Express commercial. In these commercials, ordinary people are thrust into serious life events. In one episode, one guy was piloting a helicopter with passengers. When one passenger asked for his qualifications, he chirps up with, "Oh, I'm not a helicopter pilot, but I did stay in a Holiday Inn Express last night." It is funny on television.

It is definitely not in real life.

Everyone makes judgments based on what they know. Only dental professionals trained in handling big dental problems and challenging cases are qualified. (Frankly, only a small percentage of dentists are trained and experienced in handling major-major dental cases)

Friends and family make these judgements based on their experiences and their prior problems. Very seldom do they "get", understand, and relate to the depths of the problems you have. It is just not part of their world.

You can see these folks are not qualified to advise.



Before
Treatment

Who is qualified to advise?

- Someone who has had big problems like yours** and who has experienced the life changing solutions like many of our patients. Take assurances from our patient's words and success stories.

- Other dentists who** recommend our services. What better judge than other experts? Read the recommendations of other dentists trained in handling big problems that recommend Dr. Anglis.

- Dental staff** who have the experience in working with challenging cases like yours-who know enough to know who is good. (This is similar to asking an operating room nurse what surgeon is good. They can tell you)

- The dentist who has been trained** in comprehensive care and recommended the services so you get the smile you want and healthy teeth for life. Dr. Anglis has been trained to diagnose and delivers this level of care. He has spent the better part of his adult life doing this kind of work. He is passionate about doing it well.



After
Treatment

The questions you should ask yourself when selecting a dentist to treat your smile:

- ✓ Do you like him?
- ✓ Does he have the qualifications to do this kind of work?
- ✓ What do other patients say about him?
- ✓ Do other dentists recommend him?
- ✓ Do you trust him?
- ✓ Does your plan of care make sense to you?
- ✓ Has he proven what he can do with before and after pictures?
- ✓ What does your gut say?

Beware of Little Voices

Virtually everyone experiences little voices that cast doubts and create indecision about our major *moments of truth*.

It is normal and meant to prevent you from making hasty, ill-advised decisions.

Then, again, **this decision is not hasty**. You have been considering your problem for quite a while and know you need to do something.

Wouldn't it make sense to decide to operate in your own best interest and follow through with the decision?

This decision is well advised. You have had a thorough explanation, a review of findings, and pictures you can see. We have answered your questions and explained all the reasons why. If the answers to your problems make sense and you understand them, you are well advised.

Cast aside those pesky little voices now. You have the information, assurances, and warranties you need to **be your own wise counsel**. Ultimately, you will live with your decision. You are the only one who should decide. We are here to help, to answer questions, to guide you to the decision for the smile you want and to get healthy teeth for life.

What do friends, family and loved ones do when asked for their opinion? They give you one based on what they know. They know their own dental problems, experiences, and what they have paid in fees. They have their own situations. They see and speak from what they know and understand. *With little or no understanding, the human mind rejects and cast doubts*. Expect that from friends and family when asked-this includes children, aunts, uncles, long time friends, *anyone*.



One older patient had a stockbroker (!) advise him against making the investment in fixing his smile and creating the smile he always wanted. The long time stockbroker was his friend, but had no qualifications on advising my patient in matters of his smile and oral health. When I pointed out the obvious lack of credentials and experience in having my patient's level of problem or knowing the long term, serious, life-enhancing effects of the patient's decision (or the life reducing negative decision), the patient laughed and agreed with me.

The patient had his smile makeover done and is smiling today because of it. See there's more to this story. My patient, John, many months later, was diagnosed with serious cancer. He lived through the treatment. He confided in me, "I know that if I hadn't had my teeth fixed, I wouldn't be here today. I was able to eat and smile and function at a level that helped me live." I gave him a hug.



Another patient, I'll call Kathy, discovered the truth of this, too. She was widowed with no children, but very close nieces and nephews were adamantly opposed to her getting her teeth done. She couldn't understand why at first.

Then it dawned on her, she found the reasons why. She told me it was all about the money they wanted her to leave them.

Kathy chose to laugh it off, understandingly. Today she is the proud owner of a big, bright, beautiful smile. She told us that she wishes she had it done twenty years ago.

You can see why we are so passionate about the work we do.

The people who really love you want to see you do well, live long and live well.

They support all decisions that help you look your best, live a better quality of life and live longer. They like having you around. Getting your teeth into optimal health, regaining an ability to chew and having a great smile are all part of the equation that leads to a better, longer life.

The Doctors Mayo, two brothers, founders of the famed Mayo Clinic, are reputed to have said that **people who keep their teeth and keep them in health live up to ten years longer**. With what we now know, the effects of having healthy teeth are probably far greater than anyone has every expected. And vice versa, the true and total effects of bad teeth are slowly coming to light-expect the worst.

It has been our experience that our patients live longer, better and happier lives when they invest in their own oral health.

Some of our patients have told us that they simply don't discuss it with family and friends. They have told us that for them it is a private decision and no one's business but their own.



Before
Treatment

I have had other patients, who have come back to me, tell me in regretful voices that they did listen to friends and family and the decision made was the wrong one. Of course, at that point, their cases are invariably more difficult and more challenging.

Some would say this is self-serving. Some will say this did not need to be written. Others will sneer and make derogatory comments. Some family and friends who see it will feel insulted. They don't matter. YOU DO.

Too many people have been misguided by well-meaning friends and family who are ill-equipped to advise. What they can't know, understand or feel is what will happen in your future without treatment. If you think it is bad now, think again-what if it got worse? And it invariably will.

The tragedy occurs when a person who desperately needed the personal dental transformation, what we call a *dentaissance* (a personal dental renaissance) was advised against our unique services.

In reality, the work we do is *far above just providing the dental services*; it is on the level of providing a **positive dental experience** and a **physical transformation**. Within this transformation, you will discover immeasurable benefits! We see people rejuvenate their lives and experience personal resurgence on so many levels! THAT is why we are so passionate about what we do!



After
Treatment

I look forward to working with you so **you get the smile you want and healthy teeth for life.**

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