

Dr. Ban R. Barbat

Where Lasting
Smiles Begin

Practice Update

6044 24-Mile Road, Shelby Township, MI 48316 • (586) 739-8111

Toll Free 1-866-9-Smiles • WhereLastingSmilesBegin.com

This Smile! Was Delivered When The Time Was Right ■



As a semi-retired OB nurse, Deborah Scallen knows the importance of proper timing. While reading the newspaper one day, the words of an advertisement seemed to be written just for her. After a three year search for a dentist she could trust, it was **this** day she knew it was time to see **this** dentist... Dr. Ban Barbat.

Over 25 years ago, a horrific dental procedure caused Deborah's dental fears. Eventually, she found an understanding dentist of her fears whom she grew to trust. After a stroke left him unable to practice, she felt lost as to where to turn.

For three years, Deborah anguished over her dental needs. She knew she needed to find a dentist but old memories still haunted her. Now, with the ad's words speaking to her, Deborah called to make an appointment.

The drive to Dr. Barbat's office was over an hour, yet, once inside she immediately knew the destination was worth the trip. *"Everywhere I looked, there was so much attention to detail. Everyone was so warm and friendly,"* she explains. *"It didn't look like a dental office or smell like one."* Robin greeted Deborah and began the exam, being attentive and sensitive to her fears. They discussed the early stages of gum disease and how therapy could be completed without numerous appointments.

When Deborah met Dr. Barbat to discuss the health status of her teeth, she saw images of how her teeth were pitted and chipped at the edges, mostly due to grinding, which was wearing away enamel at the gum line. These weakened areas put each tooth at risk to break off at the gum line, meaning the remainder of the tooth may require removal.

When a tooth breaks without a sufficient portion above the gum line to support a crown or veneer, the tooth must be removed. Replacement requires a dental implant, or if natural, adjacent teeth can be used for support, a partial or crown-&-bridge combination.

To protect Deborah's natural teeth, Dr. Barbat recommended

porcelain crowns and veneers for a durable, natural look with excellent longevity. For added relaxation and comfort while her teeth were prepared, oral sedation was added to Deborah's treatment.

Afterward, she needed only over-the-counter medications for comfort. While the dental lab created the veneers and crowns, Deborah wore temporaries so she could function normally throughout this time.

In less than a month, her new smile was ready to place. At this appointment, Deborah needed no sedation at all. Although her goal was a mouth that was healthy and structurally sound, it was two weeks later at a party when she realized how wonderful her smile now looks.

In conversation, Deborah remarked that she'd had her teeth redone. Another guest announced hers had just been done also. When they left, Deborah's husband commented on the dramatic difference between the two smiles, with Deborah's so obviously superior.

"I've always been so frugal. I've always made our own curtains, cut corners everywhere I could, but with your smile, you get what you pay for," she shares. *"I'm glad this is one time I decided to go with the best."*

Dr. Barbat adds, *"Deborah is a great example of how oral sedation works so well, yet, our office is not all about giving someone with fear a pill. We want them to feel comfortable with their care to the extent they no longer need medication."*

Deborah agrees, saying, *"People tend to be embarrassed and postpone going, but they need to be honest with their dentist and talk about it. Like the ad said, 'Ending your dental fear begins with trust,' and I do trust the team at Dr. Barbat's office."*

A healthy mouth is important to your overall health and well being. If you know others with dental fears, suggest they call Dr. Barbat at (586) 739-8111 or visit WhereLastingSmilesBegin.com.



Before

Ten Years and We Have Much

To Celebrate!

A message from Dr. Barbat ...

"When I first opened my dental practice, I became immediately aware that the most important aspect of being a dentist was in the care provided to each patient as much as the dentistry being performed."

"Because of the wonderful people who have come to us as patients and have referred others as patients, we have seen 10 years of growth."

"Thank you for your faith in me from the start and for entrusting the health and appearance of your smile to our care. It is a privilege to have such an important role in your life."



A LITTLE HISTORY ...

On February 24, 1997, Dr. Barbat began dental practice at 52930 Mound Road after purchasing the practice from a retiring dentist.

In her first year as a dentist, Dr. Barbat's biggest challenge was becoming acclimated to her 7 staff members as well as her new patients.

She began with two hygienists. One of those hygienists, Robin, is still part of her team. Dr. Barbat now has 3 hygienists and a total staff of 15.

After 5 years, Dr. Barbat realized the need to provide the growing number of patients with more space. In 2002, plans were made for a new facility on land just around the corner from the Mound Road office on 24-Mile Road.

In 2003, Dr. Barbat broke ground for a new office, where the practice is now located. This location officially opened September 20, 2004.



Dr. Ban Barbat begins practice in February 1997.

Why Are We Blushing?

Many new patients find us because current patients recommend our care to them. Please know your words of praise are the most flattering compliments we could ever receive. Thank you for helping others to smile as confidently as you!

Recent Cosmetic Dentistry Survey Results

Can a new smile make you appear more successful or intelligent? Previous studies prove that a beautiful smile will make you more attractive. But according to research by Beall Research & Training of Chicago, a new smile will also make you seem more intelligent, interesting, successful and wealthy.

A market research professional and

social psychologist carried out the study for the American Academy of Cosmetic Dentistry (AACD).

Photos of eight adults were shown to 528 Americans, who were asked to quickly rank the eight.

Two sets of photos were created, with each set showing four

before cosmetic dentistry, and four after. Half surveyed viewed Set A, the other half Set B. While all subjects had varying degrees of cosmetic dentistry, respondents were not told smiles were a component of the rankings, but asked to make snap judgments, rating each on a 1 to 10 scale, with 1 being "not at all," and 10 being "extremely."

The following chart shows the results, with the more appealing smiles getting higher marks in each instance. The results indicated that an attractive smile does have broad ranging benefits:

The results indicated that an attractive smile does have broad ranging benefits. While the change was most dramatic for Attractive, Popular with the opposite sex, Wealthy and Successful in their career, the change was statically significant in all areas.

Characteristic	Average "Before" rating	Average "After" rating	Increase
Attractive	4.6	5.9	1.3
Intelligent	5.9	6.5	.6
Happy	6.2	6.8	.4
Successful in their career	5.8	6.7	.9
Friendly	6.3	6.8	.5
Interesting	5.4	6.1	.7
Kind	6.0	6.4	.4
Wealthy	4.9	5.9	1.0
Popular with opposite sex	5.0	6.2	1.2
Sensitive to others	5.6	6.1	.5

Dr. Barbat is a member of the AACD, the world's largest cosmetic dental organization dedicated to advancing excellence in the art and science of cosmetic dentistry. The full survey results by Beall Research can be viewed on the AACD website at www.aacd.com.



Eye On Style With A Smile!

Viewers of Detroit's CBS affiliate WWJ-TV were treated to "Overcoming Dental Fears To Achieve A Smile That's A Whole New You!" for two airings last October. The segment featured Dr. Barbat and patients who overcame dental fears with the help of oral sedation and the care given by Dr. Barbat and her staff.

Dr. Barbat explained how a combination of new dental technology, changes in office environments, and understanding the unique needs of fearful patients now provides a way for most fearful adults to overcome the emotional obstacles that keep them from achieving a healthy, confident smile.

For those who need added support, oral sedation is also available. Dr. Barbat explains, "This gives patients the ability to overcome their anxiety and allows them to be totally relaxed throughout treatment. Most have little or no memory of treatment afterward, yet recover quickly, unlike intravenous sedation, which tends to drain one's energy for an extended time."

Straight Teeth Without Wires, Brackets Or Misery



Unhappy with the alignment of your teeth? Like the shape of your teeth but feel crowding ruins your smile? If you are an adult or a teen who has completed tooth and jaw development, you may be a candidate for Invisalign.

Dr. Ban Barbat offers Invisalign as an alternative to braces, which uses clear, medical grade polymer to move teeth. Unlike traditional braces, the trays are generally undetectable when worn and can be removed to eat and clean teeth.

"This comfortable, convenient method of straightening teeth is particularly appealing for adults who have professions with frequent

person to person contact," states Dr. Barbat. One patient in the residential real estate profession postponed straightening her teeth for several years, dreading the thought of luncheons and conversations with clients and homeowners while enduring brackets and wires, caught food, sore gums and an awkward appearance. When she found Invisalign could give the same level of realignment without the hassle, her wait was over.

In addition to a more appealing smile, Dr. Barbat states, "There are many benefits of straight teeth. They are easier to clean, so you have less risk for cavities and gum disease. Proper alignment also prevents strain on jaw joints and facial muscles." She explains when everything works in unison, the potential for problems later declines, helping you avoid headaches, sore jaw joints, and worn, chipped teeth from clenching, grinding, or hitting incorrectly.

Because straight teeth create a more attractive smile **AND** good oral health, Dr. Barbat is offering an Invisalign special with a complimentary ZOOM Whitening! Act soon! This offer is only good through August 15.

FREE invisalign

Consultation & Oral Examination

\$500 Gift Certificate

Toward Invisalign Treatment PLUS

FREE ignite the white! **zoom!**

Whitening Upon Completion

Expires 08/15/07

Straight teeth and healthy, bright smiles in one terrific offer! **Call (586) 739-8111** for a no-cost consultation and exam. Also, ask about special payment options.