



*Todd R. Levine D.D.S.*



*Aspire Family Dental®*

*Eastern Niagara Dentistry*

## Onward & Upward

Usually newsletters like this tell people of some nice little things that make a company seem better in some way. However, patients of mine have come to expect that I will write of AMAZING things that have ALWAYS been a benefit to ALL of my patients. So, with this in mind, sit back, grab a hot cup of coffee (with artificial sweetener of course) and read the amazing things that have changed since my last newsletter.

Since there are a lot of new patients reading this newsletter for the first time, I need to do a quick recap from the last one! In a nutshell:

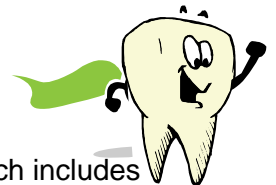
1. I told everyone I was the owner of Aspire Family Dental®,
2. I was in successful competition with national dental companies located here in this area,
3. I am part owner of a fully functional dental lab,
4. My purchase and integration of the practice of Dr. Michael Hess's [Conscious Sedation Center] into my primary office on Transit Rd. in Lockport,
5. Mentioned how my companies are very involved in our entire WNY Community. We actively reach out to everyone, including people of all ages and those who are disadvantaged too. We teach about oral health on a yearly basis - not just "dental health week." We give out MANY hundreds of free tubes of toothpaste, toothbrushes, and floss during the year to help improve oral health.
6. Focused on growth that has given my patients the BEST in dental technology.
7. Mentioned the existence of a very large and extremely rare original animation art collection which will be eventually uploaded into the [aspirefamilydental.com](http://aspirefamilydental.com) website, under the pull-down link that says 'Fun Stuff'. There is more on this subject in this Newsletter.



Would you like one lump or two?

Of course you can read about these and other subjects in the past newsletter in its entirety if you wish by going to [aspirefamilydental.com](http://aspirefamilydental.com) website and click the pull-down link that says 'Patient info', then scroll down to 'Newsletters & Articles'.

## Faster Than A Speeding Tooth!



My businesses have grown at an extremely fast pace! In fact, my dental business, which includes Aspire Family Dental®, has become one of the fastest growing businesses in this area. As of this past July, I was recognized with an award from Business First. My businesses were the 5<sup>th</sup> fastest growing in all of WNY!! That's right...I ranked number FIVE on the Fast Track Companies list!!! There were NO other dentists on the entire list! To top this off, I was asked to be one of four featured speakers at a Round Table event this past September. It was moderated by channel 2 News Anchor Mary Alice Demler. She asked us questions related to why our businesses were growing so quickly. Our aim was to help other business owners in the audience. I did my best to share information that could hopefully help them have more successful businesses. How has my business grown since last year's newsletter to you?



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## Aspire Family Dental®

## Eastern Niagara Dentistry

1. I finally broke the 1,000 new patients PER month barrier.
2. I now have about 24,000 sq. ft. of dental office space.
3. I have 51 treatment operatories.
4. NOT including the employees from my dental lab, I have about 75 employees.

It is quite an amazing thing to see. Of course my businesses could NOT have grown in this manner without all YOUR kind help and referrals!! For all of you who are not aware of all my Aspire Family Dental® offices (and my first initial office in Lockport), I have SIX great locations around Niagara and Erie counties. One in Niagara Falls, two in Lockport, and one in North Tonawanda and two in Buffalo. Well this is not completely true...That is part of our next BIG news! Read on...



Lockport Aspire  
716-280-1001  
Todd R. Levine DDS  
716-439-1877  
5875 S. Transit Rd.



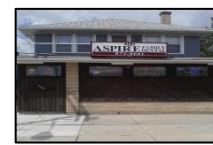
Niagara Falls Aspire  
1705 Pine Ave.  
716-284-0110



N. Tonawanda Aspire  
554 E. Robinson St.  
716-695-1137



Buffalo Aspire  
476 Hertel Ave.  
716-877-3510



Buffalo Aspire  
484 Ontario St.  
716-873-0681

## Lucky Number 7



Winning the Fast Track award didn't stop me. My businesses have grown once again!! I have started or purchased 8 dental businesses (Dr. Michael Hess is in my primary Transit Road office.)

I am proud to welcome Eastern Niagara Dentistry as the newest member of my group of dental practices. I would like to introduce Dr. Elizabeth Micoli, Dr. David Keller and Dr. Katalin Mechtler, their staff and all their patients to our

family!! The patients will be able to see their SAME dentists they have always seen. All with the added high technology I have been able to bring to everyone else! Eastern Niagara Dentistry patients will now have access to computerized and more accurate tracking of their complete oral health. Their patients will no longer have to be referred out to dental specialist for almost ANY dental procedures. Of course the rest of you already know about this convenient and cost saving benefit!

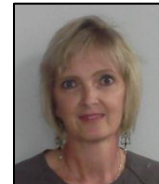
Dr. Elizabeth Micoli



Dr. David Keller



Dr. Katalin Mechtler





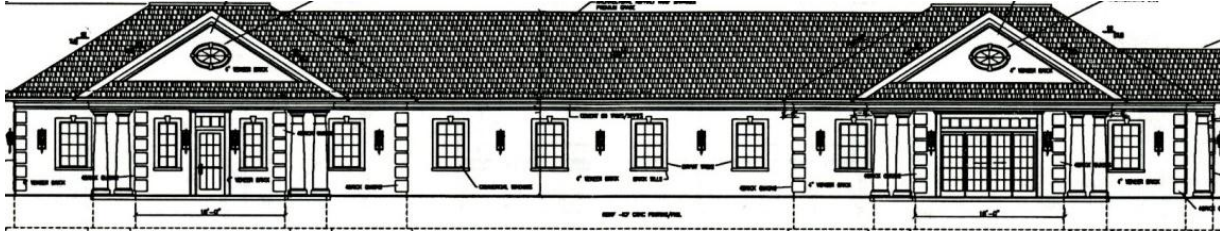
Todd R. Levine D.D.S.



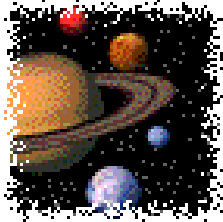
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# BIGGER IS BETTER!!

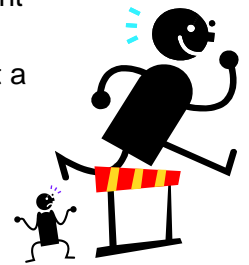


Before I get into all the other cool things we have for our patients (which other dental offices CAN'T even offer!) I have to tell you about the next BIG piece of news!! We are on the move again!!! It seems like the planets have aligned in a manner to allow me to take my primary office to the next step for all of us...



We are in the process of building by far the largest and most advanced dental office in Lockport. The construction of this building was first brought to the public's attention in an article by Thomas Prohaska in the Buffalo News in early September. You can check out the article at a

link on our website. It is a little complicated to describe all of the reasons why I am constructing and then moving into a new office before July 2012. However, the main reasons are related to Eastern Niagara Hospital wanting to buy the building I am in now AND me personally wanting you all to have the best in dentistry!! We are only moving behind my PRESENT Transit Road location onto Snyder Drive!! This new office will be one of the largest "GREEN" energy efficient buildings in WNY!!! It will have patios and great landscaping on the outside, automatic sliding doors, many windows, skylights, Roman columns (inside and outside), children's play room, salt and fresh water fish tanks, computer room, refreshment area and a very large waiting room. You will have the choice of sitting and watching a gigantic TV, enjoying the tranquility of the fish tanks or waiting in a separate area surrounded by plants!! As you can see one of my goals is to spoil you as much as possible! This is only the beginning. You can learn more and check out our progress on our webpage at [aspirefamilydental.com](http://aspirefamilydental.com) and click on **Our Offices** then scroll down to **New 5862 Snyder Drive location**.....read on!!



Hey NOT fair!!

## Only The Best For You!

# #1



New upgraded sensors

I have always promised to bring the best in dental technology that will greatly benefit you. First, let me tell you about our digital x-ray sensors. There have been many benefits for all of us. As a patient, I have actually been able to reduce your radiation exposure by up to 90% compared to the old film based technology. Additionally, we can enlarge the picture to a point where you can



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easily see where a problem exists. As you all know, I am never satisfied with the status quo. Even though I already had great digital sensor technology, I still upgraded my relatively new sensors to the next and better generation. Our pictures are clearer and sharper than they have ever been.

Many of you have already benefitted from CERAC technology which is a 3D CAD/CAM system. For those of you who do not know about CERAC, it is a computer aided way of making a crown, laminate or onlay by simply taking a picture of your tooth. This 3D picture is then sent to a very specialized milling machine in the office. Your restoration is milled out of solid block of aesthetic porcelain while you wait. All of this is done in just one visit with no impressions needed. By the way, I was the third general dentist to have this technology in WNY. There is more amazing information about CERAC technology that will benefit many patients. You'll have to keep reading to find out what that is!!! 😊



This past year I purchased a Galileos x-ray machine which is 3 Dimensional Cone Beam Computed Tomography scan (3D CBCT scans). Unlike regular x-ray pictures that only show 2 dimensions, Galileos takes 3D digital volume based pictures. The accuracy of these pictures goes down to fractions of a millimeter. This is well beyond the accuracy of any dental procedure that can be performed by a dentist. As of the printing of this newsletter it should be no surprise to anyone that I am the only general dentist in this area (all the way up to Syracuse) to have this Galileos machine. The Galileos machine greatly aids in the diagnosis of infections of the jaw bone.

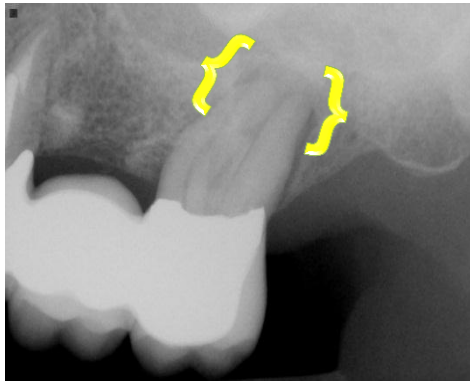


Image #1. Typical 2 dimensional digital x-ray showing the tooth from an outside to inside view

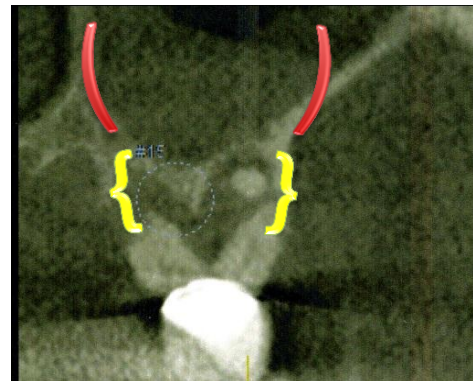
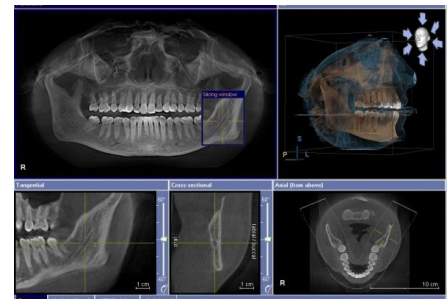


Image #2. Galileos 3 dimensional x-ray showing the same tooth from a front to back view

The above images represent why Galileos is such an amazing modern and REALLY helpful technology. The above picture (#1) on the left represents a typical high quality digital radiograph we take. If you carefully look between the yellow brackets, you may be able to see a faint darkish circle. Typically, when we see this, we try to save the patients tooth with a root canal treatment and a post. While there is never a guarantee for success, this picture represents a typical situation where there is a high chance of success. However, if you look at picture #2 which was taken by our Galileos 3D CBCT of the same tooth, a very different situation is noticed. First of all, this entire





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picture (sorry for the grainy appearance) shows us the same tooth but from a different direction. You can easily see a very large black area surrounding the roots of the tooth (inside the yellow brackets). This means the infection is very large and has destroyed a great deal of supporting bone. You can see the infection came right up to the sinus. This absolutely does NOT show up even in a typical high quality dental radiograph. This picture is so accurate that you can even see inflamed sinus tissue, which appears cloudy on this picture (inside red brackets). Galileos allows us to look at teeth and supporting bone structures in slices approaching microscopic views. We can see extremely accurate views from the left to right, top to bottom and inside to outside. So in effect, this patient could have spent a lot of money to try saving this tooth and the bridge which supports it based on image #1. The



Airway View



Galileos image clearly shows this would have been a waste of time, money and would have left a major boney destructive lesion.

The TMJ area can similarly be seen in three dimensions which allow more accurate diagnosis and treatment planning. Any breakdown, such as with arthritis, can now accurately be seen.

Another benefit actually comes from the flipside of how accurately bone can be detected. Since we can so accurately see where bone is, we therefore can see where there is no bone. This means Galileos will allow us in the near future to diagnosis and treatment plan for airway obstructions too.

## What about Implants?

(The Tooth Kind)

Our doctors can now see and treatment plan in three dimensions for the placement of implants. If there are any bony defects, bone grafts can be placed with amazing accuracy!! We can digitally place implants on the 3D Galileos picture, then have a surgical guide made to allow virtually exact placement of the implants. We can three dimensionally see and therefore avoid things like a major cranial nerve in your jaw.

Earlier I mentioned there was another major benefit with the use of 3D pictures of CERAC. We can actually superimpose the 3D CERAC picture on top of the 3D Galileos picture. This can allow us to treatment plan your implants first, and then place a temporary tooth all without ever taking a single impression in your mouth!! The nice thing is we can see EVERYTHING before treating you. This allows you to be better informed of possible complications and to a much higher degree know what the outcome will have BEFORE you start treatment.



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### Conscious Sedation



Dr. Michael Hess

Making you comfortable is one of our biggest goals!! For those people that are fearful or have anxieties about the dentist...this is the place to be!! Patient anxiety has always been a major issue to try to get rid of in the dental field. If you have a fear of needles or had bad experiences as a child or maybe have a high gag reflex, we have ways to help you relax and lower your anxiety levels! Many of our dentists already offer nitrous oxide (laughing gas) for the patients to help them relax before starting the procedure. If needed we can help you with the aid of conscious sedation. This option is offered by Dr. Michael Hess. This is a type of sedation where you can respond to verbal directions. You just take a little pill before your appointment with the nitrous. You will feel no pain and have an altered level of consciousness. Conscious Sedation by itself does not require needles and is less expensive than IV sedation. You may still need to have typical anesthetic with this but you simply won't care about it.



### What Will Next Year Bring?



As you can see above, I presently own 3 separate dental companies located in Lockport. When my new high tech building is completed next year, I will move my main office together with the private insurance patients from Eastern Niagara Dentistry into the new building. The present patients will of course have the option of staying and having their treatment completed at this present office located on Davison Court since it will NOT be closed down. However, my new office on Snyder Drive will be by far the largest and most advanced dental treatment center in this area!! The Aspire Family Dental® patients in my present Lockport office will move to the Eastern Niagara Dentistry's building on Davison Court. I know this may sound a little confusing! I am basically changing my three present Lockport Offices into two. I encourage you to check out our progress on our website!!



### \$ Payment Options \$

(Your Favorite Subject)

We try to make the payment arrangements as painless as possible. I know this is not your favorite subject. However, I inform everyone about all that is both good and bad. All of our offices accept Visa, Master Card, Discover, Care Credit, personal check and of course cash too 😊. We accept many different insurances. Some of the insurances accepted in my offices are:

#### My main Transit Rd. office

Delta Dental  
EBS Teamsters

#### Eastern Niagara Dentistry

Delta Dental      Independent Health  
United Concordia      BCBS  
EBS Teamsters      Medicaid  
Child Health Plus      Dentaquest (Fidelis)

#### Aspire Family Dental®

Medicaid      Guardian  
Child Health Plus      Metlife  
Dentaquest (Fidelis)      Nova



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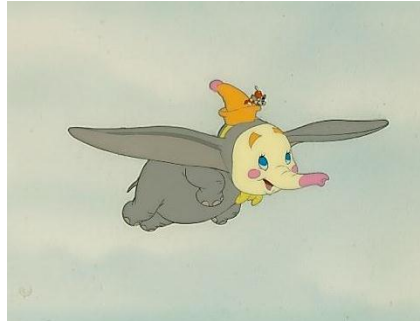
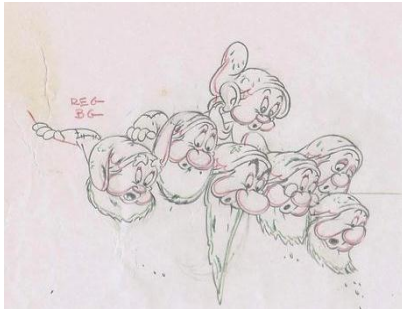


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If you don't have dental insurance you can utilize our care credit program. For those of you who are unfamiliar with Care Credit it allows you to make no interest payments for one year. We have a senior citizen discount of 5% if you're over the age of 62 off our usual costumer fee schedule. Of course if you have any questions don't hesitate to call the office.

## COOL STUFF



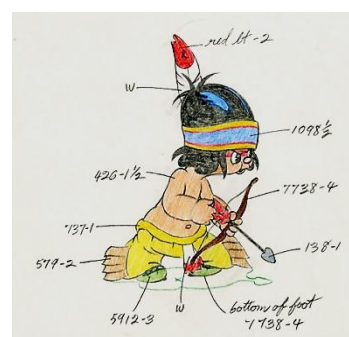
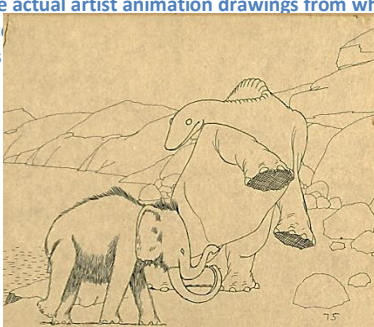
From left to right. (1) An actual production drawing from Snow White and the Seven Dwarfs (1937). It is extremely rare to get all seven of the dwarfs in one drawing. It is truly even more rare to get them with all of their eyes and mouths open and facing forward as they did here when watching the witch take a dive off the cliff ! (2) Dumbo (1941). An actual colored cel of Dumbo flying with Timothy. (3) Who Framed Roger Rabbit (1988) an actual colored cel of Roger saying his iconic "P-p-please" statement

I have been able to collect one of the largest and most diverse and original animation art collections in private hands. I have cartoon animation from many film studios you have heard of and from some that no longer even exist. Some of the drawings go back to the silent era before Mickey was ever thought of! It has been a major undertaking in cataloging this art and putting it into a form we can work with. The larger task is being able to find someone who will be able to upload well over 900 (and

quickly expanding) original drawings, backgrounds, cels and the related information. At first this may not sound like a big deal, but I have really wowed virtually everyone who has seen the collection. I will continue my efforts to get this collection uploaded ASAP.



Both images are actual artist animation drawings from which color cels are used to make the Pinocchio and Betty Boop. Both are



Left to right. (1) One of the first animations, Gertie the Dinosaur (1914), (2) is the infamous Betty Boop from 'She Wronged Him Right (1934). She was one of the main reasons we now have our present Movie rating system! (3) An actual color model drawing from Little Hiawatha (1937), (4) We have all heard of the brothers 'Snap, Crackle and Pop.' How many of you remember the character 'Pow' (1950's) shown above? Apparently, he was killed off to save money. Even cartoons aren't safe anymore!!!!



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Thank You!



I am always trying to find newer, better, and more efficient ways to help you and your family as much as possible. We presently have about 15 dentists to make sure you can virtually have all of your treatment choices without having the need to see a specialist. I am looking forward to being able to share more surprises with you in the near future!!!

I am extremely proud to be owner of one of the fastest growing businesses in WNY located right here in Lockport!!! I have all of you to thank for that! Together with all of the other treating dentists and supporting staff we sincerely wish you the best!! We are all looking forward to seeing you soon. As a gentle reminder- with your kind support, we are accepting new patients of all ages. 😊

Sincerely,

Todd R. Levine D.D.S (Owner)

P.S Please feel free to call or write to me if you have any questions or concerns. My contact information is below.

Email: [owner@aspirefamilydental.com](mailto:owner@aspirefamilydental.com) or at  
My Main Transit Road office: 716-439-1877