The Top 10 Things You Should Know Before Choosing Your Dentist

By Dr. Greg Busch

203.774.4125 • www.OldGreenwichDental.com
Introductory Letter from Dr. Busch

Dear Friend,

If you’re here to find a great Old Greenwich, CT, dental practice for yourself, your children, or a loved one, you’re in the right place! Just as every set of teeth is different, every dental practice and patient treatment process is different. Old Greenwich Dental Associates is a leader in dental treatment options in the Old Greenwich, CT, area. We offer a wide variety of dental treatments, including Invisalign, dental implants, dental cleaning, sedation dentistry, periodontics, and restorative dental procedures. Whatever your needs, we’re sure we have the solution for you.

The authority and expertise that Old Greenwich Dental Associates provides are significant benefits of our practice, but what really sets us apart from other Old Greenwich, CT, dental practices is our passion for helping people. We provide our patients not only with reliable and top-quality dental work, but also with exceptional dental care in a friendly, relaxed atmosphere.

Our vision is to serve our community and change lives one patient at a time. There is no better reward than seeing our patients’ newly transformed smiles! We’ve helped over 15,000 people from all different age groups throughout the Fairfield County area transform their smiles – we would love to help you and your family, too. When you’re ready to learn more about your options, we’re here for you.

To help support our vision and help you choose the right dentist – even if it’s not us – I put this report together, “The Top 10 Things You Should Know Before Choosing Your Dentist.” I hope you find it to be informative and helpful as you begin your exciting journey toward your ideal, healthy smile.

Sincerely,

Dr. Busch

P.S. When you’re ready, we urge you to schedule your complimentary Old Greenwich Consultation, a $250 value! This consultation for new patients includes your initial exam, x-rays, a comprehensive consultation, and more. To schedule your appointment, visit our website at www.oldgreenwichdental.com or call us at 203.774.4125.
# TABLE OF CONTENTS

Introductory Letter from Dr. Busch ........................................................................................................2

Number 1: Do They Offer a State-Of-The-Art Facility to Address All Your Needs? .........................4

Number 2: Do They Have Extensive Experience? ..............................................................................5

Number 3: Do They Offer Same-Day Appointments? .................................................................6

Number 4: Can They Transform Your Smile in As Little As One Visit? .....................................7

Number 5: Do They Offer a Guarantee? ......................................................................................8

Number 6: Do They Use a Consultative Approach? ......................................................................9

Number 7: Do They Have Flexible Hours & Weekend Appointments? ..................................10

Number 8: Do They Offer a Complimentary New Patient Exam? .........................................11

Number 9: Do They Offer a Military Discount? .........................................................................12

Number 10: Are They Involved in Their Community? (Dentistry from the Heart) .............13

Number 11: BONUS: Do They Offer Flexible Payment Options? ........................................14

Closing Letter from Dr. Busch ........................................................................................................15
The Top Ten Things You Should Know Before Choosing Your Dentist

**NUMBER 1**

**DO THEY OFFER A STATE-OF-THE-ART FACILITY TO ADDRESS ALL YOUR NEEDS?**

Many dentists can at least offer cleanings, fillings, and other general dentistry basics. However, if you have a dental emergency that requires an extraction, root canal, or implant, you are often referred to another dentist that specializes in your needed solution. Most dentists simply do not have the space to accommodate an all-service facility.

Old Greenwich Dental Associates has a state-of-the-art facility that allows our dentists to perform advanced dental procedures – and Dr. Busch is a fully trained periodontist and orthodontist, as well! This means that you not only benefit from the state-of-the-art technology and techniques at Old Greenwich Dental Associates, you can also enjoy the convenience of having virtually all your dental needs treated under one roof! Whether you need a root canal, extraction, whitening, veneers, dentures, teeth straightening, or gum disease treatment, Old Greenwich Dental Associates has the accommodations you need for your best solution.
DO THEY HAVE EXTENSIVE EXPERIENCE?

It’s important to work with a dentist who has extensive experience transforming smiles. Experienced dentists provide a wide range of solutions based on what they’ve seen in their practices and consult with you to offer the best treatment options for your unique needs. Complete confidence in your dentist and their team means you can take comfort in knowing you’re receiving the best available treatment in the most efficient manner possible.

The Old Greenwich Dental Associates team has transformed over 15,000 smiles since 2003 in the Fairfield County, CT, area. Dr. Silva is an experienced cosmetic dentist, and Dr. Busch is trained not only in dentistry, but in periodontics and orthodontics as well. We are dedicated to providing the right mix of personal care, up-to-date technology, and continuing education for every Old Greenwich Dental Associates patient. Our staff consists of experienced, state-certified professionals, trained in modern dental practices and the latest techniques. You can rest assured that you’ll be treated with the utmost care and all questions will be answered during your treatment.
When you are experiencing tooth pain or pain in your gums, the last thing you want to hear is that you must wait for an appointment with your dentist office. Unfortunately, many dental offices don’t reserve time in their daily schedules for emergency appointments, which means that you may end up waiting days or even weeks to be seen. You may also discover that once a dental office finally gets you in for an appointment, they only have time for a brief exam before sending you back to the front desk. Then you must schedule an entirely separate appointment for the actual treatment solution.

If you are in pain or discomfort, or if you are experiencing another oral health concern, our compassionate team at Old Greenwich Dental Associates will do their best to ensure you can be seen the same day that you call us. We also offer same-day treatment, so you don’t have to worry about suffering through the pain. We understand how busy life can get, and addressing an oral health concern as quickly and efficiently as possible is something we consider a crucial factor in finding a dentist that is right for you.
It's a fast-paced world these days, and chances are you already have to juggle your or your family's schedule just to make it in for a single dental appointment. It can be quite overwhelming, therefore, if your potential dentist requires you to come in for multiple appointments for a restoration procedure that could be completed in as little as just one visit. When you are scheduling a consultation with a new dentist, therefore, ask whether your consultation appointment includes enough time to start (or even complete) treatment on the same day. During your consultation, also ask your potential dentist how many visits your restorative dental treatment will require — and why. If you think your dentist isn't valuing your time sufficiently, consider seeking another dentist for a second opinion.

At Old Greenwich Dental Associates, we value our patients' scheduling and financial needs. For this reason, we ensure that any appointment we schedule will leave plenty of time for you to transform your smile fully in as little as just one visit. If we ever request that you come back for a new appointment, you can feel assured that we are doing so for medical reasons only.
**DO THEY OFFER A GUARANTEE?**

A great dental office should stand behind their treatment. Not only does this ensure that they do a good job; it also helps safeguard your or your loved one’s treatment and offers you peace of mind. When you’re looking at a dental office, therefore, ask what kind of guarantees they offer, and pay attention to whether a guarantee simply covers materials from a third-party manufacturer or whether it also covers the dentist’s actual treatment work.

Our doctors and staff at Old Greenwich Dental Associates believe in serving our patients, and we stand behind our work without hesitation. This is why we offer our patients a 100% satisfaction guarantee on all treatment. All we ask of you is that you stay on track with our treatment instructions, and if you feel unhappy or unsatisfied at any time, simply let us know and give us a chance to correct any issue. That is our Old Greenwich Dental Associates promise!
DO THEY USE A CONSULTATIVE APPROACH?

When you choose a dentist, you want to be sure they have your best interest in mind. When it comes to your health and well-being, you should never feel pressured into making a decision you aren’t comfortable with. You may find that some dentists will leverage one treatment solution as the only treatment solution. Ultimately, you should have options.

At Old Greenwich Dental Associates, our dentists prefer the consultative approach, allowing you to be completely involved in your treatment process. We understand the general concerns associated with dental visits, and we do our best to help you feel confident with your treatment options. Your comfort and health are our ultimate priority here at Old Greenwich Dental Associates, and if you are not comfortable with your treatment, we will strive to make the experience better.
DO THEY HAVE FLEXIBLE HOURS & WEEKEND APPOINTMENTS?

Many dental offices only have limited appointment hours that coincide with the typical school or work day. This can make it difficult to schedule an appointment that doesn’t disrupt your day. To avoid scheduling hassles, seek out a dental office that offers flexible hours to meet your scheduling needs.

At Old Greenwich Dental Associates, we want to work with your schedule. To help accommodate you, we have adapted our hours to include appointment availability after your typical work and school day hours. We also offer Saturday appointments for patients with extremely busy weekday schedules. If you find that our current hours still do not work for your schedule, let us know! We will do the best we can to accommodate you. We want to make it as convenient as possible for you to get your dental work done with a schedule of appointments that works for you.
DO THEY OFFER A COMPLIMENTARY NEW PATIENT EXAM?

When considering a new dentist for you or your family, it is difficult to find a no-obligation option for trying out different dentists. Most of the time, you have to go through the process of paying for the exam, an initial cleaning, and then finally a consultation about your dental health. Then, hundreds of dollars later, you can decide if that dentist or practice is the right solution for you and your family.

Our doctors believe in a better way. Exclusive to new patients, you can enjoy our Old Greenwich Consultation, a $350 value, at no cost or obligation to you. Your Old Greenwich Consultation will include a thorough exam with x-rays, and a comprehensive consultation. At the end of your appointment, if you feel that we aren’t the right fit for you, then we can simply part as friends, and you won’t have spent a cent.
If you or your spouse is an active or veteran member of the U.S. military, then we give you our heartfelt thanks for your service and dedication to our country and the welfare of our citizens. We at Old Greenwich Dental Associates aren’t the only ones who are grateful for your sacrifice, and this is why military discounts exist – to show our thanks to you in ways that extend beyond mere words. If you or your spouse are a part of the military, therefore, you shouldn’t hesitate to ask a potential dental provider if they offer a military discount for their treatments.

At Old Greenwich Dental Associates, we provide a 10% discount for all active and veteran military members. Simply bring your military ID or your military spouse ID with you to your initial appointment, and we’ll take care of the rest!
The Top Ten Things You Should Know Before Choosing Your Dentist

**ARE THEY INVOLVED IN THEIR COMMUNITY?**
*(DENTISTRY FROM THE HEART)*

All businesses should give back to their community in one way or another, whether it be by donating to charity, supporting a community event, or doing volunteer work. On a smaller scale, giving back to the community could also mean having events for patients or celebrating with them when they complete treatment. When you find a dental office that supports its community, then you have a clear sign that they care about more than the bottom line – and that they are more likely to see their patients as individuals with unique needs.

Dr. Busch, Dr. Silva, and the staff of Old Greenwich Dental Associates love our work and our ability to help our patients. We seek to share our good fortune with others through our participation with the wonderful organization Dentistry from the Heart. Through Dentistry from the Heart, Old Greenwich Dental Associates offers free dental care in a yearly annual event to patients who cannot otherwise afford it. In previous years, we have provided over 60 patients with nearly $15,000 worth of dental services in a single day!
We realize this report was only supposed to include 10 key things to know when choosing a dentist, but flexible payment options are so important, we have included this category as a bonus.

Like with many doctors’ offices, when you receive services at a dentist’s office, you typically receive a bill requiring cash, money order, check, or credit card for the amount in full. This bill can often be disheartening and cause you to think twice about being proactive with your dental health. Whether you have dental insurance or not, we recommend that you take the time to review a potential dental office’s additional payment support options. Don’t wait until after an expensive treatment has already been performed to learn that you’re supposed to pay for it all at once!

At Old Greenwich Dental Associates, we believe your dental health comes first. We keep our costs fair, accept many insurances, and give you flexible payment options. Aside from the option to pay in full, we also offer no- or low-interest monthly payment plans through our partnership with CareCredit. We also offer senior discounts and military discounts for eligible patients. When you walk through our doors, you can feel confident that your dental health is our main priority.
Dear Friend,

I hope this report was informative! If you’ve already seen another dentist, I encourage you to follow up with them with any new questions or concerns based on what you’ve learned today. Additionally, I invite you to take advantage of our complimentary Old Greenwich Consultation—whether it’s for your first consultation or for a second opinion.

At Old Greenwich Dental Associates, we understand that there is much to consider when choosing a dentist, because you’re not only choosing for yourself, but potentially for your whole family! I know that there are many things to consider when choosing a dentist. In fact, I’m sure I could have doubled the length of this report! I’m confident, though, that the information you have now will help you choose the right dentist for your needs. More importantly, please know that I and my staff are available to answer your questions and help you find the best options for you and your family.

If you have any questions for me, Dr. Silva, or my staff at Old Greenwich Dental Associates, feel free to call 203.774.4125, and we will be glad to answer any questions you may have.

Sincerely,

Dr. Busch

When you are ready, call 203.774.4125 to schedule your complimentary Old Greenwich Consultation, which includes a comprehensive exam, personalized consultation, and even x-rays – a $250 value, yours free!