

# VINCENT TEAM

orthodontics



TOP 10 THINGS  
YOU MUST KNOW BEFORE CHOOSING YOUR  
ORTHODONTIST

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# 1. IS THE ORTHODONTIST A SPECIALIST?

ORTHODONTISTS ARE SPECIALLY TRAINED DENTISTS WHO TAKE ON SEVERAL EXTRA YEARS OF TRAINING IN ORDER TO “STRAIGHTEN TEETH,” USUALLY BY AFFIXING BRACES TO THE PATIENT’S TEETH. YOU MIGHT SAY WE SPECIALIZE IN SMILES. ORTHODONTISTS ALSO PERFORM DENTOFACIAL ORTHOPEDICS. THIS IS A FANCY WAY TO DESCRIBE HOW WE NORMALIZE THE STRUCTURE OF A PATIENT’S JAW BONES IN ORDER TO REPAIR ANY IMBALANCE IN THEIR FACE. ALL ORTHODONTISTS ARE DENTISTS, BUT ONLY 6% OF DENTISTS ARE ORTHODONTISTS. LOOK FOR THE SEAL OF THE AMERICAN ASSOCIATION OF ORTHODONTISTS (AAO). ONLY ORTHODONTIC SPECIALISTS CAN BELONG TO THE AAO.

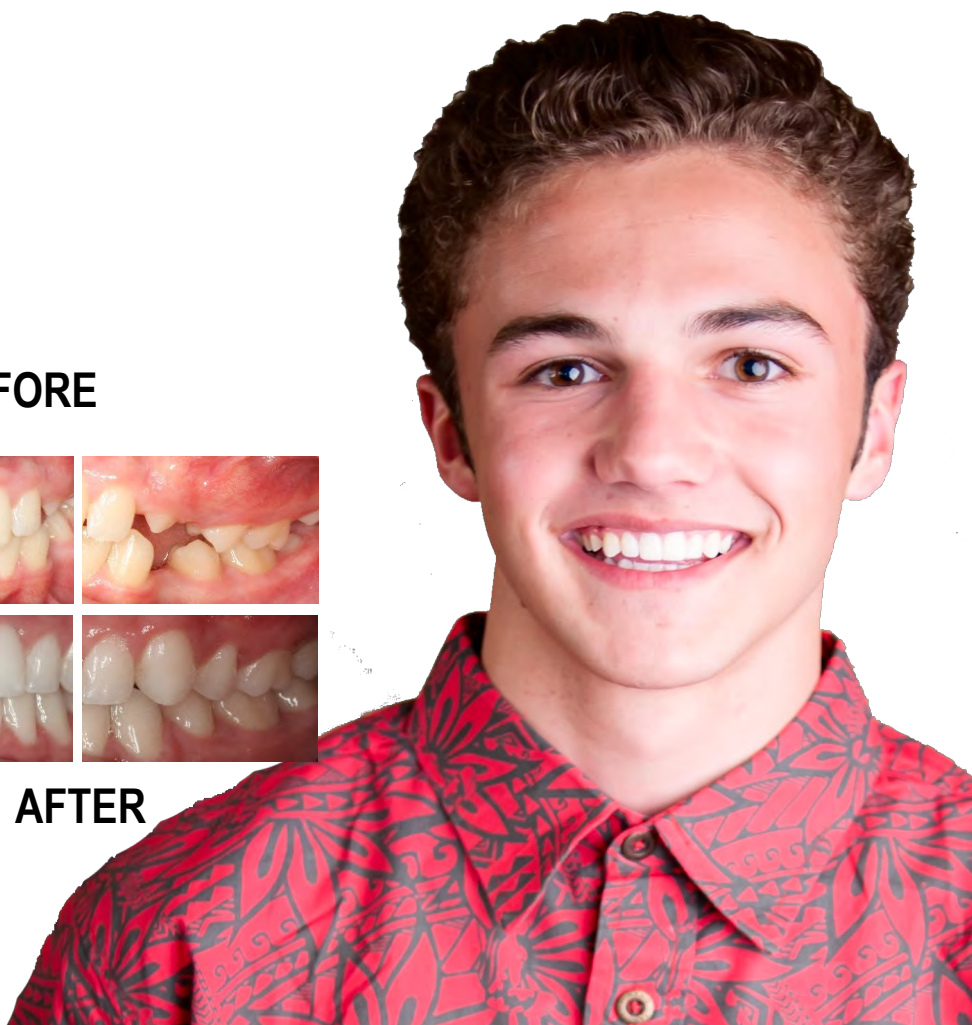
ANOTHER SIGN OF A GREAT SPECIALIST IS THAT THEY CAN SHOW YOU BEFORE AND AFTER OF A SIMILAR CASE THAT THEY HAVE PREVIOUSLY TREATED. WE KNOW ALL MOUTHS ARE DIFFERENT, BUT IN THOUSANDS OF LIVES AND SMILES WE HAVE TRANSFORMED, WE CAN SHOW YOU A CASE SIMILAR TO YOUR SPECIFIC MOUTH. BELOW AND ON THE NEXT PAGE YOU WILL SEE SOME SAMPLE BEFORE AND AFTER PICTURES OF SOME OF OUR PATIENTS.



**BEFORE**



**AFTER**







**BEFORE**



**AFTER**



**BEFORE**



**AFTER**



## 2. ARE THEY USING THE LATEST TECHNOLOGY AND TREATMENT OPTIONS AVAILABLE?

ORTHODONTICS TODAY DIFFERS A GREAT DEAL FROM YEARS PAST. TIE-FREE BRACES SYSTEMS (DAMON BRACES) HAVE MADE TREATMENT FAR MORE EFFICIENT AND COMFORTABLE. CLEAR BRACES (DAMON CLEAR) OFFER A COSMETICALLY PLEASING ALTERNATIVE, WHILE INVISALIGN® OFFERS PATIENTS AN ENTIRELY BRACE-FREE OPTION. DID YOU KNOW THAT INVISALIGN® ALSO HAS A SPECIAL TREATMENT SYSTEM JUST FOR TEENS? COMPUTER-DESIGNED BRACES AND WIRES (INSIGNIA) DRAMATICALLY INCREASE THE PRECISION WITH WHICH WE MOVE TEETH AND SHORTENS TREATMENT TIME. AT VINCENT TEAM ORTHODONTICS, WE STRIVE TO HELP YOU CHOOSE THE TREATMENT OPTION BEST SUITED TO YOUR INDIVIDUAL NEEDS.

AT VINCENT TEAM ORTHODONTICS, WE ARE CONSTANTLY STAYING UP-TO-DATE WITH TECHNOLOGY AND TREATMENT OPTIONS.

IN FACT, BECAUSE DR. VINCENT IS SO PASSIONATE ABOUT BEING ON THE CUTTING-EDGE OF TECHNOLOGY, HE COMPLETES AS MANY AS 70 HOURS OF CONTINUING EDUCATION EACH YEAR. HE MASTERMINDS WITH OTHER ORTHODONTISTS IN HIS LOCAL STUDY CLUB AS WELL AS ORTHODONTIC COLLEAGUES AROUND THE COUNTRY AND IS CONSTANTLY DISCUSSING NEW TREATMENT OPTIONS. AT THE SAME TIME, HE SPECIFICALLY DISCERNs WHICH TREATMENT OPTIONS WILL BENEFIT OUR PATIENTS THE MOST, AND WHICH ONES DON'T. ULTIMATELY, YOU GET THE BEST TREATMENT AVAILABLE WHEN YOU CHOOSE VINCENT TEAM ORTHODONTICS.



### 3. DO THEY OFFER A COMPLIMENTARY FIRST VISIT?

SOME ORTHODONTISTS OFFER COMPLIMENTARY INITIAL EXAMINATIONS FOR NEW PATIENTS. DURING YOUR FIRST EXAM AND CONSULTATION, BE SURE YOUR QUESTIONS ARE BEING ANSWERED, CONCERNS ADDRESSED, AND YOU ARE BEING EDUCATED ABOUT ALL YOUR TREATMENT OPTIONS. ULTIMATELY, THE ORTHODONTIST SHOULD INCLUDE DIGITAL X-RAYS AND PHOTOS DURING THE EXAM AT NO CHARGE.

AT VINCENT TEAM ORTHODONTICS OUR INITIAL VISIT IS COMPLIMENTARY WHICH INCLUDES AN INITIAL EXAM, DIGITAL X-RAYS AND PHOTOS, AND A COMPREHENSIVE CONSULTATION. YOU WILL RECEIVE EXPERT ADVICE ABOUT YOUR TREATMENT NEEDS, OPTIONS, AND TIMING.





## 4. DO THEY TREAT ADULTS?

ORTHODONTICS IS NOT JUST FOR KIDS! IT IS IMPORTANT THAT YOUR ORTHODONTIST CAN TREAT PATIENTS OF ALL AGES. IN FACT, 40% OF ORTHODONTIC PATIENTS WE SEE AT VINCENT TEAM ORTHODONTICS ARE ADULTS. MANY ADULTS ARE FINDING OUT HOW A HEALTHY BITE AND ATTRACTIVE SMILE IS IMPORTANT TO THEIR OVERALL HEALTH AND THE WAY THEY FEEL ABOUT THEMSELVES. MORE AND MORE ADULTS ARE CHOOSING TO AVOID A LIFETIME OF CROOKED TEETH FOR HEALTH CONCERNS OR PROBLEMS WITH THEIR BITE.



**BEFORE**



**AFTER**



## 5. DOES THE QUOTE INCLUDE RETAINERS?

EACH ORTHODONTIC OFFICE HAS ITS OWN FEE SCHEDULES, AND DOCTORS OFTEN CHARGE DIFFERENTLY FOR PROCEDURES. ALL ORTHODONTISTS SHOULD OFFER YOU A CONTRACT THAT CLEARLY SPELS OUT THE EXPENSES FOR YOUR CHILD'S TREATMENT BEFORE IT BEGINS.

THROUGHOUT THE ORTHODONTIC INDUSTRY, IT IS COMMON TO FIND OUT ABOUT RETAINER FEES AFTER YOU START TREATMENT. SINCE YOU ARE READING THIS REPORT, YOU CAN ASK YOUR ORTHODONTIST ABOUT WHAT RETAINERS COST AND ALSO IF THERE ARE ANY OTHER HIDDEN FEES.

AT VINCENT TEAM ORTHODONTICS OUR FEE INCLUDES RETAINERS AND ANY REPAIRS FOR UP TO ONE YEAR FOLLOWING TREATMENT. WE ALSO PLACE PERMANENT UPPER AND LOWER RETAINERS.

**AN IMPORTANT PART TO ACHIEVING A STRAIGHT SMILE IS KEEPING IT THAT WAY.**





## 6. DO THEY CHARGE FOR EMERGENCY VISITS?

SOME MINOR DISCOMFORT MAY OCCUR WITH BRACES. ORTHODONTISTS TYPICALLY PROVIDE ADJUSTMENTS FOR POKING WIRES AND LOOSE APPLIANCES FREE OF CHARGE. AT VINCENT TEAM ORTHODONTICS, WE DO PROVIDE THESE TYPES OF ADJUSTMENTS FREE OF CHARGE, BUT YOU SHOULD DEFINITELY ASK ABOUT ADJUSTMENTS AND POTENTIAL COSTS WITH YOUR ORTHODONTIST BEFORE YOU START TREATMENT.

KEEP IN MIND, IF YOUR BRACES ARE BROKEN OR DAMAGED DUE TO NON-COMPLIANCE WITH DIETARY RESTRICTIONS, THIS MAY RESULT IN REPAIR CHARGES. WITH VINCENT TEAM ORTHODONTICS, IF YOU DO YOUR BEST TO AVOID BREAKING YOUR BRACES, FOLLOW THE SIMPLE DIETARY GUIDELINES WHICH WE WILL SHARE WITH YOU, THEN YOU SHOULD HAVE NO ADDITIONAL COSTS FOR ADJUSTMENTS THROUGHOUT YOUR TREATMENT, EVEN IF IT'S AN EMERGENCY.

TYPICALLY, AT VINCENT TEAM ORTHODONTICS, YOU SHOULD HAVE NO ADDITIONAL COSTS FOR EMERGENCY TREATMENT.



## 7. DO THEY MAKE YOU FEEL SPECIAL AND COMFORTABLE?

REGARDLESS IF YOU ARE READING THIS REPORT FOR YOUR OWN TREATMENT OR FOR YOUR CHILD'S TREATMENT, WHEN YOU MEET WITH YOUR ORTHODONTIST, YOU SHOULD FEEL COMFORTABLE. AT VINCENT TEAM ORTHODONTICS, WE STRIVE TO MAKE YOU AS COMFORTABLE AS POSSIBLE BEFORE, DURING, AND AFTER TREATMENT.

**YOU ARE SPECIAL AND WE WANT YOU TO FEEL SPECIAL EVERY TIME YOU SEE US.**

PARTICULARLY IMPORTANT IF YOU ARE READING THIS REPORT FOR THE TREATMENT OF YOUR CHILD, WE ALSO ENSURE YOUR CHILD FEELS SPECIAL EVERY TIME THEY VISIT. WITH OVER 12 YEARS OF EXPERIENCE PROVIDING ORTHODONTIC TREATMENT FOR BOTH CHILDREN AND YOUNG ADULTS, DR. VINCENT CAN EMPATHIZE, RELATE TO THEM, AND MAKE THEM FEEL COMFORTABLE AND EXTRA SPECIAL.

AT VINCENT TEAM ORTHODONTICS WE OFFER COMPLIMENTARY COOKIES, HOT CHOCOLATE, COFFEE OR HOT APPLE CIDER WHILE AT YOUR APPOINTMENTS.

### **BRACE BUS**

VINCENT TEAM ORTHODONTICS ALSO REALIZES THAT YOU HAVE A BUSY SCHEDULE AND IT IS NOT ALWAYS EASY TO GET YOUR CHILDREN TO THEIR APPOINTMENTS. THIS IS WHY WE OFFER OUR "BRACE BUS" SERVICE TO LOCAL MIDDLE SCHOOL, HIGH SCHOOLS AND SOME PRIVATE SCHOOLS. THE BRACE BUS WILL COME PICK YOUR CHILD UP FROM SCHOOL, BRING THEM TO OUR OFFICE FOR THEIR APPOINTMENT, AND THEN RETURN THEM TO SCHOOL. WE ARE GOING THE EXTRA MILE FOR YOUR SMILE!



## 8. DO THEY HAVE A GREAT REPUTATION?

WITH THE INTERNET TODAY, IT IS EXTREMELY EASY TO PULL UP RATINGS AND REVIEWS FROM PATIENTS. SIMPLY GO TO GOOGLE AND SEARCH FOR ORTHODONTIST REVIEWS AND RATINGS WITHIN YOUR TOWN. AT THE TIME OF THIS REPORT, YOU WILL SEE WE HAVE 193 REVIEWS ON GOOGLE POSTED BY OUR PATIENTS, AND WE ARE 5-STAR RATED.





## 9. ARE THEY FLEXIBLE WITH PAYMENT OPTIONS?

ONCE YOU ARE COMFORTABLE AND YOU KNOW SPECIFICALLY WHICH ORTHODONTIST YOU WANT TO TREAT YOU OR YOUR CHILD, THE NEXT QUESTION TYPICALLY IS, “HOW MUCH IS THIS GOING TO COST, AND HOW AM I GOING TO PAY FOR THIS?”

AT VINCENT TEAM ORTHODONTICS, WE WILL HELP YOU UNDERSTAND DIFFERENT PAYMENT OPTIONS, FROM MAXIMIZING THE MOST INSURANCE BENEFITS, TO FLEX SPENDING ACCOUNTS, TO EVEN INTEREST-FREE PAYMENT PLANS. DURING THE INITIAL EXAM AND COMPLIMENTARY CONSULTATION, WE WILL ANSWER ALL OF YOUR QUESTIONS, INCLUDING THOSE ABOUT OUR TYPICAL COST OF BRACES AND THE VARIETY OF PAYMENT OPTIONS AVAILABLE.

WE WORK WITH ALL INSURANCE COMPANIES. WE HAVE INTEREST FREE, ZERO OR LOW DOWN PAYMENT OPTIONS, AS WELL AS FAMILY PLANS FOR THOSE WITH MORE THAN ONE CHILD OR PARENT IN NEED OF TREATMENT.

**AT VINCENT TEAM ORTHODONTICS, YOU HAVE OPTIONS.**



## 10. DO THEY OFFER SAME DAY APPOINTMENTS AND SAME DAY STARTS?

WHEN YOU ARE READY TO START YOUR SMILE TRANSFORMATION, IT MAY BE DISAPPOINTING TO FIND THAT THE ORTHODONTIC OFFICE YOU ARE CONSIDERING DOESN'T HAVE ANY APPOINTMENTS AVAILABLE FOR THE NEXT FEW MONTHS. THEN TO ADD INSULT TO INJURY, THERE IS A WAITING LIST TO GET BRACES ON! SOME ORTHODONTISTS DO THIS SO THEY CAN STAGGER THE FLOW OF APPOINTMENTS WHILE OTHERS DO THIS SIMPLY TO APPEAR AS THOUGH THEY ARE IN HIGH DEMAND. EITHER WAY, YOU SHOULDN'T HAVE TO WAIT! AT VINCENT TEAM ORTHODONTICS, YOU CAN TAKE COMFORT IN KNOWING THAT YOUR ORTHODONTIC NEEDS ARE A PRIORITY.

WE DON'T PUT YOU ON A WAITING LIST FOR YOUR FIRST APPOINTMENT OR TO GET YOUR BRACES ON. VINCENT TEAM ORTHODONTICS IS HAPPY TO GET YOU IN THE DOORS AS SOON AS POSSIBLE AND GET YOU STARTED ON THE SAME DAY OF YOUR INITIAL EXAM.



## BONUS: DO THEY OFFER ACCELERATED TREATMENT OPTIONS?

YOU MAY FIND IT TO BE EXCITING WHEN YOU START YOUR SMILE TRANSFORMATION. HOWEVER, THAT EXCITEMENT MAY DWINDLE AS THE LENGTH OF TREATMENT MAY SPAN FOR A COUPLE OF YEARS. AFTER A FEW MONTHS, YOU MAY BE EAGER TO GET THE BRACES OFF SO YOU CAN SPORT YOUR NEW SMILE! HOWEVER, IF YOUR ORTHODONTIST DOESN'T OFFER ANY ACCELERATED TREATMENT OPTIONS, YOU MAY BE STUCK WAITING FOR UP TO TWO YEARS!

AT VINCENT TEAM ORTHODONTICS, YOU CAN GET YOUR BRACES OFF FASTER THAN YOU WOULD WITH TRADITIONAL TREATMENT!

DR. SCOTT VINCENT OFFERS ACCELEDENT WHICH IS A HANDS-FREE, EASY-TO-USE DEVICE THAT YOU USE FOR ONLY 20 MINUTES EVERY DAY TO SHORTEN YOUR TREATMENT TIME. ACCELEDENT USES SOFTPULSE TECHNOLOGY®, WHICH IS A SERIES OF GENTLE MICROPULSES DESIGNED TO ACCELERATE THE BONE REMODELING PROCESS. THIS WORKS IN CONJUNCTION WITH YOUR BRACES OR OTHER KINDS OF ORTHODONTIC TREATMENT TO MOVE YOUR TEETH IN LESS TIME. IN FACT, ACCELEDENT HAS BEEN CLINICALLY PROVEN TO MOVE TEETH UP TO 50% FASTER! ACCELEDENT IS FDA APPROVED, AND IN ADDITION TO SHORTENING YOUR TREATMENT TIME, IT CAN ALSO MAKE YOUR TREATMENT MORE COMFORTABLE. THE MICROPULSES CREATED BY SOFTPULSE TECHNOLOGY ARE GENTLE AND CAN DECREASE SORENESS ASSOCIATED WITH BRACES. ACCELEDENT TREATMENT IS VERSATILE, SO IT WILL WORK WITH A PATIENT OF ANY AGE USING ANY TYPE OF TREATMENT (METAL BRACES, CERAMIC BRACES, OR EVEN CLEAR ALIGNERS!).



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