

# Everything You Need To Know About Lakeview Dental Assisting School!”

“**WHAT** is it?” - It’s easy, interesting, hands-on job-training to get an entry-level job as a dental assistant after Just 10 Saturdays!

“**WHO** should go to the school?” - Any one who wants a quick, fun, easy job-training course to get a nice, new daytime job helping friends and family in a modern dental office. No college needed. No prior experience required. Just a good attitude and a willingness to try something new!

“ **“WHERE** is the school?” - All classes will take place in the dental office of **Dr. J. David Woodruff and Dr. Brian Hirschfield at 6003 Big Tree Rd. Lakeville, NY 14480** (see the enclosed maps). The morning session will be easy “show and tell” and interesting discussions about the dental procedures and instruments. The afternoons will be ALL hand’s on - learning, practicing, perfecting the actual work of dental assistants (without the stress of real patients or a real dentist looking over your shoulder.) It’s all fast paced, fun and easy!

“**HOW MUCH** will my job-training cost?” - Your total investment in your new career is only \$3275.00, which includes all 10 Saturdays’ classes for all of your entry-level job skills. This also includes a brand new Dental Assisting textbook and all supplies needed for your training (like X-ray films, gloves, masks, and all “goops and gunks” which you’ll mix up for the dentists). There are NO hidden charges in our school. Payment plans are available to make it easy for you (or your parents) to pay!

“Can I get a **REFUND** if I can’t finish?” - Yes! There is a New York state-mandated Refund Policy which assures you a pro-rated refund of tuition, depending upon the number of classes attended. (But almost nobody quits class after they see how easy and fun they are and how they quickly lead to a new job...)

“Do I have any **GUARANTEES** of a getting a job?” - The job market for trained and/or experienced dental assistants is HOT! And almost all graduates who seek employment will find a job. Although we can’t guarantee it, our school’s graduates saw an 85-90% success rate.

“Do I have any **PROOF** that this is a good job-training course?” - We are a New York state approved dental assistant job training course certified to operate by the New York State Coordinating Board for Higher Education. The state authorities have inspected and approved our Curriculum, our teaching staff, and teaching facilities and have granted us a license to teach you. You can trust us to do our job well. All of our teachers are working dental assistants with an average of 10-15 years experience. They know their stuff and are eager to share it with you on Saturday!

“**WHY** should I go to your school?” - Because you have almost NO CHANCE of finding a new career without job training! *You need a job to get experience - you need experience to get a job!* You’re stuck and it’s frustrating, I know! This school is a Very Good Answer to your Very Bad Problem.

“**HOW** do I sign up?” - Just fill in the enclosed Lakeview Dental Action Form and mail it to us in the attached self-addressed, stamped envelope. We’ll call you immediately after we receive it!

“**WHY** should I **HURRY?**” There are only 10 seats in Lakeview Dental’s dental office. If you wait to mail back your Action Form, you will MISS OUT! The next class will be three long months later. Do it Now!

Lakeview Dental Assisting School  
6003 Big Tree Rd  
Lakeville, NY 14480  
(585) 346-5926

**“After Just 10 Saturdays, You Are Ready To Start Working  
In A Rewarding, New Job as a Dental Assistant!”**

Dear Student,

A career of helping people improve their dental health will be rewarding and enormously satisfying for you. No ten days will ever be the same and your job will continuously renew itself. Dental assisting is a career that will always be in demand and in need of enthusiastic, trained and caring individuals. This could be you, couldn't it!?

Our course is designed to give our students maximum “hands-on” training in a real dental office. And the dental office is closed to the public to not put the students under stress while just learning. There are no patients and no dentists to embarrass you. Just fellow beginner-students. You are not expected to already know anything. We will show you everything and give you plenty of time to practice on each other. There's NO STRESS!

The teaching is stimulating, fast paced, and fun. An excellent up-to-date textbook is included so that your job training is thorough and complete. You will enjoy the easy reading assignments and simple “open book” homework. Most of classroom time is spent learning the fun “hands-on” stuff.

**Our next dental assisting class session will start on: TBD**

Warning: Only 10 students will fit into our office at a time and our classes fill up quickly! Once you decide that this is right for you, send in your application right away! We will call you immediately to Confirm Your Spot and discuss how to get ready for Day One...

Please call if after reading the rest of the enclosed information, you have any questions. We look forward to seeing you in our next class (if you decide and act quickly...)

**Lakeview Dental Assisting School is certified to operate  
by the New York State Department of Education.**





**Lakeview Dental Assisting**  
**6003 Big Tree Rd.**  
**Lakeville, NY 14480**  
**(585) 346-5926**

***About job opportunities for dental assistants:***

The Job opportunities for trained dental assistants is very good in today's marketplace. While no one can guarantee job placement, the dental profession is currently facing a shortage of trained assistants. If you look at the Want Ads, you'll usually see many dentists looking for Dental Assistants.

Following your training in this ten Saturday course, you will have the confidence and skills necessary to apply for these entry-level positions. Along with your diploma and a Letter of Recommendation, we will give you a summary of your training experience to present to the hiring dentist at your job interviews.

Part of your training will involve the *Job Interview* itself, how to prepare for it, how to dress, what to say, etc. So often, jobs are won or lost during the first five minutes of the interview. We feel it is important to train you in this area so that you will impress everyone from the very first moments.

Additionally, many doctors call our office asking for a list of our recent student graduates. We also inform our current class of any doctors needing Dental Assistants, so that they may apply directly for the position. Students have even obtained jobs as dental assistants, even before finishing the 10 Saturday course!

The starting pay scale for experienced dental assistants is considerably higher than non experienced and most offices will not even consider anyone with no experience. We are often asked what can a graduate from our course expect to make in their first job. The answer depends on where the office is. Offices in a metropolitan area generally pay higher salaries than those in rural areas.

Graduates of our course can expect to start well above the pay scale of those with no experience, but less than experienced assistants. Which is good news, as your experience and skills develop with time on the job, your level should also rise.

# ***Lakeview Dental Assisting***

## ***Course Outline***

The following subjects are covered in depth from both a theory and practical clinical experience. Hands-on training with all the equipment, instrumentations and materials used in our state-of-the-art practicing dental office. All students receive in excess of 8 hours of instruction in radiology.

### **Dental Theory and Terminology**

- A. Dental and oral anatomy, tooth numbering system
- B. Instrument nomenclature and identification for all aspects of General Dentistry
- C. Dental Terminology
- D. Equipment operation, chair positioning, assistant equipment usage.

### **Four-handed Dental Assisting**

- A. Instrument transfer techniques, chair-side assisting and suctioning.
- B. Chair-side doctor-patient-assistant positioning.
- C. Tub and tray systems
- D. Use of instruments and materials in assisting for:
  - 1. Operative Dentistry
  - 2. Oral Surgery
  - 3. Crown and Bridge
  - 4. Endodontics
  - 5. Periodontics
  - 6. Pedodontics
  - 7. Orthodontics
- E. Handpiece care and maintenance

### **III. Radiology**

- A. X-ray theory and technique, use of Rinn Holders and other methods.
- B. Intraoral, bitewing, panoramic, and endodontic exposure methods
- C. Developing x-rays using the automatic processor
- D. X-ray safety and precautions.

### **IV. Impressions and Model Trimming**

- A. Impression materials and practice in their use: alginates, rubber base, etc.
- B. Wax bites, counter impressions
- C. Model pouring and trimming

### **V. Sterilization Techniques**

- A. Sterilization theory and terminology , autoclave operation
- B. Instrument and equipment sterilization/disinfection
- C. Treatment room disinfection and asepsis techniques

### **VI Job Interview Techniques**

- A. What dentists are looking for
- B. Resumes' that work
- C. How to impress in a "Working Interview"

## A Side By Side Comparison Of Schools And Jobs To Help You Decide What To Do

High school's over and you need a paycheck...Or maybe the kids are in school and you want a career and to bring in some extra money... Here's a comparison of your school choices:

School choices	Time	Cost	Graduate job options
<b>Lakeview Dental Assisting</b>	<b>80 hours in 71 days!</b>	<b>\$3275</b>	<b>Entry level Dental Assistant</b>
BOCES	650 hours/ 180 days	\$4175	Dental Assistant
BOCES	500 hours/ 140 days	\$4995	Office clerk, Medical Office Assistant

If you want to include some letters after your name (like B.A.), you'll need to spend four whole years in school full time and spend *almost \$25,000!* And then when you get to go out and find a job.

If you decide to go to a junior college instead, you can cut down the cost to two or three thousand dollars, but you *still have to go to school Monday through Friday, full time, for two years or more!* And then you get to go out and look for a job.

**If all you want is some hands-on training and a chance for a rewarding job you can be proud of, and a paycheck before you're too old to use it--- Call Lakeview Dental Assisting!** There's really no comparison in time or money required.

A career of helping people improve their dental health will be rewarding and enormously satisfying for you. No two days will ever be the same, and your job will continuously renew itself as you are given more and more responsibilities and patient services. Dental Assisting is a career that will always be in demand and dentists will always be in need of enthusiastic, trained and caring individuals.

Please read over the enclosed information and call us at 585-346-5926-if you have ANY questions. We and our staff look forward to seeing you in our next class! (And working in as few as 71 days)

David Woodruff, DDS  
Brian Hirschfield, DDS

Owners: Lakeview Dental Assisting

# **“Seven False and Feeble Excuses for NOT Giving Yourself Valuable New Job Skills - ‘In Just 10 Saturdays’ With Us”**

We’ve heard every excuse imaginable voiced by women struggling with this decision, like you. You’re not alone if you have trouble taking this important step, investing in yourself. Maybe I can help you if I let you eavesdrop on the discussions we’ve had with other students. Please read on...

**Flimsy Excuse #1: “I don’t like schools. I didn’t like High School and I probably won’t like yours.”** My answer: “Who likes being bored to tears in a classroom while an old teacher drones on and on about a subject you’ll NEVER use, like Algebra or World History! Let the people who love that stuff spend years and tens of thousands of dollars locked up in college - only to graduate with a practically useless degree and a huge college debt!

You’re not like them and our Dental Assisting course isn’t like that. Mornings will be easy “show and tell” and interesting discussions about the dental procedures and instruments. The afternoons will be ALL hand’s on - learning, practicing, perfecting the actual work of dental assistants. It’s all fast paced, fun and easy! And it’s not useless knowledge. This school leads to an exciting new JOB!

**Flimsy Excuse #2: “I’ll find a good new job without taking any special job training classes.”**

My answer: “Sorry to burst your bubble, but that’s NOT likely to happen. There are almost NO jobs that you can just walk into without some kind of training or skills and experience. We all have to earn our way up the ladder of success. That’s just reality.!

But thankfully, it doesn’t have to be hard road, or take a long time, or be very expensive. Our 10 Saturday Dental Assistant course is a true SHORTCUT to a nice new job! Guys can go to Truck Driver’s schools or Bartenders’ school. But then they’ll have to fight traffic all day, all over the state, or work nights and weekends in a smoky bar. YOU can go to Dental Assistant school and quickly work in a nice clean dental office helping your friends and neighbors get healthy. *Sweet!*

**Flimsy Excuse #3: “I’m not a very good student. I’m not good at book work.”**

My answer: “You really don’t have to be a genius to be a great dental assistant. It’s almost ALL “hands-on” work - not book work, not public speaking, not term paper writing.

And our teachers have Hearts of Gold! If you’re struggling with something or need a little extra review, they’ll be happy to spend a bit of extra ‘one-on-one’ time with you each afternoon. They love what they do and they dearly want to see you succeed. We’re with you every step of the way!

**Flimsy Excuse #4: I can’t afford the tuition payments all by myself.”**

My answer; “ You’re not alone. Very few of our students and graduates had piles of extra money lying around. Many could only make the minimum down payment and had to work extra hard during the week to come up with the Saturday payments. But they did it!

Many students had to rely on their parents, grandparents, or relatives to loan them the tuition or the down payment, or both! But that’s what families do for each other! You’re not asking for a new car or a vacation - this is Education, Self-improvement and a New Income! Compared to a 4 year college education (\$20,000.00+), this is a drop in the bucket. So go ahead and ask your family and friends to help you out this one time. Then just work hard in your new job, and proudly pay them back!

**Flimsy Excuse #5: “I won’t like working in other people’s mouths. It’s yucky!”**

My answer: “Dental assistants spend their time helping the dentist and the dental hygienist who do the majority of the actual in-mouth work. The assistant is basically responsible for setting up the treatment room, taking X-rays, sitting next to and assisting the dentist while he/she does the tooth work, and cleaning up the room and instruments when the appointment is over.

But one of the most important jobs of a dedicated dental assistant is to care for the patient while they are in the dental office. **People are often scared or nervous about dental work and they’ll need a calm, friendly face to turn to - and a warm comforting hand to hold. That’s your main job** and God bless those loving women who put their heart and soul into caring for their patient/friends.

**Flimsy Excuse #6: “I’ll just wait and sign up for the next class. It won’t cost me anything to wait...”**

My answer: “It’s natural if you’ve got butterflies in your stomach. I’d be kinda worried if you didn’t care one way or the other. Let’s assume you sign up right away, start learning new skills on the next 10 Saturdays, and have a new job waiting for you on the Monday morning after you graduate. Wouldn’t that be great? It can happen! Here’s a note from a graduate of our Houston sister school:

*“Dear Angie, I am writing to you to let you know that I have received a job as a chairside dental assistant. The day I turned in my resume, they left a message on my machine at home to interview me. After my working interview, I told them as much as I wanted the job, I couldn’t take a pay cut. They immediately offered me more money. I took the job and I love it! I am very lucky to have found this office. They’re great. They heard about your school and when they learned that I had went there, they were very pleased. Thank you.” Amanda T*

Nice, huh? But let’s now talk about “What would it hurt to wait until the next class?”. Let’s do the math. If you skip this class, you’ll have to wait the 10 weeks plus an extra 2 weeks before the start of the next class. That’s 12 week of lost work time in your new dental assisting job. If you are making the average starting salary of \$10 an hour multiplied times 40 hours a week times 12 weeks lost, that’s: **\$4800 in LOST salary you could have made in the time you were “waiting”!**

If you DON’T WAIT, you could earn enough money to pay for your entire assistant school plus have \$2850 left over for yourself! Don’t give in to your natural skepticism and hesitation. You’ve got LOTS to lose if you wait until the next class! Lots of money and lots of time!

**Flimsy Excuse #8: “I’m not worth it... I’m just a loser... I don’t deserve this...”**

My answer: “Nobody’s perfect. Everybody makes mistakes and has failed at things. In fact, the biggest achievers you see have a long line of past failures. They just kept on trying until they made it! Here are a few of my favorite success quotes. Maybe they will help you like they’ve helped me

**Lakeview Dental Assisting  
APPLICATION**  
**PLEASE PRINT ALL INFORMATION EXCEPT SIGNATURE.**

**Personal**

Name \_\_\_\_\_  
Last First M.I. Maiden  
Address \_\_\_\_\_  
# Street City State Zip  
Home Phone(\_\_\_\_)\_\_\_\_ Other(\_\_\_\_)\_\_\_\_  
Email address \_\_\_\_\_  
Date of Birth \_\_\_\_ / \_\_\_\_ / \_\_\_\_ Social Sec. # \_\_\_\_ - \_\_\_\_ - \_\_\_\_

**Education**

I have graduated from High School Yes  No  If Yes, Month and Year \_\_\_\_/\_\_\_\_  
I have a GED Certificate Yes  No  If Yes, Month and Year \_\_\_\_/\_\_\_\_  
**Have you included a copy of your High School or GED Certificate ?** Yes  No

**HOW DID YOU FIND OUT ABOUT US?**

Friend  Internet  Newspaper  Which paper? \_\_\_\_\_ Other  Please specify \_\_\_\_\_

**METHOD OF PAYMENT**

I have selected the following payment plan **(See note below on deposit to assure a place in the class )**

- \$3275 on or before the first day of class
- \$800 deposit, \$300 at the beginning of the classes (9 payments),
- \$640 deposit, \$325 at the beginning of the classes (9 payments),
- Extended CareCredit Payment (subject to credit approval)

My check or money order is enclosed.

Please charge my  Visa  Mastercard

Account Number: \_\_\_\_\_ Expiration Date \_\_\_\_/\_\_\_\_

Signature \_\_\_\_\_ Date: \_\_\_\_\_

**MAIL APPLICATIONS WITH CHECKS OR MONEY ORDERS TO:**

Lakeview Dental Assisting  
P.O. Box 80  
Livonia, N.Y. 14487

**FAX APPLICATIONS WITH CREDIT CARD INFO TO: (585) 346-5024**

Note: A \$295 minimum deposit is required no later than one week prior to the start of the session with any of the above plans, to guarantee your place in class. Remember we do fill up quickly, and take students on a first come first serve basis. An applicant who is not accepted by the school will receive a complete refund of the deposit or payment.

## **“ How To Pay About \$25 A Week For Your New Job Training With One Simple Phone Call!”**

Dear Cash-strapped New Job Seeker,

Have you recently said to yourself? *“I want a better job and I want it today! I’d really like to be a Dental Assistant, BUT I can’t afford the 9 week payments for this School...”*

The only logical reason you haven’t already joined our Lakeview Dental Assisting School’s next class is because Money Is Tight! Well, nobody’s got much extra money lying around so you’re not alone if that’s the case...

The good news is that you can now finance your job training over as long as 36 months!

**You can get A “Career Training Loan” so that  
You Can Get Job Training NOW and Pay It Back Over A Longer Time!**

Many young women want and need this job training, but can’t afford the 9 week payment plan. And many also don’t have parents who will pay the whole thing for them.

So I did some research, to help you out.

Here’s how it works and how you can get it quickly :

**1. Apply online at [www.carecredit.com](http://www.carecredit.com).** Choose the grey and white “Find Doctor” tab. Enter our phone # (585 346 3028) in the “Phone” search box on the right side. You will see “Lakeview” info on the screen. Click the “apply now” button on the right of this screen.

At the top of the next screen, enter the amount (tuition) of \$3,170.00. Please make sure all information is correct. Consider a co-applicant if your application is denied.

Click on the blue “accept & submit “ button at the bottom.

Upon approval, you will be given a 16 digit #, beginning with “6”. Write that # down, and call Tonya at 585-346-3028. She will take the # from you and ask how much you want to pay monthly.(\$149, \$105, \$83 or \$70)

**2. Long-Term Payment plans are available for 24 to 60 months**

**3. Important: The tuition when using this Financing is \$3,375.00, which includes a  
non- refundable \$175.00 administrative fee**

Your exact payments depend on how much you borrow, and your specific credit history and score.

How much you qualify for depends on your financial history, working status and salary, and your credit scores. If need be, you may want to ask a parent, grandparent, relative, or friend to be a “Co-signer” of your application.

**Go online and apply now! Call Tonya at (585) 346-3028 if you need any help.**

