



## Flossing: The Final Frontier

So maybe deep space is a more exciting place to explore than the mystery areas between your teeth, but I think Spock would agree with me when I say, “Live long and floss more.” You may have seen me on [WCAX](#) a while back addressing a story that went viral, claiming that there was no long term proof that flossing is beneficial. Though I did not receive any fan mail or offers to host my own reality TV show, I do think I was able to get my point across to anyone who was watching. You must clean between your teeth!



Now, I have absolute faith that none of you saw this news story and used it as a reason to stop flossing, but maybe someone you know or love did! So I want to close the book on this issue by saying: don't stop flossing. The reality is that cleaning between your teeth is critical to long term oral health and we see the positive effects of that every single day. Our patients who clean all four surfaces of their teeth (not just two!) never fail to have less bleeding and inflammation, not to mention anecdotal reports of patients feeling like they have fresher breath and cleaner mouths after flossing.

It makes sense. Everything you eat, from summer steaks to the upcoming Thanksgiving spread, ends up between your teeth. And if you don't get it out, it stays there! Gross. I don't care what you use-- floss, interproximal brushes, toothpicks, a water pik...just get the junk out of there. Your gums will thank you, and so will we!

## Survey Says...



## Giving Back

AIP will be doing a food drive for the holidays. Bring in non-perishable food items or personal items such as soap, shampoo, deodorant, etc. and for every item donated we will give you a free toothbrush!

## Quick Links

[Review us on Yelp](#)

[Review us on Google](#)

[Visit our website](#)

[Email us](#)

## Vision Statement

In partnership with you and your dentist, our cohesive, close-knit, professional team treats you with the utmost integrity, respect, and kindness, along with a touch of humor. Exceeding both your expectations and those of your dentist is our ultimate goal.

Our commitment to teaching, continuing education, and innovative technology — all used to



provide you with exceptional care — will help you achieve optimal oral and total body health. Your smiles, your hugs and your words of kindness are our greatest rewards.

We are passionately committed to you.

You've all probably received the survey I send out every 6 months. Your responses allow me to learn what we're doing right and where you think we could improve. I read them every weekend, because my hope is for you to leave every appointment thinking, "that was enjoyable and worthwhile." A surprising thought to have leaving a periodontist's office, I know, but it's our goal. I recently compiled data from the last 5 months to see how well we're achieving that goal. Based on 1,025 surveys:

- 100% would refer their friends or family to AIP
- 100% rated their visit as very good or excellent
- 100% rated the office cleanliness as very good or excellent
- 99% of new patients felt they had a good understanding of their dental situation after their first visit
- 98% have a high or very high level of trust in the doctors
- 92% were seated right on time or within 5-10 minutes of their scheduled appointment

First off, I'm thrilled to see that we're getting "straight A's" in your book (we've been listening over the past 31 years, and we've learned a thing or two from you)! We'd be so appreciative if you would take the time to share your experiences with the community by reviewing us on [Yelp](#) and [Google](#).

Second, while these numbers make me proud, we're always striving to do better. The goal, of course, is 100% across the board. Please don't ever hesitate to ask me, Dr. Levi, or any of the staff a question. Think of it like what they used to say in school: there are no bad questions! If you want us to explain something again or in a different way, we will be more than happy to do so.

### **Staff Spotlight: Amy Davis, Dental Assistant**

Amy Davis is the newest addition to the AIP family here in South Burlington. We knew she'd be a great fit when we learned that she'd been interested in dentistry for "as long as she can remember" and that the first thing she notices about a person is their teeth! Having negative experiences with dental care growing up, she felt compelled to not only enter the profession, but to change it for the better. She began her studies at CCV back in 2006, but took a break to support her two girls - now ages 9 and 10. It's clear that dream of entering the field never wavered, as she recently completed the Dental Assisting Program at the Center for Technology in Essex. "Entering the Dental Assisting Program was one of the best decisions I have ever made," she shared. "I love this profession, working with people, and helping to make patients smile brighter!"

### **Holiday Sonicare Sale & Donation to The Vermont Foodbank**

It's the most wonderful time of the year! Okay, maybe it's a little early, but our family traditions really start with apple picking and pumpkin carving in October and they don't let up until the New Year! In AIP tradition, I'm excited to let you know that we're kicking off our annual Sonicare EasyClean electric toothbrush sale. I have them on special for just \$57.94 (plus tax). This brush can be found

at Amazon for \$84 and Walmart for \$79.95. In addition, for each Sonicare sold, I will personally donate \$5 to the Vermont Foodbank.

It's a great deal, a great gift for the holidays, a great way to maintain your oral health in the coming year, and a great way to give back to our community.

Speak to Kim or Jackie at the front desk to pick one up, or email me at [BrianShumanDMD@gmail.com](mailto:BrianShumanDMD@gmail.com) to reserve one. The offer is good through January 1st, 2017 or until I run out of brushes. Rain checks will be available.

Spread the word, tell your friends, and let's beat last year's \$1100 donation to the Vermont Foodbank. May the floss be with you through the New Year!



## Closing the Doors in Barre

The Barre office is closed. After over 30 years serving the community, we had no choice but to close our doors. It was with great reluctance, anguish, and sadness that I had to arrive at this decision. After Dr. Gruwell determined that he preferred teaching to private practice and moved to Missouri, I simply could not give my full attention and care to patients in two offices.

I would like to share that I worked closely with my Barre staff to help all of them secure new positions at other offices or in my South Burlington

office. You can still visit Wendy at Dr. Laurie Forest's office in Montpelier or pop over to say hi to Jen and Megan here in SB!

After giving all of you in Barre notice of the change, as well as the option to move your care to South Burlington or to your own dentists in the area, I am humbled and grateful that 84% of you decided to move your care to South Burlington. Your loyalty, understanding, and willingness to make the drive has not gone unnoticed, nor unappreciated.



The Barre property, once a real home and then a home to our business, is on the market. My goal and hope is that we'll be able to get a local dentist into the space. Please let your dentist know.

Thank you all again for your flexibility and understanding as we navigated this challenging time and made this tough call. If you ever have questions or concerns, know that you can always email me at [BrianShumanDMD@gmail.com](mailto:BrianShumanDMD@gmail.com). May the floss stay with you in Barre!

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