



THE GUIDE TO

# DENTISTRY

IN

# MEXICO

## AND BEYOND

Dr. Mark McMahon

# **The Guide to Dentistry in Mexico and Beyond**

**Written By: Dr. Mark McMahon**

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## **Introduction**

Congratulations! By opening this book, you have taken the first step in an incredible, life-changing journey. My name is Dr. Mark McMahon, a second-generation dentist from Tucson, Arizona and I am thrilled to be your guide.

Now, you may be wondering, “life-changing journey,” isn’t this a book about dentistry? Has someone turned on the nitrous a bit too high? Nope, you’ve read correctly. By the end of this book, you’ll have gained the knowledge to set forth on an adventure that will give you a healthy, beautiful smile. You will find your self-esteem, relationships, and even professional aspirations improving. You will vacation in an exotic locale and immerse yourself in culture, cuisine, and art. You will accomplish all of this while saving thousands and perhaps tens of thousands of dollars.

Before we begin this journey, I would like you to think about your smile. Such a simple word with such a profound impact on our lives. We smile when we are happy. We smile when we make others happy. We smile when we catch the eye of an admirer or when we’re interviewing for that exciting new job. Smiling is the doorway to our inner happiness. Radiating positive energy outward and taking it back into ourselves.

Now, take a moment to look at yourself in the mirror. Smile your biggest and brightest smile. I’ll wait...

Welcome back! Are you happy with your smile? Does it reflect those moments of happiness and tranquility inside of you? Or, instead, does your smile make you feel less happy? Less like the person you want to be. If you do not truly love your smile, then it is time for a change.

I can almost hear your thoughts. But Dr. Mark, change is scary. Change is expensive. Change is thrusting myself into an abyss without knowing what lay before me. Change is bad, Bad, BAAAAAADD!!

Relax my friend. Right now, I have a huge smile on my face. Why? Because I know a secret. Change can be all of those things, but change can also be amazing. All you need is a little knowledge, a little preparation, and if you are fortunate, a guide. That is what I am here for. To guide you through that abyss with money in your pocket and a smile bursting off your amazing face.

This is your first step. You have already succeeded in taking the jump. It is time to smile brighter, dream bigger, and live your best life. YOU ARE WORTH IT!

Sound appealing? Then read on, because we are only just getting started.

## **What is Dental Tourism?**

I am going to let you in on another secret. We pay too much for dental care in the United States. Now wait, Dr. Mark, you are probably thinking, that's not a secret, I know I pay too much at the dentist's office that's why I'm reading this book in the first place. You are right. That wasn't the secret. The secret is that THERE IS A BETTER WAY. Dental tourism.

Dental tourism is the simple concept of traveling to a different country to have your treatment completed. Once, the idea of traveling outside of the U.S. for medical treatment was unusual. As the people of the world began to expand their minds to think globally, so has the realization that you can find outstanding care, for a fraction of the cost, by simply crossing a border.

If you would have told me ten years ago that I, an American dentist, would be leading people to Mexico to get their dental needs taken care of, I would have thought you were crazy. Thousands of people and millions in savings later, here I am leading a peppy parade of patients across the border for life-changing, money-saving, outstanding dentistry. Traveling for dentistry is not a new phenomenon, but it is an exploding one.

In 2007, an estimated 750,000 Americans traveled abroad to receive health care. By 2017, that number had grown to 1.4 million. According to The American Journal of Medicine (AJM), this number is predicted to continue to skyrocket. In the AJM's

top 10 destinations for medical tourism, Costa Rica came in first and Mexico is fourth, with dentistry topping the most frequent treatments in our neighbor to the south.

So, you may be curious as to why an American dentist is recommending that you leave the U.S. to get your dental treatments done. You see, I followed in my father's footsteps and became a dentist to help people. To see their smiles and know that I played a small part in that happiness. Moreover, I view my responsibility as to the whole person. I care about your dental health certainly, but not at the expense of your mental and financial health. I gazed around my country and I could no longer find that ideal in the U.S. I decided it was time to go rogue and subvert the paradigm.

Fortunately, the answer existed just over the border. Compassion, Convenience, and Cutting-Edge technology. Thus, I embraced dental tourism and created Coyote Dental to help others discover the secret.

## **The Origins of Coyote Dental and Founder Dr. Mark McMahon**

If you are only interested in the nuts and bolts of dentistry in Mexico, you may want to skip this chapter. However, if you'd like to know a little more about the person who will be pre-screening your new dentist, read on.

I founded Coyote Dental back in 2014. Our mission, to connect our clients to compassionate dentists that provide outstanding quality care at a fraction of the cost. Coyote Dental is a free referral service, offering knowledge, guidance, and advocacy for our clients. Our goal is quite simply, to make your life easier and your smile radiant. The journey to that moment, however, was anything but simple.

Cue the flashback music and picture a younger me. Only here, I am not smiling. I am driving home, down Speedway Boulevard in Tucson, Arizona, reflecting on my father.

Dr. William Joseph McMahon lost his long battle with cancer. My relationship with my father had not always been easy, yet in those final years, we had grown close. Even with his loss, I felt profound gratitude. An extraordinary sense of completion. In the end, we had come together.

While driving down that stretch of road on Speedway Boulevard, a painful and beautiful truth struck me. A bolt of inspiration. Of desperation. One day, I TOO AM GOING TO DIE!

I pulled over immediately. I knew that the realization was more than a passing thought or fear. It was a clear message from my dad. He was saying, “Get on with your life. You’re alive buddy boy.” That moment of inspiration, of desperation, changed everything. There was a world of experiences I had not yet lived. Accomplishments I had yet to fulfill. I knew in that moment, that if I didn’t act immediately, I never would.

I had successful dental practices in both San Francisco and Tucson. Yet, I always felt that there was more that I should be doing. A piece of me that wasn’t quite fulfilled. I was part of a bigger system that seemed to have lost its way.

My Dad had been a dentist and yes, the molar hadn’t fallen far from the mouth. He treated every patient with compassion, wanting to empower them to care for themselves. He felt pride when patients needed to visit less often. The current trend in U.S. dentistry is to get people to schedule visits more often and find ways to charge them for more services.

I had explored many ventures, including photography and even stand-up comedy. I once shared the stage with Robin Williams at a San Francisco comedy club and discovered my love for being on stage. Yet, I was still finding my way. My groove.

After my Dad’s passing and my lightning bolt moment, a miraculous sequence of events occurred. My newly formed dental marketing company had attracted attention within the profession. I received an offer to buy the assets of my young

company. Specifically, an infomercial on porcelain veneers I had created and the company name, SmileWorks™, which I had wisely trademarked. Keep in mind that this was 1999, the craziest of the dot com craze.

One thing led to another, or shall I say, “Providence moved,” and I ended up selling all three items: my dental practice, the infomercial, and the trademark. All three different deals were signed and sealed on the same day, November 1, 1999 (cue dramatic music here: da da da dahhhh...).

I was flush with money and purpose. I needed a change, an adventure. I needed to live. I purchased an old Toyota truck which I called, “Baby Blue” and embarked on a 6-month driving adventure from Tucson, to Tierra Del Fuego, Ushuaia. The southern tip of South America.

My dad had introduced me to Mexico at a young age, spending vacations in Rocky Point and enjoying the beaches, culture, and cuisine. In some ways, this adventure was to be an homage to him and a time of reflection and healing. Then, it became something dramatically different.

My planned 6-month journey turned into a 4-year odyssey and my world had forever changed. On the waterfront in Ushuaia, stands a 150-foot sign that says, “El fin del Mundo, El Principio de Todo” or “The End of the World, the Beginning of Everything.” A message whose meaning I wouldn’t fully grasp for some time.

Four years is a long time to spend on the road. Immersing myself in local cultures and communities, making new friends, and pulling back the curtain on the wonderful mysteries that are Central and South America. I won't spend much time here discussing my odyssey, but if you are interested in stories of adventure, soul searching, and even a little romance, feel free to check out my memoir on the experience, "Driving to the End of the World." The 20th Anniversary Edition is expected to be published in the spring of 2023!

By the end, my life had changed and my world views had evolved. Plus, I even had a little dental work done along the way. In many ways, this was the beginning of Coyote Dental, though, at the time, I did not recognize that the opportunity to help so many people was right there in front of me.

Inspired, I returned to Tucson. I created The Portable Professional, to teach others how they could work from anywhere in the world. This was in 2004 and I've since been told that I was ahead of my time. Looking at today's digital workforce, that is likely true.

I had also written and published "Driving to the End of the World", started the Live Your Adventure initiative and was interviewed frequently on local TV and radio programs. I even had a one-man show, putting me back on the stage I had so enjoyed. Yet over the next decade, an ugly problem reared its annoying head. Money was running out.

In 2014, I decided that it was time to put on my dental scrubs once more. Problem was, I hadn't expected to practice again so I had let my license lapse. From a medical standpoint, this was not a big deal. Dentistry hadn't changed that much in a few years and I still kept up to date with advances in the field. However, the time commitment and cost of getting the license back didn't seem worth the hassle. Moreover, I didn't have the desire or passion to go back into dentistry full-time.

Instead, I had an idea. The dental work I had done during my trip was impressive and with the border so close to my home in Tucson, perhaps I could work in an office in the border town of Nogales for a few hours a week to help supplement my income. Plus, I would get the pleasure of being in one of my favorite cities more often.

Even with my many travels and experiences, I still had preconceived notions about dentistry in Mexico. You travel down the rough roads and see the sloppy architecture. The markets littered with cheap souvenirs, blankets, and ponchos. Is this truly the home to state-of-the-art dentistry? I needed to find out for sure, so, I made like James Bond and went deep undercover.

I visited four Nogales offices as a patient. I wanted to discover what dentistry in Mexico was like from the inside. My standards for my own office were quite high and I would not lower them regardless of where I treated patients. A few were just average

but one was exceptional. From the moment I stepped into the office, my view of Mexican dentistry forever changed.

Not only was the Nogales office as good as the dentist offices in the U.S., it was better! Clean, sterile, and friendly certainly, but more so, the technology was actually better than what I had found in the states. There are reasons for this which I will discuss later in the book, but for now, I'll simply say that the office was nothing short of spectacular.

In the end, I had my dental work completed. The care and compassion were next-level awesome and the cost was so little that I thought there had been a mistake! In Mexico, I found dentists that were there to take care of you rather than just send you to the front desk to fill out a credit application. I found dentists like my father, people who cared about the patient as a real person.

On that day, an idea was born. For decades, I had heard the complaints from across the U.S. about the high cost of dentistry. I learned of patients, desperately in need of help, who had to put aside the health of their teeth and gums because they could not afford the treatment. Even for those with the money, why should it cost you so much? Here, just steps across the border, was state-of-the-art dental care for 70% less than what U.S. dentists charge. If I could only connect these patients to this service, their lives would change for the better.

Coyote Dental was born. What began as driving a few family members and friends across the border has turned into an international dental referral agency. I drove my first two clients over the border myself and witnessed their expressions when they realized they had saved \$1600 on their very first visit. I was sold.

You may be wondering why I chose the name Coyote Dental. For some, the term “Coyote” holds negative connotations, but I connect the term to hope. Hope for answers when all else seems lost. Hope for a better way of life. We are all searching for that in one way or another, aren’t we?

In the end, the term “Coyote” brings forth thoughts of my dad. For me, he was the original Coyote. A Coyote who shared the truth about Mexico. The kindness and compassion of the people. The beauty of the culture and natural wonders. The wisdom that there is good and bad everywhere, but there IS good and that is what matters most. I decided to take the term Coyote back. Back for my dad, back for myself, and back for those of us who need quality dentistry but don’t want to pay exorbitant prices.

Today, I travel throughout Central and South America, screen the offices, get to know the dentists and staff, and then connect patients from the U.S. and Canada. The patients do not pay a penny to Coyote Dental. The dentists pay us a small referral fee.

The end results? Smiling, happy and healthy people who loved their mini-adventures and saved more than a combined \$1.5 million already!

With Coyote Dental, I have discovered a way to honor my dad's legacy while helping people live their best lives. I hope that he would be proud because I certainly am.

## **Why You Should Care About Your Dental Health**

Are you tired of hearing me talk about myself? I certainly am! I am not here to reminisce, I am here to brighten your smile and help you make your future extraordinary! So, let's jump into the chair and get to work.

### The Medical Consequences of Poor Dental Health

In the United States dental care is generally not covered by medical insurance (recently Medicare is offering seniors access to limited dental benefits). Of the many things wrong with our healthcare system, this is among the top. For every adult without proper medical insurance, there are three without dental insurance. Poor oral health is an epidemic in the U.S. and the culprit, more often than not, is cost.

Oral health should be treated as a priority as it directly affects your overall health. Not taking care of your teeth and gums can even have deadly consequences. I do not say this to scare you or sensationalize the situation, only to speak truthfully.

Poor oral health does not only result in tooth decay, gum disease, and bone loss, all of which are major problems. Studies are increasingly connecting poor oral health to a myriad of other conditions including cardiovascular disease, endocarditis, pregnancy complications, and even pneumonia. Every day, new connections between poor oral health and other common diseases appear.

According to the Center for Disease Control, more than 1 in 4 Americans have tooth decay. Almost half of adults (46%) over 30 have gum disease and 9% have severe gum disease. The moral of the story? Don't be in denial, it is time to fix that smile.

### Smiling from the Inside Out- The Connection Between Dental Health and Your Overall Happiness.

Your physical health is important, but it is far from the only benefit of caring for your teeth. After spending decades in the dental field and specializing in cosmetic dentistry, I can tell you with the utmost confidence, a healthy smile will improve your life in ways you cannot even imagine. The gratitude from patients whose entire worlds changed because of the work I performed are memories I will cherish forever.

## How will your life change for the better?

You will discover quite a few ways your life will change after taking charge of your dental health. Often, those with poor dental health are embarrassed by their teeth (or sometimes lack of teeth). They become self-conscious and began spending their precious energy trying to hide their smile. Perhaps you find yourself limiting social interactions, have difficulty finding fulfilling relationships, or feel uncomfortable speaking in public settings. Taking care of your smile will have a profound impact on these issues and more.

While each patient reaps their own mental and physical benefits from fixing their smile, the following benefits tend to be the most common:

A major boost in your self-confidence. When you can look in the mirror and see that gorgeous smile looking back, you will go out into your day with your head high and smile bright. Your friends, family, and co-workers will see the change immediately, even if you are not consciously trying to act differently. You will engage more frequently and as a result, you'll find your relationships strengthening. You deserve to have strong relationships in your life because you are worth it!

You will be more attractive. I hesitate to include this because I believe all people are beautiful in their own way. Yet, I would be remiss to not share with you the many, many patients who

said that they felt much more attractive after taking care of their smiles. Also, like it or not, people judge books by their covers, movies by their trailers, and people by their appearance. Your smile is one of the first impressions people will experience. A clean, healthy-looking smile, reveals confidence and the “put together” effort that people find appealing. Why bother? Because you are worth it!

Your romantic relationships will improve. Whether married for decades or on the dating scene, my former patients have discussed how their romantic lives kicked into another gear after getting their smiles supersized. While some may see the change as superficial, I have found that it is the change within that has made the most difference. Does your smile reflect the person you are inside? The person you want to be? Your smile is the doorway to your soul. Fixing that door allows others to see the person behind. Confident, healthy, beautiful. Ultimately, feeling proud and feeling attractive is vital to heating up your love life. You deserve happiness and romance. You are worth it!

Your career may just take a jump. An interesting side effect of a healthy, new smile is the effect it can have on your career. Confidence in yourself can propel you to try harder, put yourself out there, and even more important, demand to be recognized for what you are worth. When you walk into that room, head raised high, a healthy smile on your face, and say, “I am worth it!” people listen. Thus, it is unsurprising the number of people who report having a major career shift soon after

their dental work. A raise, a new job or promotion, a career change. When given a smile boost, anything is possible. Why? Because you are worth it!

You will be able to eat again! When you go to a restaurant do you avoid certain foods that are difficult to eat? Do you find yourself having to decline food at a gathering, feeling embarrassed because you know that your teeth will not be able to handle the work? Do certain foods cause you pain because they are too cold, too hot, or too hard? Guess what? You do not have to live this way. Today, the technology is available to have you eating that steak and biting into that apple! Why limit yourself to soft foods when you can eat at the world's buffet? You are worth it!

You do not have to live with pain and discomfort. When small discomforts and aches creep into our lives, we are like lobsters in a boiling pot, not realizing just how bad it is for us. Our bodies struggle to hold these back and we spend our limited energies combatting these issues. Sore jaws, lack of quality sleep, toothache, and tension to name a few. As these build up, they tear us down. Taking care of your dental health will ease and, in many cases, completely remove the pain and discomfort. You will feel the tension that you have built up release. You will find the energy that you had believed lost forever. You deserve to have a smile that is comfortable, pain-free, and happy. You are worth it!

You may have noticed a recurring theme throughout this chapter. Yet, I am betting that for many, it is a theme that you do not necessarily believe. One of the benefits of working in so many mouths over the years is that I got to know the people behind them. For some reason, many of us do not believe that we are worth making an effort and a commitment to ourselves.

We may believe that we are not worth the effort to like or love, to hire or promote, to educate or improve the health of. This is so very wrong. So wrong that I have seen it become an epidemic. In the desire to not be selfish, we often forget to be proud of the individuals we are. That our voices and minds are valuable, important, and should be cherished. That in the end, we can only be our best when we invest in ourselves.

Investing in yourself is the most powerful thing you will ever do. Not only for yourself but for the people you care about. You are reading this book, so you know that there is a smile inside of you that is being held back. Held back by cost, by fear, by the negative thoughts that tell you that biggest lie. Yet, that is just it, it is a lie. The truth is simple. You are worth it. You are worth it. You are worth it. Invest in yourself, dust off that smile, and let us take on the world together.

## **The Top 10 Reasons to Choose Mexico for Your Dental Health**

The top 10 reasons to choose Mexico for your dental health. While I will be focusing on Mexico here, many of the reasons are true for Costa Rica, Nicaragua, and Ecuador as well.

### **Number 1: You Will Save a Ton of Money!**

Now before you get too excited, I do have a giant caveat that I feel I must be upfront about. A ton is 2,000 pounds. Depending on your dental needs, you will likely save a lot more than \$2,000. A heck of a lot more! In general, you will save up to 70% off of the cost of what U.S. dentists charge.

As you might imagine, each dentist in each location has their own prices so to obtain the most accurate quote it is best to contact the Coyote Dental Concierge for a ballpark estimate. To get a full, detailed estimate, you'll need a basic exam in the dental chair.

One word of caution, whether in Mexico or the States, once a procedure begins, a situation may change. For example, a dentist can begin, expecting to save a tooth through a root canal, only to find upon entering, that the tooth is too badly diseased. Thus, an extraction is necessary. Though not fun, this is perfectly normal and can happen from time to time. One of my favorite attributes of Mexican dentists is that they don't jump right into the big, expensive treatments. They emphasize saving your natural teeth and your money whenever possible.

Speaking of money, here is the fun part. The savings! Our clients will usually come to us with a treatment plan given to them by their U.S. dentist. In their eyes and through their voices, I feel more pain from the cost of that plan, than concern for any pain from the procedure. Many times, people will forgo treatment because it is simply not affordable. They are forced to choose between paying their rent/mortgage over their own physical and mental health. Even if they can afford it though, why should you spend more money for equal or inferior treatment? That is why a quick trip over the border makes all the difference.

Let's look at the following example:

Jessica has a toothache, has been to her U.S. dentist, and received a treatment plan detailing her needs. The plan detailed the following costs:

CT Scan- \$500

Extraction of the tooth- \$200

Implant (including post, abutment, and crown placement-  
\$5000

Bone grafting \$800

Total Cost of Dental Work in U.S. - \$6500

Jessica is debating only having the extraction done and living with the gap. She is devastated by that idea and the problems

that may arise later, but cannot afford the \$6500 fee for one tooth. She learns about dentistry in Mexico and decides to research referral companies. She reads the reviews, chooses Coyote Dental, and schedules a free Coyote Dental Concierge Call. After speaking with one of our compassionate care coordinators, she decides on our dental partner in Cancun, Mexico. The Concierge then gives her the following quote:

CT Scan- \$85

Extraction of the tooth- \$40

Implant (including post, abutment, and crown placement-  
\$1350

Bone grafting \$400

Total Cost of Dental Work in Mexico- \$1,875

Savings on Dental Work: \$4,625 (71.15% off!)

This is just one example and each dentist and each tooth are a bit different. You may be pleasantly surprised to save even more money, or you may save a bit less, but one thing is sure, dentistry just over the border will save you a bundle.

Though the numbers are fluid, let's take a look at common procedures and potential cost savings. A U.S. vs Mexico smackdown!

Note: These quotes are from Los Algodones, Mexico and are accurate as of the time of writing this book.

Here are some general cost comparisons:

Service	USA	Mexico
Examination	\$50 - \$150	N/C
X-rays	\$20 - \$250	\$15 - \$150
Cleanings	\$70 - \$200	\$20 - \$65
Fillings	\$50 - \$300	\$45 - \$55
Crowns	\$500 - \$1,500	\$300 - \$450
Root Canals	\$500 - \$2,000	\$220 - \$350
Veneers (per tooth)	\$900 - \$2500	\$350 - \$450
Extractions	\$95 - \$600	\$50 - \$250
Braces	\$5,000 - \$6,000	\$1,450 - \$2,200
Dentures	\$500 - \$3,000	\$400 - \$800
Implants	\$3,000 - \$13,000	\$1,100 - \$1,850

“All right. I'm pissed. That Mark McMahon dude told me I'd get 70% off... I got 90% off! They took care of everything in my mouth. I got a great visit. They were incredibly articulate, communicative, sensitive, and compassionate, and very responsible. So, I saved, and that's what really pisses me off. I only saved, let me think, \$2,700! That's it! In one visit!”

- “Angry” Client

Number 2- Technology Far Exceeds What You Find in the U.S.

You read that correctly! The technology you will find in many of the dentist offices in Mexico most often exceeds what you will find in the United States. Earlier, I spoke about my undercover trip to a dentist office in Nogales, Mexico. Disguised as a patient, I strolled across the border and walked the handful of steps to the office. I have had dental work done in various parts of Central America before but I was still unsure what to expect in this somewhat unfamiliar office. After all, not all dentists' offices are created equal, even in the United States.

As I stepped through the door, my eyes widened in pleasant surprise. The office was immaculate. I signed in for my appointment and was almost immediately brought back to a room for my cleaning. Now, I had been a dentist for decades so I know the technology available and how most dentist offices are outfitted. Yet, here I was, flabbergasted.

State-of-the-art everything. The giant high-definition screens, 50 times bigger than life, displaying my low-radiation, digital x-rays for a cost of only \$20. I felt as though I was watching an HD movie in my living room. The latest equipment, right there in the building, to create crowns from scratch. This office not only had everything, but it also had a few pieces of technology that I

thought was only on the market in Europe. Amazing. Yet, what does that mean for you, the patient?

Having state-of-the-art technology means you will be treated with the least invasive equipment, minimizing recovery time as well as pain during the procedure. Many of our clients are shocked when they find they didn't feel any pain at all during their procedure.

Another benefit to a fully equipped office is that the technology is already there to take care of whatever need arises. Need a crown? You do not have to make multiple appointments, wait for the crown specialist to be available, and spend needless dollars and hours. Everything is at the dentist's fingertips. The specialists, the technology, it is all in the same office.

You may be wondering why Mexican dentist offices have technology that is not found in the U.S. Well, most dental equipment is designed, built, and shipped from Europe. European dentists use the equipment daily in their offices.

There are many reasons that U.S. offices do not get quick access to the latest and greatest in dental tech. Among them, cost is a large factor. There is a different price structure in 2nd and 3rd world countries than there is in places like the U.S. This is not an uncommon practice.

Even in the U.S. the cost of identical goods can vary dramatically between states, cities, and even neighborhoods.

The same is true in the world's dental economy. Mexican and Central American dentists have taken advantage of the lower cost state-of-the-art dental technology to provide their patients with the best care possible.

"It was, frankly, the most wonderful dental care I have ever received in my 74 years! Painless root canal! Painless laser crown lengthening! And, with the help of Digital Imaging and Computer Aided Drafting and Machining, I got to watch my crown created in less than one hour! The porcelain crown was installed and the fit was perfect: No adjusting. No grinding, and no pain! The dentists and the technicians who treated us were absolutely wonderful!" -HJW

"The dentist [that Coyote Dental] sent me to was surprising to me. EVERYTHING in the clinic was totally state-of-the-art!! Way more updated than my old dentist." – B. Speck

### Number 3- Compassionate Care

As you have already learned, I am a second-generation dentist. My father practiced dentistry for decades with one core principle. Compassion. He truly cared about each of his patients as people. He became a part of their lives, if only for a couple of times per year. He took pride in teaching them the best ways to care for themselves at home so he would see them less often.

Thinking about the dental industry in the U.S. today, my dad's ideals would be met with disbelief and even scorn. Dentistry in

the States thrives on selling more. There is even a saying that is often used, “Drill, Fill, and Bill.” Sadly, young dentists are being trained on ethics by CEOs. The results are expensive treatments that are often unnecessary. Caring for the patient has given way to caring for the dollar. That is not okay. Corporate dentistry is a problem. Mexico is the solution.

The compassion of Mexican dentist offices feels like taking a time machine back to my father’s days. Yet, we get to keep all the great tech! This may be a stereotype, but from my experience and the experience of the many friends and clients I have spoken to over the years, I believe it is true. Mexicans have enormous hearts.

The experience and feeling of getting dental treatment in Mexico are difficult to put into words. Many clients come back stating that they had just received the best care of their lives. Why? The dentists in our network care about you as a person and interact emotionally as opposed to trying to take advantage of you. They work to minimize your costs, your discomfort, and your fear. They speak to you, and not at you, and they do so in a warm, friendly manner that immediately puts you at ease. Getting treated in Mexico is like having a family member take care of you.

Client after client have come back from their appointments, gushing over their wonderful experience. At the dentist! From my own experience and our clients, I thought I understood the

level of compassionate care offered in Mexico. Then, came the biggest test- my mom!

Being the wife and mother of a dentist, my mom knows her way around the world of dentistry. Dentistry was everywhere for her. She and my dad even had close friends who were dentists. Going into a new dentist office, nothing would get by her.

One day, she came to me. I had left my practice by this time and her friends had retired. Her new U.S. dentist had none of the compassion and care that she had long experienced. She felt as though they were treating her like a number instead of a person. Drill, fill, and bill. Having already begun taking friends and family over the border, I suggested Mexico.

This was not an easy sell, many times I suggested and many times she politely declined. She continued seeking quality care in the States but eventually, she agreed, "Let's try it." Together we drove down to Nogales and walked across the border. While quite comfortable in Mexico, I could tell she was unsure of what to expect from the dentist office.

My Mom's standards were so high, even I was beginning to get a bit nervous. This was not an average patient. This was my mom! This was someone in the know. Someone who lived dentistry for years. I held my breath as we walked through the front door of the dentist office and then everything began to change.

As she stepped into the warm and welcoming front lobby, I could see a tiny bit of that tension release and a trace of a smile. The office was clean, looking as nice or better than offices in the States. So far, this might be okay. Then she was greeted with a huge smile from the receptionist who took her information. The response was a balm for my mom, she felt respected and that they were grateful for the opportunity to treat her.

After a very short wait, she was escorted back to the treatment room. Not a major visit to start, but rather periodontal maintenance (a specialized, deeper cleaning for someone who has had gum disease) Rather than sit in the waiting room, I availed myself of the streets of Nogales, enjoying a bit of street food and taking in the art and items sold in stands and shops. When I returned, a complete transformation had occurred. My Mom's face was alive as she smiled and laughed with the periodontist, Dra. Mayra Sosa.

After that trip, my mom made the Nogales office her new permanent dentist office. Dra. Sosa and my mom grew close over the years. A sweet mother/daughter relationship. Sharing laughter and stories and getting to know each other well. Until the day the laughter and stories stopped.

When I told Dra. Sosa that my mom would not be coming for her treatments anymore. That she had passed away, leaving the world a little darker, a little sadder, we cried together. Dra.

Sosa told me of a special plant she had in her home. One she had for many years. It was strong and vibrant and beautiful. Yet quickly and unexpectedly, at the same time my mom passed away, the plant had died. She attached a special significance to the two events that has stuck with me to this day.

Along with great care, compassion is what Mexican dentistry is famous for. This is what Mexican dentistry gave to my mom. Compassion and a friend. Facing her fear of the unknown, rewarded her in ways she had never imagined. They had passed the Mom Test, the toughest test they will likely ever have.

On the day of that first visit, as we crossed back over the border, my mom could not stop gushing about the wonderful experience. The friendliness of Dra. Sosa, how she listened and cared about her concerns, the quality of the technology, and the expert way in which her treatment was performed. With a huge smile on her face, she stated that it had been many years since she has had treatment and care at that level.

Ultimately, though she saved money each visit, it was the compassion that won her over. Many dentist offices can perform great work, but far fewer demonstrate the compassion and care she received that day and for the rest of her days. I am forever grateful to Dra. Sosa, and to the many dentists we partner with, for treating our clients the way they deserve to be treated. As though they are special. Because they are special.

“Dr. Marco is so wonderful. He's honest, he's sincere, he's gentle, he's kind, he's knowledgeable. I told him when I left, I loved him. We were so happy with everything that Greg and I, we wanted to buy them lunch. So, we asked Lupita, I love her, and Valencia, ‘Where would you guys like to get lunch? We'd like to buy you lunch.’ She's like, ‘Oh no, no, no, you don't have to do that.’ I'm like, ‘Oh yes. We want to do it, want to show our appreciation.’” – L. Beebe

#### Number 4- Cleanliness and Sterility

By this point in the list, this topic will probably not come as a surprise. Mexican dental offices are as clean and sterile as U.S. dentist offices. This is critical in all phases of dental care but even more so during the Covid pandemic.

When Covid hit, Coyote Dental had been successfully sending patients to Mexico for their dentistry needs for years. Suddenly, the world stopped and uncertainty reigned. We received many calls questioning whether our clients could, or even should, keep their appointments.

Though we had our suspicions, we reached out to our partners and sure enough, their Covid response was well above and beyond anything you would find in the States. The office staff and patients not only wore masks, but they implemented additional sterilization procedures including adding shoe and

hand sanitizers upon entry. Additionally, they began taking patients' temperatures upon arrival. A process they began well before the U.S. implemented the same procedure. Mexican dentists were not only reacting to the pandemic; they were proactive in minimizing contact and risk.

Even during the height of the pandemic, the CDC recommended that people do not put off medical care for fear of catching the illness. Even short delays can exacerbate problems, turning simple fixes into more evasive and costly procedures. Rest assured, that whether you travel to Mexico or beyond, you will find our partner offices to be as clean and sterile as U.S. dentist offices.

“The staff was great, very friendly, and were more diligent about COVID precautions than any doctors’ offices I have been to in AZ.” - S. Rosenblum

### Number 5- Safe and Secure

Mexico is a safe place to travel for your dental needs. Let me repeat that. Mexico is safe. Over the last few decades, misinformation has cast Mexico as the evil neighbor to the south. Filled with corruption, crime, and cartels anxious to pounce upon American and Canadian tourists. I will not speak on the politics and prejudices that stoke these fears, only the realities.

In the tourist towns where our partner offices are located, crime is actually less likely than in many U.S. cities. The crime that does occur is often petty, the same as you might see in any tourist locale. By being aware of your surroundings, you are unlikely to ever have a problem visiting one of our partner offices, nor will you have a problem visiting the many attractions of Mexico. Since our founding in 2014, we have been fortunate to not have a single reported incident with any of our clients. We care about you and would not knowingly put you into a dangerous situation.

Tens of millions of U.S. and Canadian tourists travel to Mexico each year, even during the pandemic. In 2017, according to the World Tourism Organization, Mexico was the 6th most visited country in the entire world! In 2018, tourism accounted for a whopping 8.6% of Mexico's gross domestic product. Additionally, the tourism industry employs over 2.3 million Mexican citizens.

Do you believe for a second that the Mexican government would not do everything possible to keep those tourists safe? Do you believe that if tourists were not safe, that so many tens of millions of people would continue to flock to Mexico each year? Mexico looks out for tourists, period.

Yet time and again, when a comparatively minor incident occurs in Mexico it makes the headlines in the U.S. and the State Department issues warnings. What about the 1,669

children who were killed by gun violence in the U.S. in 2022? Where is the outrage there? Memphis, Tennessee is one of the most dangerous cities in the U.S.<sup>1</sup>, but that doesn't stop over half-a-million people from flocking to Graceland and having a great time. Where are the media warnings that say people should be "all shook up" over traveling to Tennessee?

The truth is that violence can happen anywhere, but we should not judge an entire nation by a few random acts. When we pre-screen the dentist offices that we partner with, we not only look at the offices but also examine the region. Just like there are bad parts of California, Florida, and Texas there are also bad parts of Mexico. Smart tourists avoid those places and so do we.

Mexico is a wonderful country filled with warm and compassionate people. Fear of a few wrongdoers would not stop you from attending a Broadway show in New York, a baseball game at Wrigley Field or even going to your local grocery store. Thus, fear should not stop you from saving thousands of dollars, improving your health, and jumpstarting your life. Best of all, you can revitalize yourself at the beach! By the end, you'll be smiling inside and out.

## Number 6- Dental Insurance Sucks

I won't mince words. Dental Insurance Sucks! You pay a monthly premium only to discover that when you need the

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<sup>1</sup> <https://time.com/6223217/homicide-rates-us-cities-2021/>

insurance, it barely covers anything. Given the importance of dental health to your overall health, there is no reason that it should not be included in your standard medical insurance. Though frankly, medical insurance in the U.S. is not much better. Frankly, it is time to shitcan your dental plan (my editor is wincing, but sometimes you have to tell it like it is).

Now, let us once again take our friend Jessica's example from earlier. I will be juggling numbers a bit so if that makes your head spin, feel free to jump right to the totals.

As we know, Jessica had a toothache and her U.S. dentist's treatment plan had the following costs:

CT Scan- \$500

Extraction of the tooth- \$200

Implant (including post, abutment, and crown placement-  
\$5000

Bone grafting \$800

Total Cost of Dental Work Before Insurance - \$6500

If you will remember, by going to Cancun, Jessica saved \$4,625 off her quoted dental costs. But wait! What about her dental insurance? Surely, that would have paid a large portion of the \$6500 U.S. bill, right? Not so fast. Let's see what her insurance would have covered.

Assuming Jessica's U.S. dentist was in her insurance company's network and that it was a "very good" plan, let's look at her coverage:

Jessica's Bill After Insurance with a \$50 Deductible and \$1,250 yearly maximum:

Cone Beam CT scan- Not covered. Jessica owes \$500

Extraction of the tooth- Insurance covers it in full after the deductible. Jessica owes \$50.

Implant (including post, abutment, and crown placement)- \$5000. Insurance will cover 50% until she reaches her yearly maximum, which, in her case, is \$1,250. Jessica owes \$3,900 (The \$1,250 annual maximum minus the amount already covered for the extraction).

Bone grafting – Not covered. Jessica owes \$800.

Jessica's Total Bill After Insurance: \$5,250

If you'll recall, Jessica only paid \$1875 by having her dental work completed in Mexico. Even with insurance factored in, she still saved a whopping \$3,375. That is not even factoring in the fact that Jessica has had to pay premiums for that insurance policy the entire time! Insurance didn't really help, right? Well, keep reading and you just might be in for another surprise.

Before I get to that surprise, let me recap. The moral of the story is that even using insurance with an in-network dentist, you are still spending up to three times the cost by getting treated in the U.S. Also, I want you to think about something. Jessica's story is about one tooth. One tiny tooth. Imagine what her savings would be if she needed even more work. This is not just big savings; this is life-changing savings.

Before I move on from this topic, here's the big surprise. I just trashed U.S. dental insurance and for good reason. However, guess what. If you travel to Mexico or beyond for your dental needs, your U.S. insurance company might still pay! That's right, though you might need to submit the claim yourself, many insurance companies are allowing patients to create claims for out-of-network providers in other countries!

For one last time, let's look at Jessica's Mexico bill:

CT Scan- \$85

Extraction of the tooth- \$40

Implant (including post, abutment, and crown placement)-  
\$1350

Bone grafting \$400

Now let's look at her bill after using her out-of-network insurance benefits:

CT Scan – Still not covered. Jessica owes \$85

Extraction of the tooth – Covered after her deductible but as the cost is actually cheaper than the deductible, Jessica only owes \$40.

Implant (including post, abutment, and crown placement)- Insurance pays 40% (\$540). Jessica owes \$820 (which includes the remaining \$10 deductible).

Jessica's Total Cost Including Insurance: \$945

Jessica's Total Savings: \$4,305

I have thrown a lot of numbers at you, so I will make the conclusion as simple as possible. Jessica saved big! Gigantic! Amazingly enormous savings! Enough to take multiple vacations, pay off student loans, pay down her mortgage, or just save for her future. Insurance may not be there to truly help you, but having your dental work done in Mexico certainly will. Your insurance can be the cherry on top!

“I needed some gum repair and my Tucson dentist brought in a ‘specialist’ and told me it would cost \$4,300.00 for the repair. I told my insurance agent about it & he referred me to Coyote Dental...I followed through and had the work done on my gums by a great dentist and it cost me \$600.00!”

-D. Jordan

Numero Siete- No Spanish Required.

Hola amigos! While I love the Spanish language and speak it fluently, one of the common concerns I hear from potential clients is their fear that they will not be able to effectively communicate with their doctors. Guess what? It does not matter if you know Spanish, because your doctor and his staff are fluent in English.

In fact, many of the dentists we partner with lived and went to college in the U.S. In truth, teeth are universal and a dentist doesn't need to be able to speak your language to effectively treat you. There really isn't a whole lot of talking when someone's hands are in your mouth. While our partner dentists have varying degrees of fluency, they all do their jobs expertly. Part of our process in finding partners is to identify those whose staff and dentists speak English.

Though you will find plenty of English speakers both in and out of the dentist office, I believe that is important to try. To show respect for the native language and shed the U.S. prejudice that says that everyone should speak English. Even a few words can go a long way. Here are a couple I often find useful.

Buenos Días – Good morning.

Dónde está la playa- Where is the beach?

Cerveza- Beer.

Margaritas and Carne Asada Tacos- Definitely words you'll want to learn.

Muchas gracias- Thank you.

## Number 8- No Passport, No Problem!

Are you excited about the idea of saving thousands of dollars by having your dental work done in Mexico's state-of-the-art dentist offices, but you are concerned about getting over the border? Well, let's get to the tooth of the matter. Oh, come on, I'm allowed one dental pun, right? Right?

Every day, our clients walk across the border without a passport. Some, without even a driver's license. How do they do that you ask? Won't they be stuck in Mexico forever, forced to consume those delicious carne asada tacos while sipping a margarita? Wait, why is this a bad thing again?

Good news, you can have your tacos and tequila. You can transform your smile into something bright and magnificent and walk back across the border with NO PASSPORT. If you want to, that is. No pressure either way.

By parking on the U.S. side of the border and walking across, you can come and go with a birth certificate, a driver's license, or even an expired passport. Despite what you find on government websites requiring a valid passport to cross, practically speaking, it is not enforced when you're on foot. We have had numerous conversations with the border patrol and they have confirmed this fact. Nobody gets stuck at the border and nobody gets left behind. While it may take a little extra

time, when walking across the border, a driver's license or birth certificate will bring you home with little to no hassle. We have even had clients who returned to the States even though they forgot to bring any ID.

Even during Covid, the border was never closed for essential services like Medical and Dental appointments. There is nothing stopping you from getting high-quality, affordable dental care that leaves you with a healthy, beautiful smile!

Note: Be aware that if you are flying to a destination in Mexico, you will in fact, need a passport. Walking across the border, no passport, no problem.

"I love my new smile... I was able to cross the border without a passport. I just had my ID and birth certificate and was able to walk into Mexico. The dentist office was right there on the other side of the border. Coming back, they checked my bags and stuff, but I told them I was at the dentist and they were like, right on... I recommend anybody that needs a lot of dental work done to go down there."

Laurie H.

Tip: If you do have a passport and plan to cross the border frequently, consider a Global Entry card. For the cost of \$100 for a 5-year card, you will breeze through customs and reduce the amount of time waiting in line

tremendously. Some travel credit cards will even reimburse the \$100 fee.

### Number 9- Offices are Pre-Screened by an American Dentist

Just steps over the border or near pristine beaches you will find amazing dentist offices with state-of-the-art technology and compassionate care. Yet, for many, there is still that nagging uncertainty that plagues us whenever we try something new, something adventurous. Just as in the U.S., there are many poor dentist offices throughout the world. I myself went to dental school with people I would not let touch my mouth with a ten-foot toothbrush. How then, do we brush aside the bad ones to find the bright, shiny ones?

When I created Coyote Dental, many friends and family asked why a former U.S. dentist would recommend leaving the country to get their dental care. My answer was always the same, because it is better.

After decades of practice, I recognized where U.S. dentistry was failing and witnessed first-hand, the benefits offered by traveling for care. As a traveler and an adventure seeker, I have done more than explore these countries. I have lived in them. I met and interacted with the locals, ate at their dinner tables, and played with their children. I immersed myself fully and completely.

Using that passion and experience, I have approached Coyote Dental in much the same way. Each of our clients is referred to an office that we have personally screened. We examine them both as a doctor and as a patient. Is this an office where we would send someone we care about? Because for each of our clients, we do care.

I expect an unparalleled level of service, compassion, and technology and if an office does not meet my qualifications, I do not consider it for partnership. Both from a business and moral standpoint, I refuse to offer our clients anything less than the best.

We are in constant communication with the dental offices and encourage feedback from our patients. With that knowledge, we can ensure the quality of both our referrals and the patient experience. While no business is ever perfect, I have been amazed at just how professional and caring our partner offices have been, and am excited when I send new patients to their doors.

### Number 10- Tacos, Tequila, Pharmacy, and Fun

We've discussed the money and the tech, the compassion, and the cleanliness. We dove into the chaotic mess that is insurance and the invisible line in the sand we call the border. Now it is time for some fun. Latin America is a blast!

Whether you are just going across the border for a day or using some of those huge savings for a much-needed vacation, you'll have the opportunity to have some actual fun along the way. You did the work, now it is time to play!

From the vibrant and colorful art to the stands selling crafts and souvenirs, you cannot help but be swept away by the culture, charm, and friendliness of our neighbors to the south. Enjoy some tacos from a street vendor or sip tequila on the beach. Listen to traditional music or meet new people. Explore rainforests, search for wildlife, and climb volcanoes. Your trip to the dentist is also an opportunity to reach beyond yourself and immerse yourself in a colorful, energetic world.

Then, before you leave, head down to the farmacia (pharmacy). There you can fill any needed prescriptions for a fraction of the cost of U.S. prices. That's right, more savings for more tacos and tequila!

Tip: Mexico is not just a great place to save on dental care, pharmacies, and tequila. Friends of mine call Nogales, Mexico, the "8<sup>th</sup> Wonder of the World." There, you can save money on everything from veterinarian bills, auto repair, eyeglasses, and even medical care, including emerging Cancer treatments not yet available in the U.S.

Number 11- Bonus! There is No Tooth Fairy.

#11 in a top 10 list? Consider this a bonus piece of advice. There is no tooth fairy. No one is coming to your rescue. Not your insurance company, not your U.S. dentist, not the U.S. government, not even your mom. While we're available to help you with the research and to guide you toward a great dentist, it is up to you to make the commitment and take action on your own dental health.

If you are waiting for others to propel you forward, you'll be waiting a long time. So, pull yourself up by your bootstraps and take charge. You are worth the effort. Make it.

## **Dentistry: At the Border or At the Beach**

Where will your dentistry journey take you? That is up to you! If you live near the border, then one of the border towns is perfect for your routine dental needs. If you are a flight away, you may want to consider one of our vacation locations at the beach. Why not work on your smile from the inside out?

Treatments such as implants will require at least two separate trips, so factors such as vacation time may come into play. If you are short on vacation time, dental work may qualify as sick time. Though you may not want to post too many pictures of you lounging on the beach, staring out at crystal blue water, and sipping margaritas.

If you are not certain whether the border or the beach is the better option for you, a Coyote Dental Concierge Call will help you identify the best location for your particular needs.

**Tip:** While this book focuses primarily on Central and South America due to their close proximity, amazing costs, and outstanding care, dental tourism exists all over the world. From Spain to Thailand, from Malaysia to Turkey and so many others.

Central and South America is filled with beautiful locations and amazing people. They also have many phenomenal dentists. I have scoured these lands for the very best. With my high standards, only the greatest will make the cut. Plus, someone

will have to make sure the margaritas are mixed properly. Oh, the burdens one must bear to share great dental care! Now, let us explore some locales together and help you discover where your journey will lead.

## Mexico

Mexico! A vibrant, amazing country that is home to 128 million people. From the mountains reaching into the sky, pristine beaches, and landscapes that include both deserts and rainforests, Mexico is far more than most people realize.

History resonates from the land. The capital, Mexico City is the oldest in the Americas. Standing upon the ancient Aztec capital, Tenochtitlan. There you will find 13th-century Aztec temples, Baroque cathedrals, and art from some of the country's most renowned talents such as Diego Rivera and Frieda Kahlo.

Many from the U.S. are familiar with the border towns. Places that are known for cheap souvenirs, rambunctious parties, and college spring breaks. Yet, over the years, these towns have become so much more. They have become an answer to a crisis plaguing the United States. Affordable healthcare.

As insurance and pharmaceutical companies strengthened their stranglehold on the American consumer, the citizenry finally said that enough was enough. Increasingly, patients have sought help and answers in these border towns. "Farmacias" sprang up, offering people the same medications for a fraction

of the cost as they'd find just miles away. Prices that are so low, that even people with insurance would make the trip down.

This wave, however, has not altered the U.S. medical landscape. According to Rand Corporation, a global policy think tank, prescription drug prices in the U.S. are 2.56 times higher than in those of other countries. Which leads to the question, why are we paying more for the same medicine?

That question also rings true for dentistry. Why pay more when you can find much more compassionate, affordable, high-quality dental care in Mexico?

## **At the Border**

### Nogales, Mexico

Nogales, Mexico holds a special place in my heart. Nogales lies only 70 miles south of Tucson, Arizona and has a bustling population of over 264,000 people. In many ways, Nogales has changed dramatically over the years. In other ways, it remains the same Nogales I knew in my youth.

For many Arizonans, Nogales was a town you'd visit for a day. Strolling the streets and haggling with store owners over blankets, sandals, sunglasses, and purses. A group of friends could load up the car with only \$20 in hand and have a day of fun, followed by a night of music, drinks, and partying. From

delicious food, colorful and friendly locals, and interesting street art, Nogales was a simple and special town.

Nogales, like many cities, has had its ups and downs. Today, it is flourishing as snowbirds, tourists, and locals flock to the border town for compassionate and outstanding dentistry.

The majority of the tourist district is situated right on the border, making it simple for visitors to park on the U.S. side and simply walk across the boundary between our two countries. There, the dentist offices are mere steps away, making for an incredibly simple experience. Pre-pandemic, every day more than 30,000 U.S. visitors crossed the border seeking low-cost prescriptions, and medical and dental care.

While you can easily get in and out of the dentist office and back across the border, it is worth taking some time to explore the tourist streets. You will find the area to be quite safe, with a large, yet subtle police presence. The streets are filled with shops and restaurants to satisfy your every curiosity. Again, try the tacos. Trust me on this one. Yum!

The best way to get to one of our Nogales partner dental offices is by driving and parking on the U.S. side of the border. Arizonians find it to be an easy and enjoyable trip. If you are coming from further away, you'll likely want to fly into the Tucson, Arizona airport and drive just under an hour to the border. The airport is small and relaxed but has many flights throughout the day.

Tucson is quickly becoming the gateway to dentistry in Mexico. A wonderful town with plenty of amazing sites to explore, it is impossible not to be charmed by the natural beauty and friendly people. While there, you will want to check out the outstanding Arizona Desert Museum, take a ride on the Sabino Canyon Recreation Area tram, or drive through the majestic cacti of Saguaro National Park.

A trip to Tucson and Nogales will provide amazing dental services for massive savings in a laid-back environment. Fun, food, adventure, and exploration. All with a bright, beautiful smile. What more could you ask for?

Tip: Love golf? In addition to the many outstanding courses in Tucson, you may want to stop in Tubac, Arizona on the way to Nogales. Kevin Costner's film, "Tin Cup" was filmed at the Tubac Golf Resort and Spa which offers a great golfing experience in the desert. Afterward, enjoy the many hiking trails and historical museums that explore the wonders of the west.

### Los Algodones, Mexico (Molar City!)

Los Algodones sits just across the border from Yuma, Arizona and Andrade, California, and is one of the most interesting little towns on the planet. Why? Well, its nickname is "Molar City" if

that gives you a hint. For me, Los Algodones is like Disneyland for dental patients.

In the northeast corner of Baja, California, Los Algodones has more dentists in a four-square block than anywhere else on the globe. With over 350 practicing dentists, Americans and Canadians flock to Molar City for low-cost, quality care.

While Los Algodones certainly offers the typical tourist shopping experiences and some great local food, there is no question the focus is on dentistry. From the moment you cross the border, you can expect to be approached by hustlers from the various offices competing to offer you deals and get you to go to their employer's establishments (not an issue in Nogales). While this may be disconcerting to some, rest assured, a simple "no, thank you (no, gracias)" is all you need. These are simply hard-working individuals looking to promote their businesses and have always been very friendly.

Tip: Most of our clients opt to park on the U.S. side of the border and walk across. However, there are quality accommodations available on both sides. Better yet, one of our partner office's facilities includes a hotel, providing a seamless experience for both your dental care and accommodations.

You may be wondering how you will possibly sort through 350 dentists to find the best one for you. Great question and you are right to ask. There are some outstanding dentists in Molar

City. There are also many mediocre dentists and some you would want to cross the street to avoid. Differentiating between them is challenging as you cannot easily tell from the advertising or building quality. You need someone who has been inside these offices, spoken with the dentists, and examined the equipment. That is where Coyote Dental comes in.

Tip: Tremendous competition in Los Algodones is a double-edged sword. You will discover great low prices but remember the adage, you do not want to bargain shop for brain surgery or parachutes. The same is true for dentistry. This is not the time to jump at the lowest bidder. With our help, you will find great care AND huge savings.

Los Algodones is a mecca for those seeking outstanding care at ridiculously cheap prices, but jumping in without a plan will likely result in headaches. Do your research, or have us do it for you and you will be happy you did.

As you might expect, Los Algodones is best for those with a specific purpose. Why you can enjoy shopping and dining during your visit, you are likely only there for one thing. To get your smile fixed. This isn't so much a vacation destination as a solution destination. For vacation destinations, read on!

Tip: While Los Algodones is known as Molar City, it is also known as a great place to get inexpensive glasses and prescriptions.

## Tijuana, Mexico

When you hear the name Tijuana, certain images may come to mind and those are rarely related to teeth. Just south of San Diego, California, in a metropolitan area of more than 2 million people, lies a complex city. A city rich in culture, yet currently struggling with crime and corruption. Why then, is it on our list of dental hotspots? Let me explain.

Tijuana is incredibly convenient for those living in San Diego. In fact, it is considered the busiest border crossing in the entire world. Additionally, the dentist offices in Tijuana are simply outstanding. State-of-the-art facilities with compassionate staff that take care of you every step. They will even go so far as to meet you at the border to escort you to their office.

Tijuana's crime rate tends to be heaviest outside of tourist areas. Thus, for those seeking to cross the border during the day for dental treatment and return before nightfall, their experience is generally quite safe.

With dental offices spread throughout the city, creating a navigation plan is essential. We've sent many clients to Tijuana, and to this day, we have never had an incident. For the thousands of Americans who venture into Tijuana for their dental needs, the city is a solid, if occasionally chaotic answer to their pain, both dental and financial.

Unlike Los Algodones, where outstanding dentistry is the main draw, Tijuana offers a ton of great options for the adventure seeker, the culture lover, bargain hunters, and foodies. Silver jewelry and leather goods are just some of the bargains to keep an eye out for.

Tip: If you would like to extend your dental trip to include a little fun in the sun, the resort town of Rosarito is less than 20 miles from Tijuana.

Like Nogales and Los Algodones, visitors will often travel by car to the border and park on the U.S. side. They will then walk, or take public transportation across the border. At the time of writing, secure parking was \$7 per day during the week with a rather big bump on weekends.

Choosing to walk over the border does involve a fair bit of walking (about 15-20 minutes) and a decent size hill so be aware if you have mobility issues. The border crossing itself will generally take between 20-40 minutes depending on the time and day. We have had reports of it taking up to a couple of hours however and recommend checking on the day of travel.

Another option is available for those flying into San Diego. The San Diego Trolley will take visitors right to the border. The light rail system only takes 45 minutes for just a few dollars each way. A real bargain! Note, however, that the city of San Diego can be quite expensive for tourists.

You also always have the option to drive over the border, though be aware that it can take significantly longer to get across the border in a car. Additionally, be aware that driving in other countries requires purchasing special car insurance for the trip. For these reasons, I recommend that if you rent a car, it is much easier to park on the U.S. side and walk or take public transportation across. The Turismo Express shuttle, picking up at San Ysidro on the U.S. side, will take you directly to Tijuana. The cost is \$10 per person roundtrip and departs every hour until 7:00 PM daily. This also helps minimize the occasionally long wait at the border.

The final option for getting to Tijuana is to fly directly into Tijuana's, Tijuana- General Abelardo L. Rodriguez Airport. This is the least cost-effective method and will still require you to obtain public transport to the offices. I would recommend crossing by foot, public transport, or car over choosing to fly directly into Tijuana. Frankly, there are much better places in Mexico to fly into.

I say all of this not to scare you away from Tijuana, but to make sure you understand what you are getting into. For many, including all the happy patients returning to the U.S. with beautiful smiles, Tijuana offers a wonderful answer. However, if you would prefer an easier, relaxed atmosphere then you will be much happier in Nogales or Los Algodones.

Tip: The Global Entry program is particularly excellent at helping alleviate the long wait times when coming back across the border.

## At the Beach

### Cancun, Mexico

Cancun! Spring Break! Party time! Right? Surprise, Cancun is so much more than its reputation. Okay, it is also a great place to party, but people are “raving” about the dental care occurring in Cancun every day.

Cancun rests in the famous Yucatan Peninsula, sitting on the shore of the southeastern part of Mexico along the Caribbean Sea. With a population of just under 900,000, Cancun is an ideal dental destination and is particularly perfect for those seeking a trip that is part medical and part vacation. Hey, why not use some of those massive savings towards a few days in an all-inclusive resort, sitting on pristine white-sand beaches and crystal-clear blue waters?

Cancun is often listed as the number one destination for U.S. citizens traveling abroad. Cancun International Airport offers relatively inexpensive direct flights from most major U.S. cities. With shopping, a vibrant nightlife and beautiful beaches, Cancun has something for every traveler. For dental tourists, the city offers even more.

Dentists in Cancun cater their practices directly to U.S. and Canadian dental tourists. In doing so, they recognize the travel needs of their patients and created a system to provide outstanding, fast, and efficient service. As in our other locations, you will often find specialists all contained in one office. What might take multiple appointments in the U.S. may only take one in Cancun.

Cancun is especially popular with east-coast patients. At the time of writing, a flight from Miami is under \$200! Chicago, as little as \$225. Boston \$280. How many vacation destinations offer a flight to their tropical paradise for under \$300? Best of all, the savings you will receive from your major dental work will most likely pay for the flight, the all-inclusive hotel, the restaurants, and more. Then when you come home, you will find that you still saved thousands and have a brand-new smile!

Another benefit of Cancun, like our previous partner cities, is that, as a major tourist destination, it is quite safe. With only moderate common-sense practices, you, like most of our clients, will find Cancun to be warm, welcoming, and wonderful.

Saying that, Cancun is not for everyone.

While Nogales, Los Algodones, and Tijuana are all easily accessible by vehicle, you will be undoubtedly flying into Cancun. Many of our dental partners offer services that will pick you up at the airport and take you to your hotel or straight

to the dentist's office. They will also transport you from your hotel to the office. The idea here is not so much for safety as it is to make your trip as convenient and stress-free as possible. There is no reason to rent a car to drive into the city if you are enjoying a low-cost, all-inclusive luxury resort on the beach!

Flying in means more upfront costs. Thus, the more costly the work is, the more you will be saving. Major dental work such as implants, crowns, and veneers will save you big bucks.

If you are seeking a true dental tourism experience, you definitely won't go wrong with Cancun or its neighbor to the south, Playa del Carmen.

### Playa Del Carmen

About an hour south of Cancun, rests the resort town of Playa Del Carmen. Offering many of the same benefits as Cancun, Playa Del Carmen is significantly less crowded. Think of the beach location as Cancun light. Perfect for those who want a laid-back version of the hipper and louder city to the south.

Those who visit Playa Del Carmen fly into Cancun and rent a car to make the one-hour drive. The highway in between the city is well-traveled and safe.

Tip: One of our partner offices even has an attached hotel to make your trip planning even easier!

## Cabo San Lucas, Mexico

Perhaps the Caribbean is not right for you. Maybe you are from the west coast or you prefer the rocky coastlines of the Pacific Ocean. If that's the case, look no further than the resort town of Cabo San Lucas. Sitting at the southern tip of the Baja California peninsula, Cabo is known for its pristine beaches, a plethora of water activities, and its vibrant nightlife.

In Cabo, you can find everyone from partygoers to A-list celebrities. After your trip to the dentist, perhaps you would like to spot whales at El Arco. Explore a stunning natural rock formation. Visit the favorite spots of wildlife enthusiasts and snorkelers. Does simply laying on the warm sands of Playa Del Amor sound appealing? Perhaps followed up by delicious, freshly-caught, seafood at a restaurant overlooking the ocean? Cabo is so magical you might just forget you traveled there to go to the dentist.

Cabo San Lucas greets more than 3 million tourists every year, with most arriving by air and others by cruise. You may also be surprised to know that the Baja Peninsula, and Cabo in particular, are havens for U.S. and Canadian expats. Given the tourism and locally established residents, safety is a top priority. Many of our first-time clients are surprised by how comfortable they felt in Cabo. Even more comfortable than in many U.S. cities.

Flying into the Cabo San Lucas International Airport is easiest. There are non-stop flights from many major cities throughout the States.

As with most of our locations, many of the dental offices will arrange to pick you up for your appointment if you need the additional reassurance. However, I find it very easy to get around in Cabo by renting a car, walking, or using public transportation. I would recommend against taxis if you can help it, as they are expensive and generally unnecessary. Uber is a much cheaper option, though is still relatively new to the area so make sure to check on the latest regulations on where they are allowed to pick up and drop off. Downtown Cabo is very tightly knit and makes navigating the town quick and easy.

Tip: Unlike in the U.S., taxi rates, road or water, are usually negotiable.

### Puerto Vallarta, Mexico

Ready for another beautiful beach location? Then meet Puerto Vallarta! This resort town sits on the shores of the Pacific Ocean and is often found near the top of the safest cities to visit in Mexico. Known for its beautiful beaches and all-inclusive resorts, Puerto Vallarta is also a great spot if you want to mix a little dental work with your vacation.

**Tip:** Puerto Vallarta is also known as being one of the most lgbtq friendly cities in Mexico.

Visitors will often arrive by plane at the Licenciado Gustavo Díaz Ordaz International Airport. A large city, Puerto Vallarta has a good bus system and Uber is active as well. If taking a taxi, remember to always negotiate the rate before getting in the vehicle.

The city is broken up into zones, each with its own vibe. Zona Romantica sings with cobbled streets and colonial charm. This is the perfect spot if you are seeking intimate restaurants and quaint art galleries. For those seeking an active nightlife, you might prefer Zona Centro. Filled with boutique hotels and galleries, bars, nightclubs, and restaurants lining the waterfront. Visitors hit the beach by day and the clubs at night.

**Tip:** If you are a classic movie aficionado you may want to check out Zona Sue where the film “Night of the Iguana” was filmed.

Of course, no destination is perfect without great dentistry and Puerto Vallarta has plenty of options. Best yet, one of our amazing dental partners just opened a brand new, state-of-the-art dentist office in Puerto Vallarta!

**And Beyond**

We have been to the border and to the beach, but what of the rest of the world? The “And Beyond” is an ever-expanding world of dental possibilities. Some, we have already dipped our toes into, others, we are gazing at with eager anticipation. The following are just a few of these locations. Keep in touch on social media and the Coyote Dental website and you will be the first to know when we form exciting new partnerships.

## **Costa Rica**

### San Jose, Costa Rica

If you are a travel junkie, then you probably already know that Costa Rica isn’t just the current hot spot, it’s a volcano of awesome. Tropical rainforests, amazing beaches, mountains, national parks, biodiverse wildlife, eco-friendly tourist adventures, I can go on and on. San Jose is the gateway to this magical place and the home of some outstanding dentistry.

As you touch down at the San Juan Santamaria International Airport, you quickly find the charm of the vibrant city of 340,000 people. You will likely find yourself strolling down Avenida Central, a pedestrian street downtown filled with restaurants, shops, and entertainment. Perhaps you’ll wish to take a free walking tour of the city’s wonders or spend an afternoon in the Museo Nacional de Costa. Whatever you choose, don’t be surprised to be struck by the charm and friendliness of the people and the city.

While San Jose is a great base, most who travel to Costa Rica are looking to either hit the beaches or hit the parks. For those arriving for dental tourism, they will often schedule their appointments around those vacation activities.

Tip: We also have partner offices in a few of the beach towns!

San Jose, as well as most of Costa Rica, has a strong tourist presence. This makes traveling to the region quite safe so long as you take the proper common-sense precautions. Petty crime is still an issue and, as is the case in most big U.S. cities, there are neighborhoods you'll want to avoid. For the traditional tourist areas though, you are unlikely to run into problems.

San Jose is also quite inexpensive to fly into from the U.S. and Canada with many tickets, including non-stop flights, under \$300. Due to its massive increase in popularity, Costa Rica is nowhere near as inexpensive for hotels and restaurants as it used to be, but you can still find a great deal. Especially compared to hotel costs in the States. Fortunately for you, the dental prices remain excellent. While not as low as our other offerings, you will still easily save up to 50% off U.S. prices.

## Nicaragua

Managua, Nicaragua

If you're like many, when you hear Nicaragua, your mind may immediately go to the troubled country from the 1980s. Yet here we are, forty years later and we're adding Managua, Nicaragua to our dental destinations list. Nicaragua is an absolutely beautiful country. The Pacific on one side and the Caribbean on the other, surrounding a country filled with lakes and volcanic mountains. There are an incredible 19 active volcanoes in Nicaragua. An adventure seekers paradise. A beach lover's paradise. A dental patient's paradise.

Managua, sitting at the base of Lake Managua is the capital of Nicaragua and is home to approximately 1 million people. Our clients arrive at the Augusto Cesar Sandino International Airport. Many who choose Managua for their dental needs will often only stay in the city only during their treatment. Not because Managua is bad, but because the rest of the country offers so much more.

For the vacation portion of your trip, the choice is yours. Surfing the Pacific shores, sipping cocktails in the Corn Islands on the Caribbean, hiking up a volcano, or going on a Nicaraguan "safari" to spot monkeys, sloths, jaguars, and ocelots. There truly is something for everyone.

You will also find that the Nicaraguan people are exceptionally kind and welcoming to tourists. While Nicaragua is one of the poorest nations in the Americas, the fact has not brought down the spirits of the locals. They are proud of the beauty and

culture of their home and are happy to share the experience with new friends.

Due to the economy in the country, Nicaragua is also incredibly cheap. You can easily find \$3 meals and entire Airbnb apartments in the biggest city in the country often go for less than \$40 per night. This of course extends to their dental offices, which provide outstanding care at a fraction of the cost you'd expect.

Once again, as you will need to fly into Managua, this location is best served by those who need substantial dental work. Though depending on your needs, you may just find that combining a fabulous vacation while saving some money off a little dental work is well worth the price.

We have heard incredible things about dentistry in Nicaragua. While we do not currently have any partner offices in the country, we are expecting to add locations soon!

## Colombia

As I write these words, I am about to leave my friends in Bocas del Toro, Panama and journey south to Cartagena, Colombia for a week-long wellness retreat. After the week, refreshed and re-energized, I look forward to spending time in the historic city that lies on the Caribbean Sea and exploring the dentist offices I

have heard so much about. I'll also be hitting the salsa clubs to see if those salsa lessons were worth it!

Though it may feel like it was yesterday when we heard stories of the violent cartel and cocaine-fueled violence in Colombia, those stories are now decades old. Over the years, Colombia has transformed into a destination for U.S. expats and tourists from all over the world. Colombia's major cities, Bogotá, Medellín and Cartagena have also become good destinations for dental tourism.

Tip: With a population of just over 1 million people, Cartagena boasts outstanding cuisine, excellent shopping, and a vibrant cultural scene. The city itself is a UNESCO World Heritage Site. You will likely feel as though you have stepped back in time as you wander along the cobblestone streets taking in the colonial architecture and character of the Walled City (El Centro).

As with most cities in Latin and South America, the tourist areas within Colombia are normally quite safe, even safer than many cities in the U.S. Of course, petty crime such as pickpocketing and unscrupulous taxis can be a problem, but with simple precautions and awareness, you can avoid most issues.

For example, in Cartagena, most visitors choose to stay in The Walled City, Gestemani or Bocagrande. Each has its own vibe and each is relatively safe so long as you do not, "no dar papaya." This is a local saying that translates to, "don't give

papaya.” Meaning, don’t flaunt expensive jewelry or technology and thus attract the pickpockets. While the city has taken steps to curb the annoyance, like any big tourist area, it still occurs.

Recently, Colombia has become especially famous for its outstanding dentistry and particularly in its expertise with porcelain veneers. Colombia is known for making some truly incredible veneers at staggeringly low prices. Up to 70% off in many cases!

While we do not currently have partner offices in Colombia, with their high-quality and low prices, I believe it is only a matter of time before we’re sending clients to this fantastic city.

## Ecuador

### Quito, Ecuador

Last, but certainly not least, is Quito. The capital of Ecuador sits at 9,350 feet above sea level, resting at the foothills of the Andes Mountain range, Quito is one of the first UNESCO World Heritage sites. This honor is well-deserved. Stepping through the streets of Quito is like walking back in time. With century-old churches and cathedrals, amazing museums, and beautiful parks, you’ll find yourself inspired everywhere you turn. Plus,

the views from atop this high city are nothing short of spectacular.

Sadly, Quito has fallen on hard times. The impact of Covid has had far-reaching effects and Quito is no exception. I have spent a great deal of time in Quito over the years and was saddened by my last visit in 2022. The economy suffered, tourism slowed and the result was a city that was dirtier and more dangerous than I had experienced. I was advised not to go out walking at night and had numerous questionable encounters.

In difficult times, we must look to the heart of the people. The hearts of the people of Quito and Ecuador remain strong. They are friendly, generous people who love to share their piece of the world with tourists. There is no question in my mind that there is massively more good in Quito than there is bad. Quito will rise again; of that I am certain.

When it does, we will happily send clients back to the charming city. Exploring the markets, enjoying the fabulous food, taking in the museums and architecture, and interacting with those diverse and friendly locals.

Quito is also a good starting point for a trip to the famous Galapagos Islands. A place where you will see flora and fauna you can't find anywhere else in the world. With massive tortoises, playful sea lions to hundreds of species of birds, the Galapagos is a nature lover's paradise.

Whether frolicking with sea turtles in the Galapagos or dining on decadent chocolates in Quito, Ecuador is a location that has something for everyone. Once its ship is righted, we will be excited to partner with the outstanding dentists in Ecuador.

Tip: While the ease, quality, and savings have Americans flocking to Mexico, there are other “And Beyond” locations for those looking for affordable, quality dental care. Panama, Hungary, Thailand, Spain, Indonesia, Malaysia, and Poland to name a few!

## **Flying for Dentistry- Is it Worth it for Minimal Dental Work?**

Now that you have learned about the many locations in Central and South America where you can find amazing dentists, you may be wondering whether it's worth the cost to upgrade to a vacation destination. Flying into one of our featured destinations includes significantly more expensive than a trip to the border. Is it worth the extra cost? Just because you do not need a mouthful of veneers does not mean the trip can't be financially and mentally beneficial.

Do you only need a root canal and a single crown? In Mexico, you can expect to save as much as \$1600 off U.S. prices. Considering there are currently airfares to Cancun for under \$200, you will have a lot of money left over! Would you rather give it to your dentist or treat yourself to an all-inclusive beach vacation? I will leave that up to you.

## **Looking Mexico in the Mouth. Common Fears and Misconceptions**

As is often the case, we as humans, fear the unknown. I would like to take a moment to talk about the many misconceptions Americans have about Mexico. To dispel your concerns, I have gathered a few of the typical fears new clients share with us at the beginning of their process.

Having worked with thousands of clients, I would have expected a myriad of concerns. However, that is usually not the case. Most of the misconceptions and fears fit within the following:

### I've heard that the medical establishment in Mexico is terrible.

Nothing could be further from the truth. As I mentioned earlier, among U.S. citizens, Mexico is the 4th most visited country in the world for medical tourism. They are 1st in Dentistry. With a world full of options, U.S. citizens choose Mexico for their healthcare needs. They do so not just for convenience and cost, but because they are being treated by highly-trained, compassionate doctors in state-of-the-art offices.

That is not to say that Mexico doesn't have an image issue. The infrastructure (roads, construction, etc.) are of a significantly lower standard than the U.S. When walking to the dentist, you may find yourself wondering what you have gotten yourself into. Yet even in those areas, magic can happen. That hole-in-

the-wall taco stand may look terrible but have the best tacos you have ever eaten.

Then you arrive at the state-of-the-art dentist office and the difference between it and the surrounding areas is almost shocking. Yet there it is. As good or better than the U.S. for a third of the price. Yet what truly makes dentistry in Mexico stand apart is that compassion.

For some, it can be hard to reconcile those differences if they do not understand the politics, the tourist industry, and where the money flows. Dentistry is big money, even if for us, it is at a huge discount.

Mexico is not safe. It is full of gang members, cartels, and corrupt officials.

Have you been to Chicago lately? Detroit? St. Louis? Baltimore? While certain segments of the media like to sensationalize crime in Mexico, the truth is not as sensational. Just as those cities named above, Mexico has good areas and bad areas. As we pre-screen offices, we look closely at the crime rates. In some instances, we have chosen against partnering with an office due to concerns we have about the area.

Minor crimes like pickpocketing can happen anywhere, but violent crime in heavily tourist areas in Mexico is not any more common than in many U.S. cities. You will find higher crime rates in areas where cartels are active, but even they do not

want to mess with the influx of tourist money. Tourist areas are also helped thanks to a friendly and subtle police presence in these areas.

For example, in Nogales, there is a 10-block tourist radius around the border where the dentist offices are located. Police and locals watch out for everyone, both tourists and businesses. The tourists are their livelihood and they do not take that for granted.

While I cannot claim that nothing could or would ever happen in any of our locations, I can say that we have sent thousands of clients south of the border and have yet to have an incident. Using basic common sense and awareness of your surroundings, as you would in any big city, should be more than enough to allow you to focus on your smile and not your fears.

You cannot eat or drink anything in Mexico because you'll get sick.

I am so glad this is not true because Mexican food is delicious. I eat there all the time and love me some tacos. Just as with the crime example above, there are places where the food is cooked properly and others where it is not. Check out the health code violations from your own U.S. city and you will likely find more than a few places to avoid there as well. If you stick to well-reviewed establishments and trusted referrals, you should be just fine.

One reason some people find themselves getting upset stomachs is due to the presence of unfamiliar bacteria in the food. Bacteria that your stomach is not used to. This can happen in any country. Not everyone's stomach is the same though. I travel throughout Latin America frequently and have always been able to fully enjoy the local cuisine. If you are concerned, you can check with your doctor or favorite supplement store and let them know that you're heading to Mexico. They should have some preemptive suggestions to help manage any queasiness you might encounter.

As for the water, it is worth being extra careful. The bacteria in the water will probably make you feel ill. The good news is that bottled water is available everywhere down there. Even dentist offices use advanced filtration systems to purify water. So, prepare, be smart and you should be able to enjoy your time and your tasty tacos.

Nobody will be able to speak English. I could get lost and have no way out.

There is an interesting fact about U.S. citizens that many outside the U.S. find laughable. Many of us do not know how to speak anything besides English. Guess what? Much of the world can speak multiple languages fluently. This is particularly true in cities and tourist areas. You might be surprised to find that many people speak English as well as we do. From grade seven on, English is mandatory in Mexican schools.

Should you venture into rural areas, having some basic Spanish is helpful, however, in the areas where our partners reside, you will have no problemo. Also, as I mentioned previously, the dentists in our partner offices are often quite fluent in English and if there is any concern about miscommunication, it does not last long, as their staff is bilingual.

## **Procedures, Treatments, and Medical Mumbo Jumbo: What They Are and Are They Worth the Trip South of the Border**

One of the first questions I am always asked at speaking engagements is, “Is dentistry in Mexico right for me?” By the end of my presentation, they are usually convinced about the technology, compassion, and savings opportunities that they will find in our partner offices. What they are uncertain of, is whether they need enough dental work to justify a trip to the border or beach.

The answer? It depends. What do they need to be done? Where do they currently live? If you live in Tucson, Arizona, driving to Nogales for a couple of fillings could save you big. Flying from New York for bitewing x-rays? Probably not worth the trip.

As a dentist, I would never recommend a treatment or procedure that I did not fully believe the patient needed. Now, as the Founder of a dental referral agency, I see no reason to change that ideology. Hence, the creation of the Coyote Dental Concierge.

I wanted to make it as simple as possible to determine whether a client would benefit from traveling south for their dental needs. During your free call, a highly trained and compassionate member of my team will get to know you. All of you. Your dental needs, your concerns, your fears, basically

everything about your smile including how to make it bigger and brighter.

The free assessment will enable us to direct you to the best of our thoroughly screened dental partners to meet your needs. Or, in a few cases where the client does not have much work to be done, recommend staying in the States. You are our top priority. Once it is determined that you would benefit from traveling South (the vast majority of our callers), that is where the fun begins.

Whether near the beach in Cabo or a quick trip to Los Algodones, from the rocky coast of Cabo San Lucas to the shores of Cancun. We find the location, the service, and the cost that fits your needs. All without you having to spend a dime.

How do we get paid? We are a referral agency so each time we refer a client to a dentist, we get a small referral fee. The fee is the same regardless of the dentist you choose, so it doesn't factor into where we send you. If you are not happy, we are not happy, so we do everything in our power to ensure we have researched, visited, and screened only the best partner offices.

Will you benefit from traveling to Mexico, Costa Rica, or beyond? Let's look at some common treatments and procedures as well as the cost-benefit of having them done internationally. Please note, that prices vary from office to

office. For a more specific quote for your individual needs, you will want to schedule your free Concierge Call.

### Cleaning

There are two primary types of cleanings. Regular cleanings generally occur every 6 months, and periodontal maintenance cleanings will often occur every 3 months.

Regular cleanings are usually covered in full by dental insurance. If you do not have insurance, it is not unusual for a cleaning to cost up to \$200. That is up to \$400 per year in the U.S. In Mexico, the price for a cleaning ranges from \$40- \$65. If you require two cleanings per year, you could save as much as \$360 a year by traveling south of the border.

While that is indeed a big discount, if you are flying in from Minnesota twice a year to be able to get those treatments, you probably won't be saving any money. If you are, please give me the name of your travel agent, because that is an awesome flight deal. However, if you happen to live in one of the border states, it might very well be worth the drive.

Periodontal maintenance is essentially advanced cleaning for people with deeper gum pockets. The goal of these treatments is to get deeper into the pocket to remove anything that can cause decay and inflammation. Once removed, often the gums will tighten into a healthy pink and the pockets will be

significantly smaller. This treatment usually takes longer than a general cleaning, though it is also completed in a single visit.

Most dental insurance will cover patients for the majority of periodontal-cleanings up to four times per year. If you do not have dental insurance, periodontal cleanings may cost \$200-\$300 per quadrant in the U.S. In Mexico, this deeper clean will run approximately \$150 per quadrant.

Over a year, that is a potential savings of \$600. However, that also means four trips across the border. If you live in a border state, then it is probably a great idea but on the east coast, not so much.

### Teeth Whitening

Teeth whitening is a cosmetic procedure that is not normally covered by insurance. Over time, our environment will change the color of our teeth. Coffee, tea, smoking and even the food we eat can transform your pearly whites into yucky yellows. This is where teeth whitening treatments come into play. Restoring your teeth to a fresher, whiter look.

In general, teeth whitening is safe and effective, especially when done in a dentist's office. Doing it too often, however, can lead to unwanted side effects such as tooth sensitivity, and damage to enamel and gums. The effectiveness of over-the-counter options varies.

If you do decide to get a whitening treatment you can expect to pay an average of \$650 per visit in the U.S. Some require multiple visits and again, insurance doesn't normally cover the treatment. Fortunately, we have Mexico!

The average price of tooth whitening in Mexico is \$140. Want to throw in a cleaning and it is \$160 total. All told, expect to save about \$500 over the U.S. office. Is this enough to head to the border or the beach? If you are close to the border, then absolutely! On the other hand, if you will need to fly in, then you need to determine if the savings and beach vacation is worth the additional costs. A quick call to our office can easily give you the knowledge to make the best decision for your needs.

### Restorative Procedures: Fillings, Root Canals, and Crowns, Oh My!

As we progress down the list, you will see the savings begin to increase dramatically. Especially as many of these procedures work in concert during a dental visit, quickly upping the bill and turning your toothache into a wallet ache.

Tip: Getting that treatment plan from your local dentist, while not necessary, can offer you a head start. Knowledge is power and that first opinion will provide you with a great starting point. You will now be able to compare

costs, research alternatives and examine dental travel opportunities.

### Fillings/ Cavity Treatment

Cavity treatment is one of the most common treatments in dentistry. When a patient has a cavity, dentists will go in, remove the decaying portion from the tooth and fill in the hole with a composite resin. The goal is to keep your tooth healthy and in your mouth for the rest of your life.

In the U.S., the average cost of a single filling varies based on the type of filling used and the location in your mouth. The average cost can be up to \$300 per tooth. In Mexico, you can currently expect to pay between \$45-\$55 per tooth for tooth-colored composite fillings.

\$250 worth of savings per cavity is definitely worth a quick trip to the border. If, however, you believe that you may have multiple cavities, flying to one of our beach destinations may also be a good option. A call to the Coyote Dental Concierge will provide a ballpark estimate that will help you determine which location is best for you.

### Root Canals

A cavity goes through stages. Initially, it will start on the top layer of the enamel, then it will progress to the middle layer,

called the dentin. A bad cavity will reach the nerve tissue causing pain and misery. When this happens, then the best way to save the tooth is to perform a root canal.

A root canal is a procedure created to relieve pain from an abscessed or infected tooth. Inside of your tooth, there exists soft tissue called pulp. The pulp is filled with nerves, blood vessels, and connective tissue. During a root canal, the pulp is removed, the surfaces inside the tooth are cleaned and disinfected and the space where the pulp used to be is filled. The tooth is now saved.

The root canals of my youth used to be dreaded by patients. So much so, that much of that fear still lingers today. Today's root canals are nearly always painless and relatively easy. Well, until you get to the bill that is.

In the U.S., the average cost of a root canal is between \$700 and \$1500 per tooth. Ouch! Well, just as today's root canals are less traumatic than days past, Mexico's root canals are significantly better than the U.S. The average cost for a root canal in Mexico is between \$220-\$350. That is a savings of up to \$1,150! For one tooth. For the identical procedure.

U.S. costs are exorbitant but wait, the cost doesn't end there. Generally, after getting a root canal, the next step is to place a crown on the tooth. Is your wallet hurting yet? If not, it will be shortly.

## Crowns

Crowns have two main purposes, the first is to protect a weak or damaged tooth. The second is to cover an implant (more on that later). Dental crowns are permanent caps that enable the patient to get full functionality out of their damaged or missing tooth. Most crowns are made of porcelain to mimic the look and texture of our teeth. They are often covered by insurance, but generally at only 50%. That does not factor in the patient's annual maximum.

On average, the cost of a single crown in the U.S. can be as high as \$1500 per tooth. At those prices, we will need a crown for our wallets and purse, because they will certainly be damaged. Yet once again, in steps Mexico for the win. In Mexico, the average price for a crown is \$300-\$450. Same materials, same quality, cheaper prices. The savings just keep growing.

Being treated in Mexico for a root canal and a crown for a single tooth will easily save you over a thousand dollars. Even better, most of our partner offices have the specialists and technology on hand to create your crown in a single day. That's right, you come in, get your root canal then get scanned for your crown. You will then wait while your crown is being created. Right there in the office! Then you will have it placed on the very same day!

Many U.S. dentists do not have the ability to make crowns on-site and the root canal specialist (endodontist) is often not in

the same office. Meaning that you will have to deal with many visits to accomplish what you can in Mexico in a single day.

Mexico is clearly the superior choice, but is it worth the cost of making the trip? Let's take a middle-of-the-road estimate and do the math.

Root Canal and Crown Estimate in U.S.: \$2100

Root Canal and Crown Estimate in Mexico: \$660

Total Savings: \$1,440

\$1440 would pay for airfare, hotel, and car with some to spare. You could likely pay for an entire vacation, and get your tooth fixed, all for the same price as you would pay at your U.S. dentist. How is that for minimizing pain and maximizing comfort?

### Dentures

Dentures are an important part of the dental health of patients who have had their teeth removed but cannot afford implants. Mexico offers outstanding quality dentures for a fraction of the price. What are dentures though and why are they important?

A denture is a form of prosthesis that replaces missing teeth and surrounding tissues. They can be partial (top or bottom) or full. Unlike implants, dentures increase the rate of bone loss. They are not as stable as implants so can be loose and even fall out. Additionally, they do not offer as strong of an ability to

bite. However, they are the cheapest available option for full or partial teeth replacement. They will help you maintain your facial appearance while also allowing you the freedom to chew and feel comfortable with your smile.

Weighing the many options, benefits, and concerns is important as you move forward in your choice. Speaking with your referred dentist about the best option for you is recommended. While the cost savings for implants and veneers in Mexico is staggering, some choose to go the denture route when they need a less expensive option.

In the U.S., the average cost for dentures ranges from \$600-\$5000. The wide range in price is based on quality and the dentist and lab that you work with. The same is true in Mexico, though the cost is much lower. The average range for dentures in Mexico is between \$400- \$800.

While I would always recommend implants, bridges, or veneers for those with missing teeth, I recognize that financial difficulties may make those out of reach, even at 70% off. In the case where a patient must choose to go the route of dentures, Mexico offers affordable but high-quality solutions. In the right office, you will be able to get high-quality dentures that are as good or better than you will find in the States.

## Periodontics

Periodontics is a specialty in dentistry that focuses on the support of your teeth, namely, the gums and bone. Periodontal disease is an inflammatory disease that affects that support. Millions of people have some level of periodontal disease and, when left untreated, it can progress into a serious health issue. Gingivitis is the most common form of mild periodontal disease and according to the CDC, affects “nearly half of adults aged 30 years or older.” Periodontal disease is the leading cause of tooth loss. If you have been told, or suspect that you have periodontal disease, you should get treatment as soon as possible to help prevent the condition from worsening.

There exist multiple treatments to help treat periodontal disease and those can be quite expensive. Many put off treatment because they cannot afford the expense. Only to discover years later, the full ramifications of that decision may result in losing many, if not all, of their teeth. Once again, Mexico offers another, better option.

The treatments for someone suffering from advanced periodontal disease are uniquely tailored to the patient. For your specific situation, a basic exam is a great way to see where you are at and what treatments would be best for you. For the sake of cost comparison, I will look at two of the more popular procedures: Scaling and Root Planing and Gum Surgery.

Scaling and Root Planing may sound scary, but it isn’t anything to be afraid of. Think of it as a very deep cleaning. The more inflamed the gums are, the deeper the pockets they form can

be. Over time, bacteria can grow in those pockets and infect the tissue. For many people, general dental cleanings and a good home brushing and flossing regimen will prevent the bacteria from taking hold. However, in cases of periodontal disease, that is not always the case. Sometimes, your brush bristles just can't get deep enough.

Using either manual or more often today, ultrasonic equipment, your dentist will remove the plaque and tartar built up both above and below your gum line down to the bottom of that pocket. They will then "plane" or smooth out, the roots of your teeth. The combination will help heal the inflammation and allow your healthy gums to attach more firmly to your teeth.

In the U.S., scaling and root planing will cost anywhere between \$150 to \$450 per quadrant. For an entire mouth, that could be up to \$1,800. In Mexico, the same treatment can be had for as little as \$140 per quadrant or \$560 for the entire mouth. A savings of up to \$1,240!

Gum surgery is for those requiring more advanced periodontal work. In some cases, these are recommended if scaling and root planing do not fix the problem. Two of the more common gum surgeries are traditional osseus surgery and LANAP. Osseus surgery is a surgery done with a local anesthetic. The surgeon will cut your gums surrounding the troubled area, clean and remove any bacteria and repair the damaged bone.

This surgery requires stitches and it takes about a month to fully heal.

The cost of osseus gum surgery ranges greatly depending on the office and the location(s) in the mouth. In the U.S. you can expect to pay as much as \$1100 per quadrant, while in Mexico you can expect to pay \$250.

An alternative, and more popular procedure, is LANAP which stands for Laser Assisted New Attachment Procedure. While traditional gum surgery requires cutting the gums with a scalpel, using graft material to reshape the damaged bone, and then stitching the gums to allow for healing. LANAP offers a kinder, gentler, non-invasive alternative. No scalpel, no stitches. A laser is used between the gums and the bone and attacks the source of the inflammation without damaging the surrounding tissue. Less pain, less sensitivity, less gum loss.

Sounds great right? Well, until you get the bill. While there is a wide range of prices in the U.S., you can expect to spend at least \$6,000 for a full mouth (some dentists charge up to \$15,000). Well, guess what? This high-tech procedure is available in Mexico! The cost of a full mouth LANAP surgery? About \$800. That's right, if you need LANAP, you'll save thousands! In fact, the cost of full mouth advanced LANAP surgery is cheaper than one quadrant of the traditional osseus surgery in the U.S.

Additionally, after LANAP surgery, the dentist may recommend wearing a nightguard for a few months to help protect the work they've done during the healing process. In the U.S. a custom guard from a dentist office can easily cost \$500. In Mexico, you can expect to spend closer to \$100. Cha-ching! Another \$400 in savings.

Both types of gum surgery will usually require follow-up visits to make sure you are healing well. However, the fact remains, you will still save big by heading south of the border.

Tip: Periodontal treatments often require follow-up visits, so those living close to the border will likely see the biggest savings opportunities.

### Orthodontics and TMJ

Orthodontics is the branch of dentistry that specializes in tooth alignment. When your teeth and jaw are misaligned, even slightly, issues can occur. Everything from frequent headaches, tooth pain, facial irregularities, and other more serious conditions. An orthodontist will diagnose the issue and suggest treatment. Everyone from children to adults benefit from proper alignment. However, there exists a variety of viable treatments to reach that goal.

You may have heard the term TMJ disorder. TMJ stands for temporomandibular joint. That is certainly a mouthful! This

joint connects your jawbone to your skull and acts as a hinge. Problems with the joint's alignment can be hereditary or caused by other factors such as injury or even arthritis. A TMJ disorder can lead to a myriad of issues including chronic pain, gum inflammation, and erosion of the teeth. Even issues such as sleep apnea and depression are related to TMJ cases.

If diagnosed with a TMJ disorder, there are several treatments available. Depending on the practitioner you visit, you may hear that orthodontics, such as a bite guard or braces, will be the best choice. A cosmetic dentist may believe that veneers are the best alternative. Getting opinions from multiple professionals and becoming fully educated is the best way to make an informed decision.

### Braces

The most common form of orthodontics is one that you are likely familiar with, braces. Braces act by placing constant pressure on your teeth and jaw bones. Over time, they will adjust your smile to a healthier position and treat TMJ issues. The average patient will wear braces for anywhere from a year and a half to two years. There is generally some moderate discomfort when first getting braces. Periodic tightening is also necessary to continue the realignment. This usually occurs every six weeks for most patients. The periodic tightening will often cause moderate discomfort for a few days after.

Since you require appointments every six weeks for almost two years, you might think that this type of procedure is only good for those who live close to the border. While those patients will see the largest monetary benefit, let's break down the costs.

In the United States, braces can average \$6,000. In Mexico, the range is from \$1400- \$2200. That is over \$4,000 in savings! Depending on where you live and your schedule, it might be worth looking into to determine if it is worth the hassle of so many trips.

### Aligners/Invisalign

An alternative to traditional braces is aligners. Companies like Invisalign have swarmed the market with aligners that are completely replaced, by you, every six weeks. Aligners have changed the playing field in orthodontics. Have an important business meeting, date, or another big event? You can simply take them off.

A patient can get the aligners straight from the company or through their dentist or orthodontist. You get the impressions of your teeth either at home or at the dentist office. To ensure accurate measurements it is always better to have a dentist involved in the process. You will then receive a box of aligners for each stage of the treatment. Being checked by a dentist or orthodontist to ensure that there are no complications is still recommended every 4-8 weeks.

Aligners do have some detractors. Orthodontics is all about proper alignment and some dentists argue that aligners don't provide the same control as they would have with manually adjusted braces. While technically true, that hasn't stopped dentists and orthodontists all over the U.S. from prescribing aligners. Another negative to wearing orthodontics, is the need to wear a retainer for the rest of your life after treatment. Initially, it will be close to 24/7 though, after a period of time, it will mostly be while you are sleeping.

"[I was] going back every month to have the braces adjusted and that was like \$50. My little grandson in California was having braces at the same time. \$250 every time they went back." -Mary Ellen

### Implants

Implants! Now we get into the huge, life-altering, money savers. A dental implant is a prosthesis that is implanted into your jawbone. An implant looks, feels, and acts like a regular tooth. For people who have missing teeth, implants are often life-changing. Our clients are more confident, eat what they want and generally feel better about themselves physically and emotionally.

Implants are a mainstay in dental tourism and will offer one of the biggest savings of any dental procedure. How do implants

work? In our original teeth, there is a root structure, similar to a tree, that is attached to the bone and comes up into the tooth. An implant uses a metal post in place of that root. Then, a crown is attached to the post. Tada! New tooth. This is an example of a single-tooth implant.

If you're missing all of your teeth you might prefer implant-supported dentures. In that case, you will get a smaller number of implants, usually four or six. Then dentures are either fixed or snapped on.

Fixed dentures are screwed onto the implant and are stronger than traditional dentures. They are much less likely to fall out of your mouth or be loose. Snap-on dentures simply snap onto the implant.

There are pros and cons to both fixed and snap-on dentures. Fixed requires more maintenance to keep clean. Snap-ons are not as secure in the mouth but are cheaper. Many patients prefer fixed over snap-on dentures due to the secure and natural feel in the mouth, but both are viable options.

For those who have a single missing tooth, a single-tooth implant may seem like the best option and often it is. When getting an implant, having healthy teeth surrounding the missing tooth is always preferable. However, if the surrounding teeth are not in great shape, do not fret. A bridge will help, not only for the implant but for the health of the surrounding teeth. With a bridge, once the implant is placed and secured, the new

tooth will be mounted along with two connected crowns that will cover and protect the surrounding teeth.

As you can see, implants are a strong option for those with one or many missing teeth. While implants work best for those with healthy jaw bones, if you have bone loss, they may still work for you. In the case of insufficient bone at the bottom of your mouth, the dentist will use what is called a bone graft to help build up the bone.

If there is not enough bone in the upper part of your jaw, the procedure needed is called a sinus lift. A sinus lift is a type of bone graft. If there is not enough bone, to protect the sinus cavity, dentists will build up the bone before placing the implant. Both procedures can take significant time as the graft needs to completely heal and “take” before placing the implant.

Understanding a patient’s bone depth is critical to the success of implant placement. In the U.S. it is common to require a CT Scan as traditional two-dimensional x-rays are not sufficient to adequately measure the thickness. These scans can run as high as \$500 in the U.S. In Mexico, these scans are often free as part of the initial exam.

With or without a graft or sinus lift, implants will generally require two trips to the border or the beach and multiple visits during those trips to complete. However, when you are receiving compliments on your gorgeous new smile right before

digging into some delicious food, you'll know that it was worth it!

In the U.S., a single implant can run anywhere from \$3,000-\$13,000 per tooth. With \$5,000 being a common price tag. In Mexico, a single implant averages between \$1,100 and \$1,850. While prices vary depending on the quality of the materials used, location in the mouth, and by each office, you can expect to save around \$4,000 per tooth in most cases. A low-cost exam and diagnosis will provide you with exact quotes before making your decision.

\$4,000 is a lot of savings for a single tooth and worth a couple of trips to the border or the beach. The bigger savings comes when a patient requests multiple implants. Many of our clients have saved tens of thousands of dollars! That's right, TENS OF THOUSANDS. Your choice is a U.S. strip mall or sitting on the beach fanning yourself with tens of thousands of dollars? I know which I would choose!

### Veneers

My passion for cosmetic dentistry inspired much of my career as a dentist. When I stepped away from my practice, the changes in technology to create veneers were in their infancy. Today, I am beyond excited by the advancements in the field. Digital technology has leveled the playing field. No longer are

the best smiles only created in Beverly Hills, now they are available in Main Street, USA.

Along with implants, veneers are perfect for dental tourism and offer incredible savings opportunities. As one of the more popular alternatives in cosmetic dentistry, celebrities throughout Hollywood have embraced them over the past decade and there is a great reason why. But what exactly are veneers?

Veneers are thin shields that are bonded to your teeth to improve their appearance. They are usually made of porcelain or a resin-composite and look and feel like real teeth. For people who have broken or chipped teeth, or just don't like their look, veneers can give them a bright, fresh smile.

In the beginning, resin-composites were the go-to material in the veneer world. To create excellent resin veneers requires a dentist who is also an artist. They will sculpt the veneers by hand around the patient's teeth and the material would be hardened by light. Great skill is needed to be able to create realistic, strong resin veneers. They are as much a work of art as a work of dentistry.

Today, porcelain veneers are all the rage. As the technology for bonding porcelain to the tooth structure advanced so did the market. Although resin still has its place, porcelain is a superior material in that it is stronger and lasts longer.

Resin veneers are generally said to last between 5-10 years while porcelain will last 7-20. In some cases, much longer. Where the dentist's skills are crucial to successful resin veneers, porcelain is also highly dependent on the lab in which they are created. A digital scan will be taken of your mouth, measuring precisely the size and shape needed. These will be sent to the lab to create the veneers, which will then be attached to your current teeth by the dentist.

Of course, stronger materials come at a higher price. In Mexico, resin veneers will cost \$100-\$200 per tooth whereas porcelain is often \$300-\$450. In the U.S. those same porcelain veneers will cost anywhere from \$900-\$2500 per tooth. As to how they will look, if they are both performed at an expert level, the finished product of each will be natural and beautiful.

Tip: I never recommend getting veneers in increments. When placing veneers, the dentist will blend the color with what is around it to provide a natural look. That is problematic if you want 10 veneers but only want to get 5 at a time. The best strategy is to complete them all at once so the color is exactly as white as you'd like.

Which is right for you? That's a tricky question and one that will require further discussion. There are not a lot of dentists (though we know a few), that can expertly handle the complexity of full-mouth resin veneers. Yet resin has its advantages. Fortunately, our partner offices offer warranties

for any issues that may arise. Anywhere from one year to a lifetime!

In my opinion, veneers offer a much better alternative to certain patients than crowns. My heart breaks each time I hear of young people who seek to replace their healthy but unattractive teeth with crowns. Too many dentists see a chipped or broken tooth and immediately jump to the crown. There exists a better option that is both aesthetically pleasing and preserves more of the original tooth.

Crowns require that the dentist grinds down your original teeth, sometimes to only a nub. That grinding will likely lead to many problems in the future. Do not let your dentist jump to this solution for you! In many cases, veneers are both the conservative and healthier path to take for your smile, your health, and your wallet.

In certain situations, I am a proponent of porcelain veneers as a great cosmetic alternative to crowns. Thus, my standards as I examined the offices in Mexico and beyond were incredibly high. What I discovered was quite remarkable. Once again, state-of-the-art technology, faster turnaround times, and outstanding compassionate care and cost.

Patients will sometimes get a single veneer but often they will get 6-10 or more for a consistent look. When veneers are done poorly, they look fake. When done well, you cannot tell the difference between the veneers and natural teeth.

There are benefits and challenges to each type of veneer, but the most frequent concern is cost. In the U.S., the cost of a veneer for a single tooth ranges from \$900- \$2500. In Mexico, the same service costs between \$350 and \$450. You can save upwards of \$2,000 per tooth. Need 10 done? That is \$20,000 in your pocket!

A dentist with the right technology in place can normally create and place veneers within a short time, you can have the work done in a single trip with just enough time to lay out at the beach, sipping a margarita and watching the dolphins frolic in the ocean waters.

Tip: When finding a dentist that specializes in veneers it is crucial to look past the advertisements and find the real story. How long have they been doing veneers? Are there reviews? How are their patients doing five years later? This is one area you want to do your research or let someone like Coyote Dental do it for you.

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These are just a few of the many treatments offered in Mexico and beyond. Every person's needs are different and your treatment, costs, and savings will vary based on your individual health concerns and location. One thing is certain though, you will save a lot of money while getting quality, compassionate care.

## **Holistic Dentistry (Integrative, Biological)**

Holistic dentistry. Many are intrigued by the idea; others simply want to understand what exactly it entails. Therefore, I thought I would spend a few moments discussing that area of dentistry and how, if at all, dentists in Mexico can help meet your holistic needs.

Holistic dentistry is a term that means different things to different patients and even different dentists. As such, it is not a well-defined area of dentistry. You may also hear it called, integrative or biological dentistry. Not all holistic providers offer the same services and some dentist offices do not offer them at all. Dental schools do not typically offer advanced degrees in the specialty though they do offer both courses and continued learning training.

So, what is holistic dentistry? That is a tricky question in an ever-evolving field, but currently, the most frequent questions fall into one of five categories. Each of the below, represents an area that currently has some level of debate in the medical and patient communities:

1. Replacing silver fillings “amalgams” and the process used to accomplish that task.
2. Avoiding the use of fluoride.
3. Alternatives to root canals.
4. Implants and the types of materials used.

## 5. TMJ and bodywork.

### Silver Fillings

Silver fillings are the dinosaur in the industry and were the standard for 150 years. The ADA points out that they have been a safe and effective way to fill cavities during that time. The truth is that the mercury in silver fillings is poison. Though the amounts released are microscopic and deemed harmless by the ADA, the reality is that very few if any dentists still use it. This is true in both the U.S. and Mexico.

The methodology for removing silver amalgams is much discussed in holistic dentistry. The method used by many of our partner offices in Mexico is to remove the silver amalgam using a rubber dam that isolates the filling, as well as suction to help eliminate the potential spread of the mercury vapor inside. Some holistic dentist offices, however, use expensive equipment that claims to be more efficient at removing the mercury vapor.

While safe removal of the mercury is key, I believe that the more expensive procedure is overkill and an un-needed expense for the patient. Of course, each patient must do what they believe is best for themselves.

For me, utilizing the rubber dam and suction is a great method for safely removing silver amalgams. In fact, I currently have silver fillings in my mouth from years past. When those fillings

start to break down, I too will seek to replace them with composite resin and will do so utilizing the rubber dam method.

## Fluoride

Fluoride is used as a topical treatment and is often included in products like toothpaste, mouthwash, and for 63% of U.S. citizens, tap water<sup>2</sup>. Fluoride is also disbursed as an internal treatment in the form of supplements. Patients seeking to avoid fluoride often look to holistic dentists for answers and alternatives. Why?

Fluoride in most of its forms is poison. Saying that, there is no doubt that fluoride can make your teeth healthier. In small doses, it will have a positive addition on a person's dental health routine. The science agrees with the benefits, but I also understand those worried about trusting the government to determine how much fluoride is acceptable in the water they drink. For that reason, I won't take a side in the debate.

For those who wish to avoid fluoride, the key, like in all of dentistry, is to educate yourself. To understand what exactly you want and don't want. Then, use that knowledge to find an office that can meet your needs. The Coyote Dental Concierge is an excellent free resource to guide you on that holistic journey.

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<sup>2</sup> <https://www.cdc.gov/fluoridation/statistics/2018stats.htm>

## Root Canals and “Alternatives”

Overall, root canals, when done properly, have a pretty good track record. However, the dentist is essentially embalming a tooth and leaving it in your mouth. They take out the internal organ inside the tooth and replace it with a form of plastic similar to latex called, gutta-percha.

From one point of view, that tooth is now dead. That being said, even if the tooth is dead, it can still serve its purpose and can stay in your head for the rest of your life. Is it now a source of infection in the body? Some, say yes. However, the only alternative is to extract the tooth and put in an implant. What would I do if my option was between a semi-natural alternative or inserting a piece of metal in my mouth? Well ultimately, the root canal is the more conservative, less expensive, and less invasive choice. If all things were equal and the tooth structure was good and strong, I would choose a root canal for my own dental health.

Dentistry in Mexico tends to be conservative in that they always try to preserve your original tooth whenever possible. Both for your dental health and to save you money. Saying that, speak with your dentist and let them know your concerns and most will work with you so long as it does not endanger your health.

## Implants- Titanium vs Ceramic

The questions relating to implants generally come down to the material being used. Titanium vs ceramic. Not quite Godzilla vs Mothra but close. Titanium is far and away the most common material used today. It is also the best material to use due to its strength. Why is strength so important?

Besides the obvious wear and tear chewing has on teeth, the structure of an implant has multiple forces working upon its structure. Though much progress has been made, this is still difficult for ceramic to hold up to at this time.

Why then are people even considering ceramic? There are two primary reasons. First, ceramic implants are more natural, harmonious, and compatible with our bodies. Sadly, the technology is not perfected and the engineering and mechanical issues have yet to be resolved. At the time of this writing, ceramic implants are not widely available, though they have been approved by the FDA.

The other reason is that though titanium is hypoallergenic, some people are sensitive to metals and prefer the more natural alternative of ceramic. In the future, ceramic may become the standard as technology improves. Until then, patients will have to do extra legwork to find a dentist that uses them.

## TMJ and Bodywork

You may recall that we discussed TMJ during the section on orthodontics. Not surprisingly, this area of dentistry makes an appearance here in the holistic section. Why? Because by its nature, traditional orthodontics is somewhat barbaric when dealing with TMJ issues. Before the arguments begin, let me explain.

The temporal mandibular joint is one of the most complex joints in the human body. I explained earlier how the joint is a hinge for the jaw. However, it is not a fixed hinge as your jaw can not only open and close but also move left and right as well as forward and backward. Essentially, a ball and socket hinge. Pretty remarkable really.

Being that complex, if you have tension in any of the muscles that control your jaw, you can throw off the harmony. Once the harmony is off, the problems begin. In the old days, when a young patient would seek to have their teeth straightened, orthodontists would shove the jaw back into the child's face so that the ball would be forced to the back of the socket.

The orthodontist would even go so far as removing healthy teeth to help with the repositioning. The alignment would be better but at a cost. Strained muscles, altering the child's facial structure, and health issues that can arise that continue into adulthood often with crippling results. The problem is that your jaw wants to be in the position that your genetics dictate. Even if that position is problematic. However, by barbarically forcing

a change to the jaw these dentists created new problems. Some practitioners still perform this practice today.

The holistic alternative is bodywork. A huge percentage of those seeking bodywork had previously had orthopedic treatments and have had serious, crippling side effects. A practitioner of bodywork will create a mouth guard/appliance and perform therapy to allow the patient's jaw to get relief from the constant pressure of being misaligned. To ultimately fix a serious case the patient will likely need a full mouth reconstruction. This may involve braces, crowns, bridges, or implants and is a complex treatment that will involve a team of experts. The result is a healthier bite without the need to severely stress the joint.

Tip: Fortunately, in Mexico, you can usually find that entire team working together in one location.

As the field of dentistry evolves it can be difficult to filter out the plaque from the tooth. Or truth. I have great respect for those who seek to live healthy, holistic lifestyles. I also hold great respect for the peer-reviewed studies whose decades of research have led us to common practice procedures. Dentistry is changing and many of the practices of holistic dentistry will not harm the patient. In many cases, some of these practices are already included in traditional treatment.

I recommend using your best judgment and gaining knowledge from reputable sources. While not all the offices in Latin America offer holistic dentistry alternatives, there are a few that do. Contacting the Coyote Dental Concierge or contacting each dental office individually (which sounds like a lot of extra work), will help you determine which offices will perform the services you desire.

## **Success Stories**

I have had the privilege of helping thousands of clients save thousands of dollars all while returning home with a brilliant new smile. Over the years, I've heard many amazing stories and I'd like to share just a few of those with you. First, let's meet Greg and LuAnn.

### Greg and LuAnn

Greg and LuAnn reside in Milwaukee, Wisconsin. Their smile journey began with a stressful trip to the dentist. Greg discovered that his dentist wanted \$7,998 for just one implant. Greg, who hoped to get a lot of work done, knew that was not going to happen. LuAnn was also looking to improve her smile so while researching alternatives for the couple, Greg stumbled across Coyote Dental and the many “outstanding” Google reviews and inspiring success stories.

Traveling to Mexico for dentistry was not something they had ever considered before, so of course they had many questions. After multiple discussions, they decided to give Mexico a try. “Everything you guys said went just as planned. I mean, where to park, how long it would take, what to do. The prices were exactly what I was expecting,” says Greg. He also loved the fact that he was able to play a couple of rounds of golf in Tucson during the trip.

A plane ride later and Greg's smile had transformed. "I got two implants and eight veneers for less than what my dentist was going to charge me for one implant." As for LuAnn, "I was very nervous. I was not getting an implant. I was not, I had my mind made up.... I have an implant now. I couldn't even feel it. I felt nothing from the start to the finish. Not even the needle going in, nothing. It's amazing.... I will be back for anything I ever need."

LuAnn and Greg were thrilled with the dental work and even more thrilled with the price. Yet, it was the compassion that stood out for them. LuAnn confided in us that, "My dentist was so wonderful. He's honest, he's sincere, he's gentle, he's kind, he's knowledgeable. And I mean, I told him when I left, I loved him. You know, I did."

In the end, LuAnn and Greg discovered the solution to their dental needs in Mexico and had a wonderful experience along the way. This is precisely the reason I began referring patients to Mexico. To me, excellent prices are the cherry on top of outstanding treatment. However, it is the heart that elevates the experience to another level. The compassionate care for a patient as though they were family, because that is how we should always treat them.

### Mary Ellen

Mary Ellen began her journey with a fractured tooth. Not a particularly difficult fix, but the senior citizen knew that she had

more issues than just one tooth. Yet she was ready to commit to improve her dental health. What Mary Ellen was not prepared for, was the runaround she got from U.S. dentists.

After visiting multiple specialists, none of whom offered a viable solution for her needs, she realized she may need to think outside of the box. The final straw came when a dentist informed her that they would need a C-T scan that, not only do they not do in the office, but that insurance wouldn't even cover. The cost? \$300.

The C-T Scan she knew, would likely reveal issues that would cost even more money. Mary Ellen reached out to us for help. Shortly after, Mary Ellen was crossing the border into Nogales, Mexico. There, there was no need to visit multiple locations, the dentist had all the equipment and all of the specialists in one office. The cost to Mary Ellen for her C-T scan? \$70.

**Tip:** In certain Mexican dentist offices, the C-T scan is included with the cost of an exam.

Sure enough, Mary Ellen was right, she needed substantial work done. She decided, due to the extreme savings and great feeling she had in the office, that she would get all of her dental issues fixed. “There was never a time where I felt uneasy about anyone or anything.... Everything was, very clean and state-of-the-art.... I didn’t interact with anyone there who wasn’t kind and caring.”

Over the course of a year, she got braces to correct a known bite issue, had her fractured tooth extracted, and received three implants. One to replace the fractured tooth and two others for areas she had not been able to take care of previously.

The extraction was “practically painless” and the healing and treatments went perfectly. The braces corrected the bite and allowed the dentist to place the implants. “I was going back every month to have the braces adjusted and that was like \$50. My little grandson in California was having braces at the same time. \$250 every time they went back.”

By the time Mary Ellen’s journey was complete, she spent “a total of \$7,195.... What would that cost me otherwise? 3 or 4 times that I believe. And I probably wouldn’t have done all of it just because of the cost.” Mary Ellen was correct. From our estimates, she likely saved well over \$20,000!

Now, Mary Ellen is enjoying her healthy, beautiful new smile and most importantly for her, “I have been able to chew crunchy things that I haven’t been able to do for years and it’s been great!”

### Dean and Rebecca

Dean had previously been a client and had a great experience with the dentist we referred him to. When he found out that

his daughter, Rebecca, was informed by her U.S. dentist that she needed \$35,000 worth of dental work over many months, he sent her information to the office in Mexico where he had been a patient.

"In 5 days, they completed what was expected to take 3-4 months in California. Her entire tooth structure has been taken care of. Which involved 5 root canals, 4 or 5 crowns, and an almost full set of veneers."

Dean knew she would save substantially, but even he was not ready for the final totals. "The surprising thing is however, that this \$35,000 California expenditure was \$11,700 in Nogales. Amazing."

I agree, that is an amazing deal, but it's not just about the money, it has to also be about outstanding care. Well, said Dean, "Now she goes back to California, to her periodontist, and they're dumbfounded by the quality of the work. They cannot believe what the Nogales office had done in such a short period of time."

### Laurie

I have had the good fortune to experience many remarkable transformations over the years, but Laurie's story is one of the most memorable. Laurie's sister contacted the Coyote Dental Concierge for help for her troubled sibling. Laurie had been on

medications used to treat a medical condition. Unfortunately, they can have terrible side effects, including tooth decay and even tooth loss. Laurie needed a full mouth transformation.

“I was really worried because I thought that they weren't gonna be able to do a lot .... There was too much damage in my mouth and my bones....”

Even we were surprised by Laurie's amazing transformation. You can view Laurie's before and after photographs on the back cover of this book!

“I met with the dentist for the first time and he's such a wonderful guy. I just adore him. I knew every time I walked outta there that I was getting the perfect treatment because he takes pride in what he does and I could see it.” Over six months and multiple visits, Laurie had seven teeth extracted, root canals on most of her remaining teeth, gum surgery, twenty-two crowns, and five implants. That does not include many of the preparatory needs, such as post and core buildup, she needed.

In the United States, Laurie's dental work would likely cost well over \$75,000. By having her dental work done in Mexico, Laurie saved more than \$57,000! That isn't just amazing savings, that is life-changing savings!

Outstanding cost is one thing, but it cannot be at the expense of outstanding care. What did Laurie think about her experience in a Mexican dentist office?

“The dentists and specialists spent a lot of time with me. All the [doctors] that I saw explained everything. If I had a question, I would call the office. I'm not saying American dentists don't do that, but it's just different.... When I walked outta there on my last appointment, the smile on the dentist's face was enough for me because he saw how happy I was. He was very proud of what he did. And I saw that. And so yeah, I mean, I would, I would recommend going down there to anybody.”

Now a few months removed from her transformative dental experience, Laurie’s life has completely changed for the better. “Just thank you. You know, thanks for... just thanks. It's a big improvement in my life. One thing I know for sure is that I probably wouldn't have a boyfriend.... I just gained a lot more confidence to go out and meet people. I've been in a relationship for four months now. I probably wouldn't have had the confidence if I didn't have these new teeth. It might sound ridiculous, but it's true. So, thank you.”

Music to my ears! However, a dramatic improvement in Laurie’s social life wasn’t the only result of her transformation. “Well, I always joked that I was so happy for COVID and the mask because I had a reason to hide how bad [my smile] was. Now looking at my mouth, it's like, oh my God, how did I walk around for so long with my mouth that bad? I'm not

embarrassed [by] my mouth anymore and I have my bite back. Like I can actually chew food now!"

Laurie's also ready to use her smile to transform her professional life. After years of medical and dental woes, she is currently looking at making the challenging jump back into the workforce. She is certain that her transformation will make the transition much easier. "I don't have to worry about walking in and being embarrassed and having to explain anything.... I wouldn't expect anybody, with the way my mouth looked, to hire me ... for a job."

Update Alert! Laurie's transformation just took another huge step forward! She recently began an exciting new career and we couldn't be more thrilled for her. Congratulations Laurie, the entire Coyote family cheered when we heard the great news!

With new confidence and a healthy new mouth, Laurie's biggest obstacle will be remembering that it's okay to smile. "My sister says, I wish you'd smile more because your mouth looks beautiful." Not smiling is common for people who are uncomfortable or embarrassed by their teeth. That's why dental transformation is an important step in a whole-self transformation. Laurie deserves to unleash her smile upon the world because she is worth it!

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These are just a few of the success stories we hear all the time. Want to read more? Check out our website at [www.coyotedental.com/successstories](http://www.coyotedental.com/successstories). Or visit our Facebook, and YouTube pages for exciting new testimonials posted regularly!

## **What to Expect During Your Free Coyote Dental Concierge Call**

If Coyote Dental is the bridge between U.S. and Mexican dentistry, the Concierge is the guide that will escort you. At the time I founded Coyote Dental, I understood that many in the States do not have the same comfort level with Mexico as I've gained over years of traveling to the beautiful country. The Concierge is there to allay your fears and provide the knowledge and comfort to help you make a truly informed decision.

Getting an appointment with a Concierge team member is easy, simply go to [www.coyotedental.com](http://www.coyotedental.com) and register. Or, call us at 520-355-4800. Each call will take approximately 30 minutes and can be done over the phone or on Zoom if you would prefer.

During the call, our Concierge will learn about your specific needs and what, if anything, you've begun with your current dentist. They will discuss any concerns or fears you might have and answer questions concerning such things as office locations, border crossings, dentists, and costs. By the end of the call, you'll have the opportunity to book an appointment with one of our partner dentists. There are no obligations. No surprise fees. Just education and knowledge for you and the reassurance that comes with finding quality, affordable care.

## **What to Expect During Your Visit to the Dentist**

You may be wondering how a border or beach dentist trip differs from that in the U.S. From my own experiences, as well as from the stories I have been told by clients, here are a few things you should expect that might be a little different from dentists in the U.S.

### Obtaining an appointment is MUCH easier.

Being able to get into a dentist when you need to is crucial to minimizing pain and getting you on the fast road to a healthier smile. Sadly, it is not uncommon to have to wait weeks and even months to get an appointment at a U.S. dentist. One of the primary reasons is that most U.S. dentists and doctors have way more patients than they can reasonably manage. Every dentist has their own little castle in which everything is centered around the dentist and their needs. Mexico is patient-focused, centered on making the patient comfortable and the process easy.

Tip: In Mexico, it is common to get appointments within a few days and sometimes even the day you call. This makes emergency dental trips quite easy if you happen to live within driving distance of the border.

### All the dental specialists are often in one place.

In the States, if you need a root canal you normally need to make an appointment with a root canal specialist. Braces? You need an appointment with an orthodontist. Gum work? An appointment with a periodontist. By the time everything is said and done, it can take weeks and even months to get your treatments and procedures completed. Plus, it is often more than \$200 just to walk into the door of each office. Crazy! South of the border, it is faster, simpler, and less expensive.

Dental offices throughout Mexico are known for having multiple specialists working under the same roof as the primary dentist. This eliminates the unnecessary wait time between appointments (some wait time may be necessary depending on your needs) as well as the unnecessary pain you have to endure while you wait for an opening. Also, this means more time on the beach and less time sitting in dentist offices!

This system makes so much sense that it is crazy that it has not taken hold in the States. Here, more appointments mean more opportunities to bill patients and insurance companies. Compassionate care means not making patients jump through hoop after hoop to get the care they need. In Mexico, the patient comes before the profit.

There are no hygienists in Mexico. The Dentists perform the cleanings!

More often than not, dentists in Mexico perform patient cleanings themselves. Why is that? Two reasons. First, it saves them money when they don't have to hire extra help. That makes sense, but the second reason is why I love this practice. Dentists in Mexico like treating their patients themselves because it gives them more time with the patient's teeth. They can see when a patient flinches in a certain area of their mouth. They can speak with the patient longer to discover any dental concerns they might have. Dentists use this time to get a full understanding of what is happening in your mouth because they believe it can help guide their treatment suggestions moving forward.

Interestingly, my father never used a hygienist either, preferring to do the cleanings himself. Having a dentist perform your cleaning may feel a little different. You do not get pampered in the same way and teeth are often not polished. Polishing is essentially brushing your teeth. Instead, the dentist focuses on removing plaque and making sure your teeth and gums are clean without the frills. Each office is different however and experiences may vary. Overall, the advantages of having the dentist perform your cleaning far outweigh any disadvantages from the loss of pampering.

Tip: Your U.S. dentist may not yet have the latest in air cleaning technology, but many offices in Mexico already have it in use.

### You will not be rushed through appointments.

Do you often feel like a burden when you are in your U.S. dentist's office? As though you cannot ask your questions because they are in and out so fast? Mexican dentistry prides itself on putting the patient first.

The Mexican culture in general is more heart-centered than we are in the States and that manifests in the dental care culture. Patients often say they feel as though they were being taken care of by a family member. While this was also true in my dad's practice, sadly it is disappearing in the corporate culture of U.S. dentistry.

Even in Mexico, offices may run behind and dentists may be a little rushed, but the compassion and respect for the patient stand strong. Given the cost of dental care, haven't you earned and deserve that respect?

### You will know what everything costs!

Medical costs in the U.S. are like a guessing game. A root canal can vary by hundreds of dollars depending on where you go, what area of the mouth it's in, or whether the dentist wants a new boat for the summer. Just kidding on that last part, but boy does it seem that way lately. Still, why do they hide their prices?

Fortunately, Mexican dentists are incredibly transparent about pricing. Not only does the Coyote Dental Concierge know the current prices, but often you will even find them published on the dentist office's website. Knowing what something will cost before buying is a common-sense strategy but for some reason, U.S. medical professionals steer clear of transparent pricing.

Tip: To find out the latest prices for treatments, simply call 520-355-4800 to schedule your free Coyote Dental Concierge call, or visit [www.coyotedental.com](http://www.coyotedental.com) to schedule your call.

Please note, that each patient's experience may vary. You may go in believing you need an expensive treatment only to be told that you do not. This happens more often than you think. On the other hand, a dentist can start working on a tooth and discover the infection has spread too far, thus requiring additional work. This is normal practice. Transparent pricing is wonderful but the realities of dentistry dictate that your best quote will come when you're in the chair getting a basic exam.

### Many Mexican dentists offer guarantees

Another surprising difference with dentists in Mexico is that it is not unusual for them to guarantee their work. This practice varies depending on the office and procedure, so it is worth asking if they offer one. For example, they may offer a 1-3 year

guarantee on a new crown. In the U.S., guarantees are not as common.

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There are other more subtle differences between U.S. and Mexican dentists. Some, like language, I cover in other sections of the book. Many of those differences are, in my opinion, improvements over common U.S. practices. Excellent technology, compassionate care, and a patient-centered approach make Mexico an attractive place to get your dental work. Of course, getting up to 70% off U.S. prices doesn't hurt either.

## **The Top 5 Reasons Not to Have Your Dental Work Done in Mexico**

### Number One: You live far away from the border and only need a cleaning.

You are in perfect dental health! Sure, you will likely save more than \$100 on that cleaning but the cost of travel will eat through that savings faster than you can say taco. Still, some clients will add a cleaning to a vacation and are happy to put those savings towards music, margaritas, and mole.

### Number Two: You churn your own butter and hate technology.

Are you a technophobe? Do the thoughts of all that state-of-the-art technology give you chills? Do you long for the day when a string tied to the doorknob was considered dentistry? If so, you will want to avoid Mexico. Many of the offices are packed with the latest and greatest in dental technology. You may even see your own crown being digitally printed right there in the office. The horror.

### Number Three: You despise warm and fuzzy feelings.

If you prefer your dentistry to be rough and tough. If you want to throw that compassion and care right out the door. Then you may want to avoid Mexico. The dentists' practices tend to be centered around the heart. They honestly care about you. If you prefer to avoid those icky feelings and want to channel

your inner Bill Murray in “Little Shop of Horrors,” then you may want to look elsewhere.

Number Four: You love the bureaucratic challenges of dealing with your dental insurance.

If the word, “deductible,” brings a smile to your face. If you enjoy having an insurance company tell you which procedures are covered and which you will have to do without. If you love pouring over complex treatment and billing statements trying to figure out why you’re paying so much money even when you have “good” insurance, then you’ll want to avoid Mexico. Many of the patients I send to Mexico don’t even bother with dental insurance.

Tip: There is a good chance you can use your dental insurance for your treatment at a Mexican dentist office!

Number Five: You have more money than Jeff Bezos

You may want to avoid dentistry in Mexico if you have more money than you know what to do with. Maybe that money is burning a hole in your pocket. Maybe you are sick of swimming in a pool of hundred-dollar bills every day and you just want to get rid of it all. If so, U.S. dentistry is great for you. You may not get the latest technology or compassionate care but they will happily relieve you of every last dollar they can.

## FAQ

While many of these frequently asked questions were covered at other places in the book, I know some of you jumped right here for some quick answers. Well, I've got you covered.

### Is it safe in Mexico?

Yes! Our partner offices are located in tourist destinations. Tourist dollars keep these areas flourishing so the local government takes great efforts to minimize crime. Part of our pre-screening process is to not only identify amazing dentist offices but also great locations where our clients will feel comfortable. If, however, you are still concerned, many of our partner offices will arrange to pick you up at the border, your hotel, or even the airport. While some of our clients do take advantage of this benefit, most only do it for their first trip, quickly discovering how easy and safe the actual experience is.

### Do I need a passport to go to Mexico?

The answer to the question is both yes and no. If you are flying, then yes. However, many of our locations are just steps across the border. Clients will drive, park on the U.S. side and walk over. While technically you are required to have a passport, practically speaking, we have clients crossing the border on foot daily with either a government-issued photo ID such as a driver's license or a birth certificate.

## I am thinking about driving across the border, do I need special car insurance?

Yes, it is a legal requirement in Mexico for drivers to have auto insurance. Most likely, your current coverage will not cover Mexico, but it is worth checking. Fortunately, even if you're not covered, there are third-party insurers that will provide coverage in Latin America. That being said, if you're going to a border location, it's preferable to park on the U.S. side and walk across.

## How clean are the offices?

Our partner offices adhere to the same standards and are as clean and hygienic as U.S. offices if not better.

## How do I pay for my dental work?

Coyote Dental will refer you to an office and you will pay them directly. They accept cash and credit cards. Not all of the offices will accept Discover or American Express so you will want to ask before going. If you are planning to use a credit card, it is a good idea to call the credit card company ahead of time to let them know about your travel plans.

While some offices offer payment plans, most do not. If you are having treatments/procedures that require multiple trips, you will generally pay half upfront and the other half upon

completion. The payment specifics will be worked out between you and the dental office ahead of time.

### Do your partner offices have decent technology?

No. They have SUPERIOR technology. The offices have implemented dental technology that is the norm in Europe but has not been adopted by the typical U.S. dentist. I was blown away by the level of tech our offices provide.

### Do I need to speak Spanish?

Not at all. Most offices have a U.S. phone number, with a fluent operator, to make calling easier for U.S. patients. The dentists speak English well and even when they are not perfectly fluent, their dental assistants are there to help. Language is simply not a barrier. Plus, there is not a lot of talking when someone's hands are in your mouth.

However, when visiting anywhere in the world it is considered polite to know a few phrases of the language. Here are a couple of easy ones that are worth learning:

Hola- Hello

Buenos Dias- Good day.

Gracias- Thank you.

Tendré una cerveza- I'll have a beer.

¿Dónde está el baño?- Where is the bathroom?

## Will my U.S. insurance be accepted?

Yes! Depending on your insurance, you may be covered. Check with your insurance company to see if out-of-network and out-of-country dental care is covered and whether our offices meet their criteria. Often it does. You'll need to manually submit a claim with your insurance company. Discuss the details of your coverage with the Coyote Dental Concierge and your referred office and we will be happy to guide you.

## Can I drink the water?

The water used in dentist offices is filtered. They also offer purified bottled water for drinking. Outside of the office, you should be more careful and drink only bottled water as your stomach is unlikely to be used to the types of bacteria found in another country's water supply.

## What if I have a dental problem relating to the treatment after I return to the U.S.?

The majority of our partner offices offer a guarantee on their work. These can be anywhere from 1-3 years depending on the procedure. All the offices care about you and your health and will work with you to try to fix the problem. They are always available by phone and you can call them to discuss the

problem and go over your options. The human mouth is incredibly complex and problems arising after treatment, while rare, can occur. What is important is ensuring that your dentist is competent and compassionate.

### How does Coyote Dental work?

At Coyote Dental, your smile is our number one focus. Not only with your dental health, but your financial and emotional health as well. We want to take out the stress and put back the heart into dentistry.

As such, we offer knowledge, guidance, and advocacy for our clients free of charge. We'll help clarify your dental concerns and answer any questions you may have. We believe that knowledge is power and we want you to be a dental superhero. Then we determine which location is right for you. The beach or the border. Either way, you'll be on the right road to a healthy, beautiful smile.

Our partner offices have gone through a comprehensive and ongoing screening process to ensure that you receive superb care at awesome prices. The truth is that our success is intricately tied to your happiness and that is the way we like it.

### Will I know how much I'll have to pay for my treatment before I go down?

When you call the Coyote Dental Concierge, we can provide a ballpark estimate that is normally quite accurate. Thankfully, dentists in Mexico are transparent about their costs, often advertising them on their websites. The dentist will be able to provide a detailed estimate once you get in the chair for a basic exam and they can examine your dental health.

On occasion, a patient will go in expecting to need thousands of dollars in dental procedures only to find out they only need a fraction of what they believed. Of course, the other side of that coin can also occur. One common example is a root canal. Once a dentist begins the process, he/she may find that the infection is widely spread and the tooth cannot be saved. At this point, extraction of the tooth is often recommended.

We do our best to give you a ballpark estimate but you should always be prepared for the unexpected. Some problems simply cannot be seen until the dentist is performing the procedure. The dentist will always seek your permission before moving forward with an unexpected procedure.

Tip: During your free Coyote Dental Concierge call, we save you time by researching the quality and pricing of each office for you.

How much money will I really save?

Your actual savings will vary depending on what procedure(s) you have and which dentist office you choose. Saying that, our experience shows that our clients generally save between 50%-70%. We have helped thousands of patients save thousands of dollars. Check out our testimonial videos on YouTube. Read the glowing reviews on Google. You will be shocked by how much our clients are saving every day and be inspired by their transformations.

### What types of treatments are best for dental tourism?

I go into much greater detail earlier in the book. However, generally the more expensive the treatment, the greater the savings. Implants and veneers can offer tremendous savings. Often, tens of thousands of dollars. Determining whether a treatment is worth it for you will likely depend on factors such as where you live and how easy is it for you to get to Mexico. Even a routine exam, cleaning, and x-rays can save you hundreds of dollars under the right circumstances.

### Do U.S. dentists hate you?

In some ways, we are Robin Hood and corporate dentistry is the Sheriff of Nottingham, subjecting the people to unaffordable dentistry. However, that is corporate dentistry, not individual dentists. I founded Coyote Dental to help people. To provide a solution for a problem that is bigger than any one person can handle. U.S. dentists are not the villains, it is the

system that doesn't work for the patient that is the real problem.

Of course, I don't know what everybody thinks of me but the feedback I have received from dentists has been overwhelmingly positive. We have actually gotten referrals from American dentists. In fact, a Medicare expert routinely refers patients to us. Not because there are no outstanding U.S. dentists, but because the cost just doesn't work for most people and these dentists want to help their patients find a solution that works for them.

There are signs of hope on the horizon. Perhaps the tide is shifting, but until it does, people need answers now. There are wonderful U.S. dentists who treat patients for free after hours, but they cannot handle everyone who needs help. Patients shouldn't have to put off desperately needed dental work because they had to choose rent, tuition, or food over treatment. That is where Coyote Dental steps in. There are more than enough patients for all of us and most of us know that we are in this struggle together.

### Why should I believe you?

That's a great question and you are right to ask. You're on a journey to educate yourself and I am offering just one part of that education. Belief comes with trust and what we are doing is not easy and it's not perfect. We are just trying to help

people realize that, when all seems impossible, they have options. That they can smile again.

Trust must be earned so you will have to do your research, gather the information, and listen to the testimonials from anyone who has gone to the border or the beach for their dentistry needs. This is an important decision for your dental and financial health, so be thorough and in the end, I believe that we will be able to help you.

### Do you offer recommendations for hotels and restaurants?

Though we don't have a formal recommendation process, if you're coming to Tucson, we have a ton of outstanding tips for lodging, entertainment, food, and sights. For each of our partner offices, we recommend chatting with the friendly staff at your referred dental office. They are always happy to point you to some of their favorite places. Many of our offices even have arrangements with local hotels to get their patients a special, discounted rate. Better yet, one of our partner office's facilities includes a hotel, providing a seamless experience for both your dental care and accommodations.

You can also follow us on Facebook, Instagram, and YouTube where you may find occasional posts about exciting foodie finds or cultural wonders.

### Why can't I just find my own dentist in Mexico?

You absolutely can find your own dentist if you don't mind doing the legwork. The benefit of using a service such as Coyote Dental is that rather than having to pour over thousands of reviews for dental offices, hoping that they are accurate and truthful, we do the work for you. Founded by a U.S. dentist (me), we pre-screen each office to ensure they meet my high standards for care, technology, and compassion.

Coyote Dental also maintains communication with our clients before, during, and after their visit. We listen to what they like, what they didn't like, and use that in our yearly evaluation process. Fortunately, our clients have overwhelmingly loved our dental partners and have only reinforced that our process works. Plus, in the end, Coyote Dental's service is completely free. We are here to save you money. There is no obligation on your part, no contracts or agreements. We just point you in the right direction. You lose nothing in the process but gain a wealth of knowledge and jump into the fast lane on the way to a healthy, beautiful smile.

## Conclusion

Each of us holds the power to change our lives for the better. Whether it be health, education, relationships, spirituality, or employment, there are steps we can take that have the power to transform our worlds. Some of these steps are simple, some are significantly more challenging. The dental industry in the United States is in crisis, causing unnecessary stress and poor dental health for too many people. Too many forgo needed treatment all together and even for those where money isn't an issue, shouldn't those hard-earned dollars be kept in your pockets? I was a part of that system. Now, I seek change.

Until that happens, we need an answer for today. An answer that enables each of us to get the affordable and compassionate care that not only do we need, but we deserve. Our neighbors to the south are that answer. With technology that often exceeds U.S. dentists, dentists who care about you as a human being, and the opportunity to save thousands upon thousands of dollars, there is nothing holding you back but fear.

Fear is a powerful obstacle, a wall blocking you from your goals. Yet, the wall is an illusion. I hope that the knowledge in this book will throw light on those fears and illuminate the truth. There is nothing to fear about getting world-class treatment in a warm and compassionate environment. There is nothing to fear about making the decision to take care of yourself.

I created Coyote Dental because too many people were putting off needed dental care because it was too expensive. I knew the solution was close at hand, but also understood the fears and apprehension. This book and Coyote Dental are opportunities. Opportunities to educate yourself without taking any risk or spending money you don't have. There exists no commitment until you are comfortable, knowledgeable, and ready. Ready to save money. Ready to get healthier. Ready to get happier.

I have said it before, and I will leave you with this final thought one last time. You are worth it. You are worth it. YOU ARE WORTH IT!

Thank you,

Dr. Mark McMahon

## **Rediscover Your Smile Today**

If you have made it this far, congratulations. You are committed to making a positive change in your health, your smile, and your future.

Whether you desire the border or the beach, Coyote Dental is here to help you with the next step. Scan the code below to schedule your FREE Coyote Dental Concierge Call:

# **INSERT SCAN CODE HERE**

If the scan code gives you the heebie-jeebies you can also give us a call at 520-355-4800 to speak with one of our fabulous Team Members or visit our website at [www.coyotedental.com](http://www.coyotedental.com).

Your smile is waiting to be unleashed into the world. Let's make it shine!

## About the Author