



Workshop Course Descriptions

Full Day Format

"Stop Telling Patients About Their Dental Insurance, It's the Patient's Plan – Not Yours"

Patient dental benefit plans are continually changing. Are you and your team?

This full day workshop will provide for you a comprehensive overview of the skills and information needed to cope with, as well as, profit from market changes. Learn to work with and understand the patient's benefit plan restrictions and limitations.

Tom's foolproof system to accurately document, code, bill and collect for completed procedures has been implemented in thousands of dental offices across the country. Even if your office doesn't accept the insurance assignment you shouldn't ignore this critical component of "Value Added" customer service while you streamline and simplify the reimbursement process.

- The past, present and future of dental benefit plan design
- What procedures are payable when
- Accurate coding for stress free documentation and reimbursement



Workshop Course Descriptions

Half Day Formats

"Dental Insurance Reimbursement - My Paycheck Depends on It"

This workshop will provide for you the basic skills and information needed to cope with as well as profit from market changes. Benefit plan provisions, limitations, exclusions and carve outs of coverage can have a direct correlation with the patient accepting comprehensive treatment.

Learn to work with and understand the patients plan. Tom's "Seven Keys to Reimbursement Success" is a winning strategy for every dental office team.

- Documented diagnostic specifics in order to secure more comprehensive reimbursement
- Phased treatment planning that helps patient's say "yes" to both improved oral health and aesthetics
- Sound financial arrangements as well as separate benefits assessment to help the patient make the most of their plan

Simplify Reimbursement With More New Codes? Who Are You Kidding?

CDT was supposed to make our lives easier. Is it? Do more redefined codes make the plan now pay more for the procedure?

This workshop will focus on the most common as well as challenging sections of the coding sequence. Clinical scenarios will be discussed from both the clinical as well as administrative perspectives.

Tom will help your office eliminate barriers and improve billing communication to all parties involved. Appropriate coding will take the mystique (as well as headache) out of the reimbursement process.

- Accurately document, code, bill and collect for today's completed treatment