

Why I Invested |

# Laser Treatment for Peri-implantitis Helps Dentist Treat Patients Like Family

Sheffler uses the LANAP® and LAPIP™ protocols for consistently excellent results

**A** childhood orthodontist is responsible in large part for shaping the career of Todd Sheffler, DDS. At first, it was the Mercedes-Benz and the attractive women around the office that drew Sheffler's interest in what James Shira, DDS, was doing. As Shira spent more time showing him the basics of dentistry, however, Sheffler developed a passion for patient care that continues to this day.

"My general philosophy is to treat every patient the way I would want my family or myself to be treated," Sheffler says. "We do not over-treatment plan. We provide services that are appropriate for the patient. I believe if you treat patients fairly and do the right thing consistently, your practice will grow."

That has proven to be true. Sheffler purchased his current practice 9 years ago and has since added one full-time and one part-time associate.

Part of the reason Sheffler is able to provide fair and honest patient care is that he keeps most of his work in-house, referring to specialists only for young children, complex orthodontic cases, general anesthesia, etc.



Photography by Bogacz Photography/Digital Media

"I enjoy doing specialized procedures," he says. "I was very well trained in my residency, and now I have been doing specialized procedures for so long that I am proficient at them. Patients enjoy staying in one facility rather than needing to see different dentists for different procedures."

Sheffler says he has been especially proficient in periodontics since his time at the University of Maryland, where he says "perio is king." So, several years ago, he took notice of the LANAP® protocol being utilized by Millennium Dental Technologies with its PerioLase® MVP-7™ laser.

"I prefer to do extensive research and wait until a new technology is proven on the market before jumping in head-first," Sheffler says. "I followed the research on the LANAP protocol, and once the FDA made it the only laser treatment cleared for growing new alveolar bone, new periodontal ligament, and new cementum, it was obvious that I needed to move in this direction."

Sheffler attended Millennium's initial 3-day Laser BootCamp training program (follow-up 1-day programs are held after 6 months and 1 year), and there was an almost immediate demand from patients for the procedure. LANAP can target the source of inflammation without hurting or removing any healthy gum tissue. It can slow or stop attachment loss, decrease pocket depth without resection, and regenerate new bone. It also allows the body to recover from chronic infection without the need for a scalpel or sutures.

"The results are astounding," Sheffler says. "The patient feels little to no pain during the procedure. The initial tissue response is phenomenal. As time has gone on and we have

seen patients 1 year after the procedure, we are observing strong bone regeneration and much healthier periodontium."

The result has been a strong return on investment (ROI) via business growth. "The ROI is at least what I expected, probably greater," Sheffler says. "I look at it from various angles. Obviously, dentistry is a business, but it is necessary to look beyond that. If you have

the patient flow, and you are diagnosing periodontal disease properly, using the machine the way it is intended to be used, you will have a positive cash flow return on investment."

Sheffler also uses the LAPIP™ protocol for peri-implantitis. Studies indicate that 95% of the failing implants treated with the LAPIP protocol have reintegrated in the pocket and stabilized with bone growth of 3 to 8 threads.

"I have an implant practice within my general dental practice, so I see many failing implants that were placed elsewhere," he says. "The results I have seen with LAPIP are much better than anything else I have ever seen or tried, including the conventional method of surgically reopening the site and trying to detoxify the implant and graft it with bone."

Millennium offers a 6-month clinical results guarantee with a full refund if a dentist is unable to reproduce the clinical results depicted in the training, but Sheffler says he never even needed to consider that because both LANAP and LAPIP have helped his practice continue to fulfill its mission of exceptional patient care.

"My advice to anyone considering purchasing LANAP is: Don't wait," he says. "Periodontal disease is here. We know more about it today than we ever have. It is undertreated and underdiagnosed. Get trained in diagnosing periodontal disease, and start treating it."



**FOR MORE INFORMATION, CONTACT:**

Millennium Dental Technologies  
888-638-5262  
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## 4 KEY TAKE AWAYS

**The LANAP Protocol** can target the source of inflammation without hurting or removing any healthy gum tissue.

**After 1 year**, patients are displaying strong bone regeneration and much healthier periodontium.

**The LAPIP protocol** helps failing implants reintegrate in the pocket and stabilizes with bone growth of 3-8 threads.

**ROI is obtained** via a new revenue stream and increased business as word of mouth spreads among patients.