



MONEY IS THE ROOT OF ALL

Charity

Mike Bufo, DMD

Doing Well Enough To Do Some Good

Many dentists, myself included, have some hang-ups about money. We might feel that we would have to sacrifice too much of our time or energy to make a lot of money. We might feel that we would have to step on people and treat them unfairly in order to become wealthy. And, of course, there is that time-honored saying that “money is the root of all evil,” so maybe we feel like we would have to become the kind of people that we don’t like in order to gain wealth. HOWEVER, IN REALITY, THE TRUTH IS THAT MONEY IS THE ROOT OF ALL CHARITY. Before we can feel like we can take care of the needs of others, we as individuals need to feel that all of the needs of our families and loved ones have been taken care of first. Once you feel that you have abundance in your own life, only then can you feel free to give away your time, money and service to other people. I see so many dentists who lack in this feeling of abundance. They scrimp on spending money on their facilities, their equipment, their teams and their education. And as a result they are stuck in a pattern of lack that not only affects their financial success, but affects the quality of care that their patients receive and the satisfaction and enjoyment they get out of the dental profession.

My LVI education has enabled me to be financially successful and to feel abundant enough to be able to give away my time and care to those patients who I feel really need and deserve a helping hand. The training I have received over the years makes me fully able to deal with complex cases that I would otherwise not be able to treat. Believe me, I’m no Donald Trump, but I do feel like I make enough money to take care of my family’s needs and to spend the money on education and equipment that I need to be able to provide excellent care. I can freely give away my dentistry to those patients who I know can’t afford it, but whose lives would be forever changed by having the dentistry done. One example is Ray and his son Timmy.



I first met Ray many years ago at the local Ford dealership where I was buying a new truck. Ray was one of the business managers at the dealership and as I sat across a desk from him working out the financing, I could tell that he was hiding his teeth. Knowing that I was a dentist, he mentioned to me that he and his son both suffered from a disease that caused the enamel on his teeth to be malformed, Amelogenesis Imperfecta. He was not concerned about himself, but his son, Timmy, who would soon be in middle school and he was concerned that the condition would begin to negatively impact his self-esteem. He had seen dentists before who tried some inexpensive bonding, but that had failed, and he knew that really treating the problem for both himself and his son would be unaffordable for them. He was basically at a loss for what to do. I could see the concern that a father had for his son, knowing that there was really nothing he could do to help him.



Without hesitation I offered to take a look at both of them in my office to see what I could do. To make a long story short, I eventually restored both Ray and Timmy. I did not charge them for my care and the only thing Ray did end up paying for was some of the laboratory cost, which was heavily reduced by Bob Clark at Williams Laboratory. Placing porcelain on teeth that are so compromised from Amelogenesis Imperfecta is challenging at best. But from an emotional standpoint, this is some of the best work that I could have done! Timmy has been a fixture on the dean's list at Maine Maritime Academy and is becoming an engineer with amazing prospects for his own abundant future. I still see Ray at the Ford dealership, smiling widely and I know that the way he feels about himself with his new smile makes his everyday interaction with other people a pleasure for everyone. The satisfaction I feel knowing I helped a father take care of his son is immeasurable in monetary terms. The added bonus... I get great deals on trucks now!

GO OUT THERE AND BECOME FINANCIALLY SUCCESSFUL ENOUGH TO BE ABLE TO SPREAD THE WEALTH. Spend the money you need to invest in yourself and your team and you will see it pay dividends in both your wallet and your heart!

"As you grow older, you will discover that you have two hands: One for helping yourself, the other for helping others."

AUDREY HEPBURN

