

# BUSINESS

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**Special pull-out Travel Section featuring warm weather destinations**

## Kansas City dentist wanted \$7,200 to fix 4 front teeth for the publisher's mother. Mexican surgeon fixed 5 teeth for \$800! Can you really afford not to fix your teeth in Playa del Carmen?

By the Publisher - December 2009  
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*I'm a firm believer in the old adage that if it sounds too good to be true, it probably isn't. But, what I'm about to tell you is the truth, the whole truth, and nothing but the truth, so help me God! The publisher.*

"My Mexican dentist is better than your Mexican dentist," said an American "Gringo" to me in a coffee shop in Mexico two weeks ago.

"Have you ever been to my Mexican dentist?" I asked.

"No," my friend responded.

"Then how would you know?" I asked, sarcastically.

Another Gringo said, "Well, I go to the Mexican dentist on First Street."

"Great," I responded. "So, we're all happy with our Mexican dentists!"

Why shouldn't we be? I have been using my friend, Dr. Rafael, since I lived in Mexico in 2005. As my mother said last week, "He is the most kind, gentle and caring man." I agree.



Dr. Rafael with the publisher's mother.

### Kansas City dentist's diagnosis

My mother, whose age I cannot tell you because if I do, she will pull my ears, held her hand over her mouth in public for a week, after 4/5ths of her top, front tooth filling fell out in late November. She was very embarrassed. So, I took

her to a greater Kansas City dentist the next day, and he told her she needed 4 root canals and 4 crowns, costing \$7,200.00. She had already visited a Kansas City dentist twice before in the preceding 30 days, and spent about \$400.00, getting absolutely nothing accomplished on her last visit. I called the dentist to complain about the second charge for just looking at her, while I was ack in Vail.

He also told her that she would have to see an endontic, the technical name for a root canal specialist, and that since she could not afford the \$7,200.00 initially, she could fix her teeth over time. Even if she could afford the \$7,200.00, she would need to spend at least 4 weeks over a 2-month period to get all the work done between the Kansas City dentist and the Kansas City dental surgeon.

I called Medicare and found out that they wouldn't cover teeth, and I checked on buying dental insurance for her, and found that she would have to pay about \$50.00 per month for 12 months, equaling about \$600.00, and even then, the policy would only cover about \$3,600.00 in repairs.

"That's not

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of Travel Section**

## Playa del Carmen Rotary Club fund schools in jungle

### Publisher's Report

Thed Pettersson is

a former music promoter in Sweden.

Thed Pettersson is

also a co-owner with wife, Pia, of a locals favorite bar and hotel known as the Hotel La Rana Cansada, "the singing frog."

Thed Pettersson is also a very giving man, who has donated much of his time to the Playa del Carmen Rotary Club, which



Thedd Pettersson, a man with a big heart!

meets monthly to help with projects to make the Riviera Maya a better place to live and visit.

The publisher of Business Briefs had the good fortune to accompany Pettersson at the

December 2009 club meeting, where the publisher

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of Travel Section**

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## Can you really afford not to fix your teeth in Playa del Carmen?

**From Page 1 of Travel Section** worth it," my mother said. "I would have been paying \$600.00 per year for all those years, and still had to pay half the bill."

"Correct, Mom," I responded. "Health insurance is such a rip-off!"

**You can pay your American dentist to fix your teeth, and he or she can afford to go to Mexico, or you can pay my Mexican dental surgeon to fix your teeth, and you can afford to go to Mexico!**

So, on November 26th, I booked 2 round-trip, 2 hour and 45 minute non-stop flights from Kansas City to Cancun, for \$898.64 total, about \$450.00 each, from Sunday, November 29th, through Sunday, December 6th.

I also booked a suite on the beach at the



The top left short tooth was missing 4/5th of it. I was rebuilt and shortened, to make way for a double crown.

### My Mexican dental surgeon's diagnosis

Had my mom done everything the Kansas City dentist said needed done, it would only have cost her \$7,200.00 plus more for a filling on the 5th tooth. Had she paid my friend, the Mexican dental surgeon for the same work, she would have spent only \$2,400.00, if she did everything the Kansas City dentist wanted her to do. But, Dr. Rafael would have none of that.

"Michael, she doesn't need 4 root canals, she only needs 1," said Dr. Rafael. "She doesn't need 4 crowns, she only needs 2."

"Really," I asked, questioning who I believed, the Kansas City dentist, or Rafael, my amigo. Answer: I trust my Mexican dentist, period!!!

In fact, I asked Dr. Rafael to give me a root canal on a tooth that a dentist told me 3 years ago needed a \$900.00 root canal, and a \$1,400.00 crown. Rafael, who would have only charged me \$70.00 for the root canal and \$350.00 for the crown, said, "Michael, your tooth is fine. You only need a \$70.00 filling." So, he fixed it, and I now have zero teeth pain!

What a great friend! And, I wonder about what kind of society we have in our country today? The say God help widows and fools.

### My mother's dental schedule

**Monday** - meet the dentist for 2 hours, get x-rays, do root canal, prepare 2 teeth for crowns, fix 3 more teeth with fillings, install 2 quick-drying liquid temporary front teeth, make my mother smile again! Dr. Rafael suggested my mother was now ready to go find another handsome husband. My mother giggled, as she smiled broadly.

**Thursday** - remove fabulous temporary teeth, install 2 crowns that are built together for better strength, make my mother smile again!

**Friday** - adjust crowns to help match with bottom teeth. Total time for the week in the dental office was 3.5 to 4 hours, not several weeks as the Kansas City dentist insisted.

If you have any questions about how to contact Dr. Rafael, or would like assurance from others in Eagle County who have had the pleasure of using this "kind, gentle, caring man, please contact me at info@BusinessBriefs.net, or call me at (970) 280-5555.

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Playa Palms boutique hotel, which is running a \$99.00 per night special, for 7 nights.

From the Cancun airport, we took an \$8.00 air-conditioned bus ride for 45 minutes to downtown Playa del Carmen, and then took a \$5.00 cab ride to the *Playa Palms* hotel.

Upon arriving at the hotel, we both took a short nap before walking up to Playa's world-famous Fifth Avenue, and she shopped for a \$150.00 Ray-Ban sunglasses that the salesma wanted \$30.00 for, but after shrewd negotiation, I paid him \$10.00 US. I know, these are supposedly knock-offs and not the real deal, but when I compare them in the United States, I truly cannot see any difference in the quality of the glasses. I bought 2 pair for myself, again fro \$10.00 each, because my 2-year old pair of Ray-Bans was showing a little wear.

Throughout the week, we enjoyed wonderful meals, at an average cost of \$10.00 each, however we could have spent less, but it's difficult to turn down great food at reasonable prices.

The weather was terrific, averaging about 80 to 90 degrees during the daytime, and around 70 degrees at night. At least, it sure felt that way.



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# Finding real estate security south of the border

## Press Release

## resort developer!

During unstable economic times, many investors search for secure real estate investment opportunities abroad and find it closer to home than they thought possible. Playa del Carmen in Mexico offers exactly what they need.

Today, during continued financial uncertainty, a critical component of any real estate investment is the security and stability of the region invested in. Playa del Carmen, a jewel of the Mexican Caribbean, scores big in terms of security and stability, while at the same time bringing a host of other positive attributes to the enterprising real estate investor.

Playa del Carmen offers world-class dining, shopping and entertainment. The town is located in the Riviera Maya region of Mexico, a magnificent stretch of white sand beaches along the turquoise Caribbean Sea which boasts the world's second-largest barrier reef and indigenous Mayan culture. Playa is only 45 minutes south of the Cancun airport.

Jack Perlman - a superior

"All luxury condos in all of Playa can fit into two high rise buildings. In size comparison to Miami Beach or San Juan, we're a tiny jewel," explains Jack Perlman, a luxury condominium developer and a native New Yorker. Jack got stranded in Playa del Carmen by mistake over 15 years ago and has been there ever since.

After spending more than a decade buying and developing real estate in this paradise-like location, Perlman has become one of the most respected developers in the region. His properties are some of the most sought after residential addresses in Playa del Carmen, and his track record and experience as a real estate developer has reassured the many investors who have invested in his properties.

Perlman is also considered by many to be the most influential force behind the modernization of the real estate business in this region of Mexico. Not only was Perlman instrumental in pioneering American style title insurance in Playa, but he also



Jack Perlman

led the charge in encouraging the use of escrow services and engaging in transparent business practices.

The net effect of Perlman's efforts is the creation of one of the easiest and safest regions for real estate investments in Latin America.

Moreover, many of the owners acquire their units and rent them out for the most of the year, and that's where Mr. Perlman's property management company steps in to make this process as easy as possible. Owners also receive passwords to the central reservation system and can track their occupancies and rental income online.

The developer's luxury condominiums at Villas

Sacbe, Porto Playa, Maya Villa and El Taj Beachside are all just a few steps from sugary white sand beaches.

Each of them has a different character, with the developer personally overseeing all the details for each project.

Each development focuses on a specific theme which is enhanced by unique pieces of art and decorative pieces personally sourced and acquired by the developer from far-away places like Bali or from local Mayan artists. Perlman expects to finish El Taj Oceanfront, his most exciting and ambitious project to date, in December of 2009.

El Taj features a Balinese theme, complete with Balinese fountains, designer lighting fixtures, local decorative accessories and unique architectural details for which Perlman's buildings are well known.

Perlman's decision to open El Taj in arguably the most difficult financial environment since the Great Depression is a testament to his vision and his belief that Playa Del Carmen's best days are still ahead.

"I see the opportunity for people to buy now in order to reap profits a few years down the road," Perlman says confidently.

## About Condo Hotels Playa del Carmen

Condo Hotels Playa del Carmen consists of four distinct luxury condominiums with 100 units total: Villas Sacbe, Porto Playa, Maya Villa and El Taj Beachside, with the fifth one, El Taj Oceanfront, opening in December of 2009.

The properties provide the services of a 4-star hotel, such as 24-hour front desk, maid services, airport pick-up, parking garage, gym, baby sitter, and a 5-star restaurant.

Each condominium is surrounded by a private courtyard with landscaped gardens, a fountain and a swimming pool. Playa del Carmen beach is steps away, and the convenience of the best restaurants, nightlife and shopping is within easy walking distance.

For more information, please visit [HYPERLINK "http://www.condohotel-playadelcarmen.com"](http://www.condohotel-playadelcarmen.com) [www.condohotelsplayadelcarmen.com](http://www.condohotelsplayadelcarmen.com)

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# Playa del Carmen Rotary Club funds schools in the jungle

From Page 1 of Travel Section

viewed scores of Rotary flags from around the world, flags from Europe, the United States, Canada, etc.

The Playa Rotary Club's latest project is helping to raise funds to build schools in the jungle, throughout the region.

"The jungle communities have about 100 to 130 kids surrounding them and they need school buildings," said Pettersson. "Our job is to raise money to help them build their own schools."

To that end, the publisher has visited jungle communities over the

years, and they truly are "3rd world" communities.

Clearly, they need help raising money to provide the necessary building materials, so that the residents can build their own schools.

Petterson will be helping to raise funds for "Educacion Zona Maya" by personally promoting a Swedish singer and entertainer by the name of Tommy Korberg, who is a legend in Sweden.

Petterson says Korberg (pronounced Shorberg) will give a \$40-\$50.00 a ticket performance in the Riviera Maya in March of 2010, which

should be well attended by Europeans as well as Canadians and Americans.

Korberg has worked for the bandleader of Abba, the internationally known rock stars from the 70s.

You can help fund this project by contacting Petterson at info@ranacansada.com.

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