

“Partnering with excellent dentists for outstanding results”

Dear Colleagues,

The referral partnership is vital to the successful outcome of any complex treatment, where the patient gets the best qualities of all practitioners involved. Since 1997, you have trusted my staff and me to treat your patients with the utmost care and respect. My goal is to provide the best patient care to your patients for the best possible outcomes. To accomplish this, we use state of the art technology including digital radiographs, in-office cone beam CT, CO2 and diode lasers, the latest bone and tissue regeneration techniques and technologies, etc. All of this takes place in a warm, caring atmosphere.

We realize that patients are apprehensive about having any type of surgery, especially when they have to leave the familiar surroundings of your office and staff. We strive to make that experience as enjoyable as possible. What sets us apart from other offices?

I pledge to:

1. Always strive for excellent and complete communication both with your patients and with your office. This helps minimize any confusion between the patients and the offices. We can use whatever means of communication you prefer: phone, fax, email, or mail.
2. Never to use “high pressure” sales tactics on your patients. I believe that a patient should be educated about all of their options to understand the risks and benefits and come to their own decision about treatment. We never want to have a patient leave with questions or feeling as if they were pressured into treatment. I treat patients as I would want to be treated.
3. To never use “generic” implants such as Blue Sky Bio or Implant Direct and to always use implants and products from first line implant manufacturers such as Zimmer, Straumann and Biomet. These “main line” implant systems, while costing a little more, have a proven track record, years of research and development, and will be around for support for decades to come.
4. To always be an advocate for your practice and your treatment plans. We never forget that our practice exists only because of the trust that you and your patients place in us.
5. To be an educational resource for your practice. I believe that we all become better practitioners if we learn together. I am always open to helping educate you and your staff through seminars, study clubs, lunch and learns, hands-on courses, and observing surgeries in my office. We have a 20-seat conference room in our office for just such experiences. I currently manage three study clubs that meet either monthly or quarterly.

Thank you for allowing me to be a trusted partner for you practice all of these years and I look forward to many more years to come.

Sincerely,

Robert C. Cain, DDS

