



Optimizing Insurance Participation and Reimbursement Rates

Presented by Ben Tuinei of ePractice Manager

Date: September 27, 2017
Time: Registration 5:30pm
Lecture 6:00 – 8:30pm

Location: The Grill at Legacy Ridge
10801 Legacy Ridge Pkwy,
Westminster, CO 80031

Tuition: Complimentary

CE: 3 CEU's

Course Summary

Doctors can be more successful in helping patients move forward with the treatment if they employ proven techniques. This is especially true when working with insurance companies in the best interest of the patient and the practice. Sometimes the use of these skills determines whether a patient commits to starting treatment or decides to “wait and think about it”. Attend this session and receive tips and tools you can use on an immediate basis to receive the full insurance reimbursements to which you are entitled.

Course Objectives

- 7 proven and effective steps in negotiating better PPO rates (for PPO participating doctors)
- The history and future of dental insurance
- Negotiating tips for the solo and group practice
- Maximizing your leverage in negotiating
- How to get to the right executive to negotiate
- Should you participate and if so how do you make it profitable
- How to handle downgrades and alternative benefits
- Managing better reimbursements for complex or challenging cases
- Non-covered services such as dental implants, dentures , etc.
- Tips on avoiding common billing pitfalls
- Place a premium implant and use that custom abutment without eating the cost



To RSVP please contact Dr. Hong at (303) 255-0500.
Please RSVP by September 15, 2017