

MICHAEL E. SAGMAN, D.D.S., LTD.

OYSTER POINT CENTER - SUITE 903
732 THIMBLE SHOALS BOULEVARD
NEWPORT NEWS, VIRGINIA 23606

AREA CODE 804
TELEPHONE 873-3600

September 12, 2005

Att: Lorraine
Milestone Scientific
220 South Orange Avenue
Suite 102
Livingston, NJ 07039

Dear Lorraine,

I've long wanted to write this letter to you and the staff at Milestone. I guess (in a way) you could almost consider this something of a "fan" letter.

Let me explain.

Like most dentists, I've always considered the anesthetic injection to be the Achilles heel of my practice... the quintessential deal killer.

Whether you're talking implants, cosmetic dentistry, or whatever... an awful lot of patients still resist recommended treatment just because of their deep-seated fear of "the shot".

That's why for most of my 29 years in practice, I've been on a never-ending search for a way to eliminate the anesthetic injection altogether... or at least make it easier for the patient to deal with.

I think I've tried just about every anesthesia technique that's out there...

I've tried topicals of every brand and flavor. All they ever seemed to do was announce to the patient, "Hey, here's the exact spot where I'm going to stick you with the needle".

I've also used anesthetic patches... they took way too long to do their thing.

And then there were those dreadful "needle-less" injectors... you know, the ones you cock like a gun, squeeze the trigger and... BANG... the patient wants to levitate about a foot off the chair.

Frankly, for the life of me, I just never could figure out what those crazy contraptions were all about.

So, you can imagine... when I heard about the Wand, I had already become quite skeptical.

In any case, I finally mustered up the courage to buy one... And the only reason I was willing to do that was because of your promise to me that you'd take it back if I wasn't 100% satisfied.

Anyway, Lorraine, do you remember what happened next?

I called you back just two days after receiving my new Wand so I could order one for every treatment room in my office.

That was a year ago.

Today, the Wand has become such an integral part of my practice that I simply don't know what I'd do without it. To simply say that I like the Wand is an understatement.

I don't just like the Wand... I love it!

The Wand has forever changed the way I practice dentistry. Appointments are faster. Anesthesia is more predictable. And I use it for literally every injection I give... mandibular blocks, infiltrations, etc.

Heck, I no longer even own a conventional syringe... Just weeks after getting my first Wand, we actually rounded up every one of those old chrome-plated dinosaurs and pitched them right into the trash.

Now, every injection I give is easier than ever before... not just for the patient, but for me, too.

Yet the real surprise for me has been the considerable amount of time I save with the Wand. That's because with the Wand I can routinely use certain fast acting injections that would otherwise be too tricky (or too painful) to do...

For example, I now give way fewer mandibular blocks... more infiltrations.

And I have re-discovered a new and better way to isolate single teeth by giving an absolutely painless (really painless) PDL injection.

Then there's the technique that has steadily become for me one of the most useful anesthetic method of all... the AMSA injection. With the AMSA, I can instantly numb the entire maxillary anterior segment (including all four premolars) with just two shots ... Try giving a totally painless palatal injection like the AMSA without the Wand.

Not a chance!

And the icing on the cake... the Wand has become a real practice builder. It makes me look like a real hero to my patients. Patients actually ask for it.

I've had more than one patient tell me they had come to my office just because they had heard I don't give shots.

I've heard it said that in life you don't have to do extraordinary things... just do ordinary things extraordinarily well.

Well, the Wand does just that ... it delivers ordinary injections with an extraordinary level of gentleness not obtainable with traditional techniques.

Lorraine... I want to personally express my gratitude to you and the staff at Milestone Scientific for not only making the Wand available to me (and my patients) but for also making it so easy to learn to use. The video that came with it made mastering this super cool technology a real snap.

Warmly,

A handwritten signature in black ink, appearing to read 'Michael E. Sagman', with a long horizontal line extending to the right.

Michael E. Sagman, D.D.S.