

Ask The Dentists

Dear Dr. Winter, I see advertisements for discount implants in the paper what are the differences in treatment when people offer such discounts?

First of all I would ask what the dentist's training is and how many implants they have placed. Does your dentist have a specialty status such as being an oral surgeon, a periodontist or are they board certified in implantology by the American Board of Oral Implantologists? Do they have Fellowships in the American Academy of Implant Dentistry or a Diplomate in the International Congress of Oral Implantologists? I am an advocate of any dentist being able to place implants within their scope and training. You as the consumer can ask questions to insure your dentist is adequately trained. You may visit the ABOI.ORG, the AAID.COM to see the rigorous credentialing process that exists in implant dentistry. As a graduate of the Misch International Implant Institute, I can say there are some rigorous training courses for implant education and for dentists performing complex implant treatment this training is invaluable.

Next realize that not all implants are the same, not all chinneys are the same and not all laboratories making your crowns and bridges are the same. While dental implants made by reputable companies all work, there can always be discussions as to why a certain implant was selected over others. Sometimes standard abutments or chinneys can be used and sometimes-esthetic zirconia (white) chinneys are preferable. The selection of a custom abutment can influence the costs of implant treatment. Lastly, dental labs charge different amounts and that charge can mean you are having a master laboratory technician making your crowns under microscopes to insure the best fit or they can have their crowns shipped to China to have them done in factories that don't have the same quality control standards we have here. The dentist should be able to discuss the level of quality you are receiving.

I think all dentists want to help control costs as this allows more patients to say yes to needed dental care. But when someone promises a low price and says they can do it for X they often have to change that price when they evaluate the patient's lack of bone, need for grafting, sick and failing teeth that increase the complexity of the restoration so often a discount price is used in advertising to get you in the door!



Drs. Richard and Bruce Winter

I would be wary of people that promise prices in a newspaper and trust the dentist that gives you prices based upon your medical and dental history, a truly thorough examination and x-rays as well as a cone beam scan or 3 dimensional imaging if needed. I always offer discounts to help people get the dentistry they require as insurance companies are not comprehensive for dentistry.

I offer complimentary implant consultations and second opinions. I offer discounts on implant examinations and x-rays for people that want firm costs outlined at their visit. That is how health care should be run—not by offering bargain basement prices without seeing your particular situation.

Please see our work at www.hamptondentalassociates.com
Read our testimonials and see our videos! Like us on Facebook!

All the best!!

Dr. Richard Winter

MAGD, DICOI, DABOI/ID FFAID
Master Academy of General Dentistry
Diplomate International Congress of
Oral Implantologists

Diplomate American Board of Oral Implantologists
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