

**The Practice**  
(Chiodo and Tolle)

Following graduation from dental school, you associate with a dentist who plans to practice with you part time while slowly retiring over the next five years and then sell you his very established, very lucrative practice. This dentist begins referring patients to you immediately and you are quite busy. You notice, however, that almost all of your patients are treatment planned for crowns. In fact, some of your patients are scheduled for full cast restorations in teeth which have one or two surface alloys in place. When you question the senior dentist about this practice, he advises you that his practice is associated with a high level of excellence and quality and this is the type of treatment that his patients expect. Furthermore, he advises you that his patients associate high cost with high quality. He has firm expectations that you will continue this tradition. What do you tell this dentist?