

Dentistry abroad: something to chew over

Let's face it - we all want a lovely smile. Straight white teeth not only make biting and chewing easier, they improve our confidence. With dentistry costing a pretty penny here in Ireland, you might want to consider looking a little further afield. Hungarian dentistry has a very good reputation in Europe, with treatments typically costing one third to half of Irish prices. Some call Hungary the dentistry capital of Europe; Germans, Swiss and Austrians have been going there for decades. But what should Irish patients look out for when researching a doctor or clinic abroad?

"I would suggest going for bigger companies with a long-term reputation, as it is these companies that can continually invest in the latest technology," says Dr Ildiko Cservenyak, Marketing Director of Access Smile, an Irish Company with a dental clinic in Budapest. "An Irish base is a great advantage as it gives clients extra security when it comes to aftercare issues. It is also worth asking if they can talk to previous clients. Guarantee provisions are also very important and they also need to be careful of 'virtual clinics' who have a webpage and then, when problems arise, just change the web appearance." Be also careful when the price is suspiciously low.

Hungary is an EU country, meaning that its standards are in line with the EU. Dentistry is a closely regulated business and in some cases, rules are even more stringent than in Ireland. For example, in Hungary, IV (intravenous) sedation can only be administered by a qualified anaesthetist.

Cservenyak stresses the importance of pre-consultation before going abroad for dental work. "It allows the client to meet a dentist from the clinic, ask any questions and receive a treatment plan in advance of travelling for treatment," she says. "Aftercare is also very important as are guarantee provisions. It is with these that the patient can feel fully comfortable with the decision to have extensive work done overseas."

Nichola Nolan is the Irish Account Manager of Access Smile's Irish base. Once an Access patient herself, she overcame her fear of dentists after receiving treatment in Hungary. Irish and based in Dublin, she has first-hand experience of being a patient and understands the fears that Irish people have when it comes to dentistry abroad.

"People often think that because the price difference is so significant, there has to be a catch somewhere," says Nolan. "The reason is not because the materials are not up to standard but because the cost of running the clinic, i.e. staff, rent etc is not as expensive as it is in Ireland. All materials and equipment used are of the highest standard."

The language barrier is also a big concern for people, who worry that they might not understand what the dentist is saying or what is happening around them. Nolan explains how the process works at Access Smile. "The first call the client receives from the company is from me, so that helps. Then they meet with the dentist who can speak to them in English. We provide an English-speaking customer rep who will meet them on their arrival and help in any way she can. Clients are also given a mobile phone with her number keyed into



Dental treatment at the Access Smile clinic

it so that they always have someone at the end of the phone. All staff at the clinic can speak good English, so communication is never an issue," she says.

While for some people, dentistry abroad is simply about saving money, for many it can be an emotional experience that changes their lives. "One client sent us a thank-you postcard written in Hungarian with the use of a dictionary," says Cservenyak. "We also received a text message from a patient saying she had just bitten into an apple for the first time in years."

Now that's definitely worth smiling about.

Testimonial Ann Conway

"I'm the worst patient in the world; I've no threshold for pain and I was petrified of the dentist - even of booking a consultation. But when I went for my initial consultation in Dublin, they spent a full hour-and-a-half explaining all the details of the work I was getting done and the price. Because I was so nervous, they even gave me a number of another patient who had been over to Hungary, and she reassured me.

When I arrived in the airport, there was someone there to collect me. When I saw my name 'Ann Conway' written in English, it was very reassuring. The clinic was gorgeous and the equipment is excellent. Everything is clinically clean, even the waiting area.

The aftercare is fantastic too. A month after I had work done, I got a toothache in one of the teeth and I didn't know what was going to happen. I phoned them with the issue. Dr. Nyiri, my dentist rang me back that evening with my x-ray in front of her and explained what the problem could be and what I should do; she didn't dismiss me. I was also assured that if this did not work, they would either carry out further treatment in Dublin or fly me back for remedial treatment straight away. But there was no need as the recommended solution did solve the problem.

I met so many Irish people over there too. In fact, some of us are going to meet up after all our treatment is done. I'm thrilled with everything. I've recommended it to my sister and to my cousin."

Are You Embarrassed by Your Teeth?

**Would You Like to Have a Winning Smile
and Healthy Gums at a Price that Won't
Break the bank, Guaranteed?**

A Premier Service at a Price You Can Afford

At Access Smile, we can make this dream a reality for you.

We're an established Irish company with our own state-of-the-art clinic in Budapest, the historic Hungarian capital, famous for its dental expertise.

We can help create a 'new you' quickly, easily and at around half what it would cost you in Ireland.

- First class professional dentistry
- 'No-obligation' consultation in Dublin
- Detailed proposal with treatment options and prices
- Help with booking flights and accommodation
- Personal adviser whilst in Budapest

Comprehensive 'No Quibble' Guarantee

All our work is covered by a full 'No Quibble' guarantee so you can relax and enjoy the delights of one of Europe's most charming cities safe in the knowledge that you'll get first class dental treatments that won't break the bank.

For more information or to book a consultation

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