

Profitability without Sacrificing Service-Oriented Care

Building the Successful Practice

When financial and insurance systems are not in place, opportunities are missed for profitability and optimal patient care. This interactive, strategic session offers solutions for achieving 100% collection (or better!) and tips for fee schedule negotiation, faster claim payment and denial prevention. Learn how YOUR practice can implement these proven solutions immediately.

In this interactive, high energy session, Dana Moss shares the **Accounts Receivable and Insurance Systems** of today's highly effective and lucrative practices and the skills needed to remain on the cutting edge of current dentistry trends. This presentation shares proven solutions that can be implemented immediately to become a profitable PPO practice *without* sacrificing quality of care.



Learning Objectives:

INSURANCE SYSTEM

- ✓ Learn how to achieve top dollar reimbursements through "allowable" negotiation
- ✓ Determine which insurance plans are the *best fit* for your practice
- ✓ Adjusting techniques that keep money in the bank... *and patients appreciate!*
- ✓ New patient phone calls that build relationships while getting the details
- ✓ Questions to ask the insurance company prior to patient appointment
- ✓ Reports to run - *and when* - to ensure prompt insurance payment

ACCOUNTS RECEIVABLE/ PATIENT RESPONSIBLE

- ✓ Achieving 100% collection percentage... *or better!*
- ✓ Eliminating 90 day past due accounts
- ✓ What to do with delinquent accounts... *it's not a collection agency*
- ✓ When to run statements and effective prompts for timely payment
- ✓ Reports to run - *and when* - to ensure a healthy accounts receivable

Suggested Formats: Lecture, Workshop, Keynote (Up to 4 hours)

Suggested Attendee: Dentist and Team

