

THE TOP 10  
THINGS  
**YOU MUST KNOW**

BEFORE CHOOSING YOUR  
**FOOT AND ANKLE** SPECIALIST

Written by Dr. Trevor Neal, DPM

# TABLE OF CONTENTS

Introductory Letter From Dr. Trevor Neal .....	2
Number 1: Do They Fully Understand Your Unique Foot And Ankle Needs? .....	3
Number 2: Do They Use The Latest Technology And Equipment? .....	4
Number 3: Is Their First Visit Free? .....	5
Number 4: Do They Offer Flexible Appointments? .....	6
Number 5: Do They Recommend Treatment Other Than Surgery? .....	7
Number 6: Do They Have Experience? .....	8
Number 7: Do They Treat Patients of All Ages? .....	9
Number 8: Do They Offer Any Guarantees? .....	10
Number 9: Do They Have Multiple Locations? .....	11
Number 10: Do They Accept Most Insurances? .....	12
Bonus: Do They Offer Flexible Payment Plans? .....	13
Closing Letter From Dr. Trevor Neal .....	14



# INTRODUCTORY LETTER FROM DR. TREVOR NEAL

Dear Friend,

Whether you are searching for a foot doctor for yourself or a loved one, you are in the right place. At Advanas Foot & Ankle Specialists, our mission is to serve you by providing friendly, fast, and ultimately the best treatment options available.

**Our greatest joy is seeing our patients leave the office free of pain, oftentimes after just one visit.**

Everyone's feet are different, and the ways in which podiatrists treat foot problems are different, too. In your search for the right podiatrist for your needs, you may feel overwhelmed by all of the options available to you. How can you tell if a podiatrist will ultimately understand your unique needs and how to treat your pain effectively?

At Advanas Foot & Ankle Specialists, our goal is to educate you so you know and understand all of your options, before you make your decision on the possible treatment. We want to help you have healthy and pain-free feet and ankles so that you can get back to living life to its fullest.

The best way to choose a podiatrist is by educating yourself on the matter, which is why I've put together this report for you, "The Top 10 Things to Know When Choosing Your Foot and Ankle Specialist." Our goal is to make sure you are as informed as possible on choosing your podiatrist from a patient's perspective. This way, you can choose the podiatrist that best serves you and your unique needs, even if that ends up not being us.

Sincerely,

*Dr. Trevor Neal*

P.S. Your foot or ankle pain is important to us and we'd love to help you with whatever concerns you may have. When you're ready, I invite you to call us at 1-800-856-1106 with any questions you may have or to set up your first appointment. Additionally, you can go to our website at [www.Advanas.com](http://www.Advanas.com) to download a \$25 Initial Savings Certificate to use at your initial consultation.



## NUMBER 1: DO THEY FULLY UNDERSTAND YOUR UNIQUE FOOT AND ANKLE NEEDS?

In your search for a podiatrist, one of the questions you should be able to answer about the doctor you're considering is whether they fully understand your foot and ankle needs. Some of the questions you may want to ask as you're doing research are:

- Does this specialist listen to you?
- Does this specialist answer your questions?
- Does this specialist take a consultative approach to your unique needs?
- Does this specialist fully explain all of the treatment options available to you?

A good podiatrist will take the time to consult with you on your symptoms, pain level, and any questions you may have. Your lifestyle will also play a role in choosing the best treatment option for your needs, so your podiatrist should take that into consideration as well.

Here at Advanas Foot & Ankle Specialists, we take your needs seriously and partner with you to discuss your condition and your best treatment options. All of our doctors are friendly and take a consultative and educational approach to your unique situation, so you can rest assured that you're receiving the best possible podiatric care.

By taking a **consultative approach**, a true specialist ensures that you feel cared about and that your treatment option is the best possible choice for you, your needs, and your lifestyle.



## NUMBER 2: DO THEY USE THE LATEST TECHNOLOGY AND EQUIPMENT?

In order to offer you the best possible diagnosis and treatment options, podiatrists need certain pieces of equipment. One example is a diagnostic ultrasound. Not only does this allow a podiatrist to properly diagnose your foot condition, it also helps in the process of treating soft tissue conditions by allowing your doctor to precisely guide injections.

Should a need for surgery arise, a podiatrist needs access to an operating room and other equipment used for foot and ankle surgical procedures. Though surgery is a last resort for us at Advanas, we offer a state of the art joint commission clinical surgery suite where we can independently operate and offer you a surgical procedure (if necessary) at a fraction of the cost. In the likely event that surgery is not needed, we offer shockwave therapy to treat your condition.

At Advanas Foot & Ankle Specialists, we have the capability of offering you a **wide variety of treatment options** including non-surgical treatments, minimally invasive procedures, and surgery as a last resort.



NUMBER 2: DO THEY USE THE LATEST TECHNOLOGY AND EQUIPMENT?

## NUMBER 3: IS THEIR FIRST VISIT FREE?

Your environment can often play a large part in influencing how you feel about your doctor, your treatment options, and the success of your treatment. The type of environment found in podiatry offices can vary widely from one practice to the next, which is why it's worth it for you to look into before you choose your doctor.

At Advanas Foot & Ankle Specialists, we prefer a warm and friendly environment to help you feel as comfortable as possible. You can expect to be greeted with a smile and treated like you're part of the family! Your needs are our priority, and we certainly hope to impress that upon you when you come in for your appointments.

Some offices feel sterile and cold, while others offer a **warm and welcoming** atmosphere. Which do you prefer?



## NUMBER 4: DO THEY OFFER FLEXIBLE APPOINTMENTS?

Like most people, you're probably busy with work, school, and other commitments. Your schedule may be hectic, but healing your foot or ankle condition doesn't have to be. Though this doesn't ring true for all podiatrists, some of us offer flexible scheduling so that you don't have to worry about shifting the rest of your life around.

We understand that life happens, and having a foot or ankle condition is stressful enough already. Your schedule shouldn't need to be altered to find relief, so you can let us know what works for you and we will do our best to accommodate your needs.

Your health and your needs come first,  
which is why Advanas offers  
**same day appointments and evening hours.**



## NUMBER 5: DO THEY RECOMMEND TREATMENT OTHER THAN SURGERY?

Typically, foot surgery isn't necessary for most conditions. Though there are always exceptions to the rule, chances are that your foot or ankle condition can be healed without the need for surgery. Technological advances have brought you many alternatives to getting foot surgery, and your podiatrist should be able to make a number of recommendations for treatment.

If your podiatrist has exhausted your non-surgical options, you may still be able to get treatment through a minimally invasive procedure as an alternative to full-blown foot surgery.

At Advanas Foot & Ankle Specialists, we offer a wide variety of treatment options, and surgery is always a last resort. By utilizing the technology available to us in conjunction with your body's natural ability to heal, we can typically help you get better *without surgery*.

If your podiatrist has recommended surgery but you're unsure about it, please give us a call for a second opinion at 1-800-856-1106. We've served over 50,000 patients just like you and we may be able to help you **without surgery**.



## NUMBER 6: DO THEY HAVE EXPERIENCE?

Your podiatrist, like any doctor or specialist, should have some experience under their belt. Typically, the more experience your podiatrist has, the better they will be at diagnosing and treating your foot or ankle problems.

Here at Advanas Foot & Ankle Specialists, we've served over 50,000 happy patients since 1989. Our experience, friendly staff, and passion for helping you live pain-free are a testament to our commitment to you.

When it comes to the health of your feet and ankles, your podiatrist should know what they're doing and be able to offer you the **best possible care** for your condition.



## NUMBER 7: DO THEY TREAT PATIENTS OF ALL AGES?

Although most children don't experience foot or ankle problems, sometimes it happens. If your child is experiencing foot or ankle issues, it's better to see a specialist about it as opposed to a general practitioner. This will ensure they get the best and most accurate diagnosis possible. A podiatrist can also offer more effective treatment options for whatever the issue may be.

The chances of children developing foot or ankle conditions increases if they participate in sports, so adolescents may be more prone to having problems than younger children. Your podiatrist can help you or your child heal quickly and get back in the game fast.

Though children aren't our typical customers, we ultimately want to help everyone we can!

No matter what age our patient is, at Advanas Foot & Ankle Specialists we can help you find **relief** for your foot or ankle pain **quickly and effectively**.



## NUMBER 8: DO THEY OFFER ANY GUARANTEES?

Anyone who offers a quality service should stand behind their work. For podiatrists, this typically means having a guarantee, which serves to assure you that their work is solid and their practice and treatment options are effective.

Your health and satisfaction are important, so why settle for a podiatrist who doesn't offer a guarantee?

The health of your feet is our top priority, and we stand behind our work. Whether you're coming in to have an ingrown toenail treated or have a need for foot or ankle surgery, your satisfaction and wellbeing are what matter most.

At Advanas Foot & Ankle Specialists, we offer a **100% Satisfaction Guarantee** so that you can be 100% sure your foot and ankle care is in the hands of professionals.



## NUMBER 9: DO THEY HAVE MULTIPLE LOCATIONS?

When researching a podiatrist, a good sign is typically if they have multiple locations to best serve your needs. Not only does this tell you that they've been in business for a while, but it also means that your podiatrist is a professional who wants to help as many people end their foot pain as possible.

At Advanas Foot & Ankle Specialists, our goal is to serve as many patients as we possibly can. If you have foot or ankle pain, you can make a same day appointment with us at your convenience and allow us to help you find the office nearest you.

If you're in the MI or IN area, Advanas has offices in Sturgis, Coldwater, Angola, Dowagiac, Portage, and Paw Paw, all available to you at one central phone number:  
**800-856-1106.**



## NUMBER 10: DO THEY ACCEPT MOST INSURANCES?

As with any medical practice, one of your top concerns is probably whether they accept your insurance or not. Of course the only way to be sure is to contact your individual insurance provider; however, the podiatrist office should be willing to work with you if the insurance is not accepted. If you can, you should find out whether your insurance coverage is at least likely to be accepted or not.

We believe in making your treatment process as hassle-free as possible, so everything you need is taken care of for you. If you'd like to find out for sure whether your insurance is accepted at our offices, please give us a call today at 1-800-856-1106, or call your insurance provider.

At Advanas Foot & Ankle Specialists, **we accept most types of insurance**, yours probably included!



## BONUS: DO THEY OFFER FLEXIBLE PAYMENT PLANS?

This report was only supposed to cover the top 10 most important things to consider when choosing your foot and ankle specialist, however, since cost is always on our patient's mind, we wanted to add in this bonus section. You may be wondering what happens if you don't have insurance or you run into another issue related to the cost of your treatment. Obviously the health of your feet and ankles is important, which means that you'd probably like to make sure you can receive proper care without having to worry about your pocketbook.

Our mission is to help as many people as we can to live the pain-free, active lifestyle they choose. If your feet or ankles are causing you pain or discomfort, or even if you'd just like to make sure your feet are healthy, your payment plan is flexible and your treatment guaranteed.

Not to worry; here at Advanas Foot & Ankle Specialists, **we work with you** to find a payment option that fits your unique financial needs.



## CLOSING LETTER FROM DR. TREVOR NEAL

Dear Friend,

I certainly hope that you've found the information in this short report helpful in your search for a podiatrist for yourself, your child, or a loved one. Additionally, I hope that it has shown you how Advanas Foot & Ankle Specialists can help you with all of your podiatric needs, typically without surgery.

During your first visit, your concerns and questions will be addressed so that you know you're receiving the best care possible. Because we believe in taking a consultative approach to your treatment, you and your doctor will decide together which treatment options are best for your unique needs. My main goal in sharing this report with you is to educate you on some of the most important aspects of choosing a podiatrist. Even if that podiatrist is not us, I certainly hope that we were able to help you make the best and most informed decision for the care of your feet and ankles.

I must commend you for taking the time to do your research, because ultimately, it will help you choose a podiatrist you feel comfortable with and trust to provide you with the best and most effective treatment possible.

Of course there are many more things you should know about choosing a podiatrist that I didn't include in this report; in fact, I could have easily doubled its length! However, I am confident that the information we've provided will help you choose the best podiatrist for you or your loved one.

Most importantly, please know that my staff and I are always here to answer any questions and address any concerns you may have.

All the Best,

*Dr. Trevor Neal*

P.S. When you are ready to schedule your first appointment, please call 1-800-856-1106 or visit [www.Advanas.com](http://www.Advanas.com) where you can also download a \$25 Initial Savings Certificate. Additionally, we offer same day appointments as well as flexible scheduling so that you can be seen at your convenience.