

## Get Paid (On Time) for All the Work You Do Every Day



**Cashflow is the lifeblood of a dental practice.** You provide care when your patients need it; you deserve to get paid in a timely fashion, as well. You work too hard to waste time and energy chasing reimbursements and worrying whether there will be enough revenue at the end of each month to pay the lease, bills, and payroll.

Free up your front office team's time. Learn techniques for clearing up claim documentation gaps, methods for reducing time spent on phone calls, emails and faxes to insurers, and how to negotiate primary and secondary claim conflicts.

From coding and initial submissions to managing appeals and denials, learn how you can eliminate one of the biggest headaches in a dental practice, collect more, and reduce your over-90-day insurance account balances to ZERO.

### Learning Objectives:

- Explore the art of persuasive communication techniques that help patients understand the need and value of proposed treatment
- Develop effective skills for communicating payment options and increasing collections
- Discover how to get difficult dental claims paid
- Understand how to integrate medical/dental billing into your practice
- State the reasons patient family files may cause rejected insurance claims
- Understand the implications of the Affordable Healthcare Act on dental practice billing and collections
- Review enlightening case studies that highlight creative approaches which get difficult claims paid



**James Anderson, DMD**  
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[www.jamesanderson.dentist](http://www.jamesanderson.dentist) • 801-309-1477  
[james.anderson@eassist.me](mailto:james.anderson@eassist.me)