

## Why having an Otolaryngologist and Doctor of Audiology caring for your hearing health together is best...

### Consumer Reports, July 2009: Select a hearing aid provider

*"An ear doctor can rule out medical conditions such as a tumor or bacterial infection in the ear that might be affecting your hearing. He can also clear your ears of wax so that you are ready for your hearing test."*

*"Survey respondents that received their hearing aids from a doctor's office gave those providers higher marks on their thoroughness in evaluating hearing loss than did respondents who went to other types of providers."*

### Why choose Heritage First ENT for your Hearing Aid:

- Knowledgeable team of Licensed Doctor of Audiology and Board Certified Ear Doctor with 17 years of team experience
- Complete medical consultation before fitting if desired.
- Fair and competitive pricing
- Wide variety of hearing aid styles and models suited to your specific hearing needs
- 30 day trial period
- Lifetime hearing aid care
- In-house cleaning and repair
- Friendly and knowledgeable staff



Meet our Doctor of Audiology  
**Betsey M. Bell,**  
Au.D., FAAA

Betsey Bell, Au.D. received a Doctorate in Audiology from Salus University, and has additional degrees from both Bloomsburg University of PA and Louisiana State University. She has spent the last 17 years working with Dr. Abram and specializes in diagnostic testing for both children and adults. Her primary work interest is in fitting and counseling adults with hearing loss on the latest options available to them while keeping it as affordable as possible.

There is a wide variety of hearing aids on the market, which we understand can be overwhelming. No one hearing aid is right for every person. Our goal is to help you understand your hearing loss, and the hearing aid options available so you can choose the best hearing aid that will match your lifestyle, needs and budget.



#### Heritage First Ear, Nose & Throat/Facial Plastic Surgery

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# NEED HEARING AIDS?



### When considering a hearing aid... shouldn't you see a hearing doctor first?

A Doctor of Audiology, AuD has 8 years of specialized training in the assessment and management of hearing and balance disorders including the dispensing and fitting of hearing aids.

Together our team at Heritage First Ear, Nose & Throat will determine the exact nature of your hearing loss. In some cases, minor surgery, ear wax removal or some other treatment can solve the problem. If not, we'll recommend a hearing aid that fits your budget and lifestyle. We are dedicated to your hearing healthcare needs now and in the future.

## Hearing Aid Information

## Hearing Aids Overview

Research is constantly being done to improve the sound quality of hearing aids, so the technology is ever changing. There are currently a wide variety of hearing aid options. Entry level hearing aids begin in the \$1,000 range and can increase depending on the circuit and model selected. These options can be discussed with you further at your hearing evaluation. It is important for you and your family to remember that no hearing aid will restore your hearing to normal. A hearing aid is an assistive device, not a cure; much like a cane is for walking. They assist hearing loss but do not eliminate it.



## Evaluate a friend or loved one's hearing...

- Do you have trouble hearing in a restaurant?
- Have you been told that your TV is too loud?
- Do you notice any ringing or other noises in your ears?
- Do you ask others to repeat what they say?
- Do you struggle to hear soft voices or children's voices?
- Do you find it difficult to understand voices on the telephone?

If you answered YES to ANY of these questions you could have some hearing loss and a hearing aid may be of assistance to you.

## How to proceed with a hearing evaluation...

First, make an appointment at our office to see our doctor, Adam Abram, MD, FACS for a complete ear evaluation and to see the audiologist, Betsey Bell, AuD, FAAA, for a complete hearing evaluation by calling **(717) 728-9700**. The results of the evaluation will be reviewed with you at this visit. If hearing aids are recommended, you will be scheduled for another visit called a hearing aid evaluation. Betsey Bell, AuD, FAAA, who specializes in hearing loss and hearing aids will discuss what type of amplification will be most appropriate for you. Please note that Dr. Bell does **not** make a higher commission by selling a hearing aid that is more expensive than you really might need.

In approximately 2 to 3 weeks, you will be scheduled back to see Betsey Bell, AuD, FAAA, for the hearing aid fitting/delivery. At this visit the hearing aids will be programmed for you, and you will be given instructions on how to properly use and care for your hearing aids. You then have a 30 day trial period, during which time you may need to make several visits to Betsey Bell, AuD, FAAA, for adjustments or review. At any time during the trial period, you may return your purchase for a refund. A small portion of the purchase price is non-refundable.

Visits beyond this point are generally as needed, and for periodic checkups. You can contact our office to schedule an appointment if hearing aid emergencies arise.



## One Hearing Aid or Two....

Deciding to get a hearing aid can be a difficult decision to make. Many people are even more concerned by the idea of having to get two hearing aids. However, for the optimal benefit of your hearing, if a hearing loss is present in both ears, you will hear best with hearing aids in both ears. Try to picture buying a pair of glasses, and only getting a lens in one side. The image would be unbalanced, and your vision wouldn't be as acute. The same can be said for hearing. Research has shown that people utilizing their hearing on both sides can localize sounds better, and hear more clearly in noisy environments.



## Paying for your Hearing Aids

The first question most people ask is if their insurance will pay for their hearing aids. As a rule, most do not. If they do, they typically pay a portion and the remainder is the patient's responsibility. Check with your insurance carrier for specific benefits of your plan. We will be happy to assist you with any paperwork required for filing a claim for reimbursement. Our office accepts many forms of payment including credit cards. Payment is expected at the time of delivery unless other arrangements have been made with our office prior to that visit. This can be discussed with you at the hearing aid evaluation.

**Call for a consult today (717) 728-9700**  
**[www.heritagefirstent.com](http://www.heritagefirstent.com)**