

From the desk of Scott A. Gradwell, DMD

Dental Implants, Cosmetic Periodontal Surgery, IV Sedation

Collaboration is KEY!

We recently had a collaborative care discussion group at Monterre Vineyards in Orefield, which 65 dental team members attended. It was an enjoyable evening of discussion and fellowship. The evening demonstrated how valuable working with a Periodontist can be and how patients ultimately benefit from our partnership. The presentation focused on implant dentistry, abutment choices and I shared a few cases to spark discussion. We discussed Anterior Esthetics, Serial Extraction, Immediate Extraction and immediate temporary dental implant cases. But more importantly, I wanted the opportunity to spend time with my restorative colleagues and listen to their needs and wants with their dental implant patients. I heard that you want to be confident in presenting treatment plans and costs to your patients. Your dental team wants to be confident with talking to the patients about dental implants and the options that dental implants present to your patients. I heard that on all levels communication among all of us is the most important variable to restorative treatment success.

My hope for the future is that we can have collaborative care meetings such as this one to better get to know each other and the format of working with each office as an individual. I hope that over time these presentations will increase our confidence in all levels of treatment planning and dental treatment. I want to have the opportunity to be your surgeon in treating challenging cases with an end result or true pride in the surgical and restorative work.

As you know, we have recently partnered with Implant Direct and became a Real Choice member. Real Choice is a step in providing new opportunities to access new patients through power of the internet and internet marketing. I am proud to have engaged in this process with the hope that it will benefit each and every one of your dental practices. I hope that this effort shows you how important you are to me. In the months ahead, I feel it would be beneficial to have one of your staff delegated as an official contact person with Heather in my office. I can tell you with confidence that the offices that do this have the most successful case management and ease of continuity of care.

I hope that, as the weather begins to remind us that we do have change of seasons in Pennsylvania, you, your family and staff keep well and enjoy life!

With respect and friendship,
Scott





Visit our Real Choice website:
www.realchoiceimplants.com/gradwell

Refer to this website to help educate your patients on dental implants.

If your office has a website we can add it to our website under the RealChoice Team. When patients reference this website they can see how our offices use a team approach for their care. Please contact our office today to add your website.

Upcoming Lecture...

BIOLASE LASER THERAPY **HOW, WHEN AND WHERE?** INFLAMMATORY BURDEN OF ORAL DISEASES

Given by Dr. Scott A. Gradwell

Thursday, May 5, 2011
6:00 p.m.

Monterre Vineyards
6341 Kernsville Rd.
Orefield, PA 18069

Doctors, Assistants, Hygienists,
Front Desk Staff welcome

RSVP by 4/28/11 to Heather
610-770-1050 or perio6@aol.com

An Inspirational thought...

It's spring fever! That is what the name of it is. And when you've got it, you want - oh, you don't quite know what it is you do want, but it just fairly makes your heart ache, you want it so!
~Mark Twain



Spring has sprung!
It's lambing season, Dr. Gradwell's passion for his Dutton Mill Farm. In March, 7 lambs were born and two of them needed extra care so Dr. Gradwell has been bottle feeding them back to health. Visitors are welcome to come and see the animals anytime!



Our Staff

Scott A. Gradwell, D.M.D.
Heather Walp, Surgical Assistant
Christine Hemphill, Surgical Assistant
Lori Kasunic, Dental Hygienist
Kathy Cassel, Office Manager
Sandy Svitana, Transcriptionist
Christine Afflerbach, Treatment Plan Coordinator