

OUTLINE

THE DENTAL CONTRACT

- Insurance carrier rights
- Trends in today's contracts
  - Changes in benefit frequency
  - Oral-systemic disease link
  - Avoiding dental fraud
  - PPO participation

PRACTICE MANAGEMENT

- Fees
- Patient communication and managing the patient
- What consultants look for—common practice mistakes
- The importance of self-auditing records
- Risk management tips

AVOID DENTAL FRAUD

- Avoiding “red flags”
- Suspicious claims
- Fee discounts
- Over-utilization
- Accepting Medicaid: Should you/shouldn't you?
- Examples of legal action

THE COMPLETE CLAIM FORM

- How to look at claims like a claims reviewer
- Correct X-ray, photograph, and narrative submission

INSURANCE STRATEGIES

- Learn how the insurance company thinks
- Learn to correctly resubmit claims for appeal
- The truth about insurance company stall tactics—Are they real?
- Effect of the HIPAA laws on coding
- Effective communication skills
- Discover how to use the EOB to your advantage

EFFECTIVE CODING AND BILLING

- Tips you can use to keep your practice afloat in a down economy
- Identify the biggest loss of income for your office and how to correct it
- CDT—the latest additions and revisions
- Documentation needed to support claims
- WILL YOUR RECORDS SURVIVE AN AUDIT?
- Correct use and maximization of codes
- Electronic claim filing
- Outside financing—Which lender should your practice recommend?
- The correct claim attachments and narratives—What needs to be included?
- Important tips to ensure a complete claim—the first time you submit it

SPECIAL AREAS OF ATTENTION

- Learn to bill periodontal services correctly including the new D4346
- Fraud: Prevent fraud from occurring in your billing

Most Offices Can Immediately Increase Income with the Information in this Seminar

- Overcome a down economy with LEGAL ways to maximize billing.
- Implement proven strategies to improve patient collections.
- Bill properly for general practice, periodontal, and oral surgery services.
- Help prevent rejections.
- Identify what insurance companies look for other than fraud.
- Assess the claims process from the insurance company's perspective.
- Examine the pros and cons of accepting Medicaid.
- Analyze dental contract language and determine how to best educate the entire dental practice, including the staff, doctor, and patients.
- Formulate the best narratives and documentation.

What You Should Bring

It is recommended (not required) that attendees bring current CDT coding books to the seminar. CDT coding books may be ordered from the ADA by calling 800-947-4746 or 312-440-2500.

Target Audience

Dentists & Practice Owners • Front Office Personnel  
Office Managers • Schedulers • Treatment Coordinators  
Insurance Billing and Collection Personnel  
Dental Hygienists • Dental Assistants

Don't Miss!

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CDT Dental Coding &  
Reimbursement  
Update

Identifying Common Practice Mistakes


From the  
viewpoint of an  
ACTUAL  
CLAIMS  
EXAMINER!



RALEIGH, NC  
Wednesday, October 23, 2019

CHARLOTTE, NC  
Thursday, October 24, 2019

LIVE VIDEO WEBCAST  
Thursday, October 24, 2019



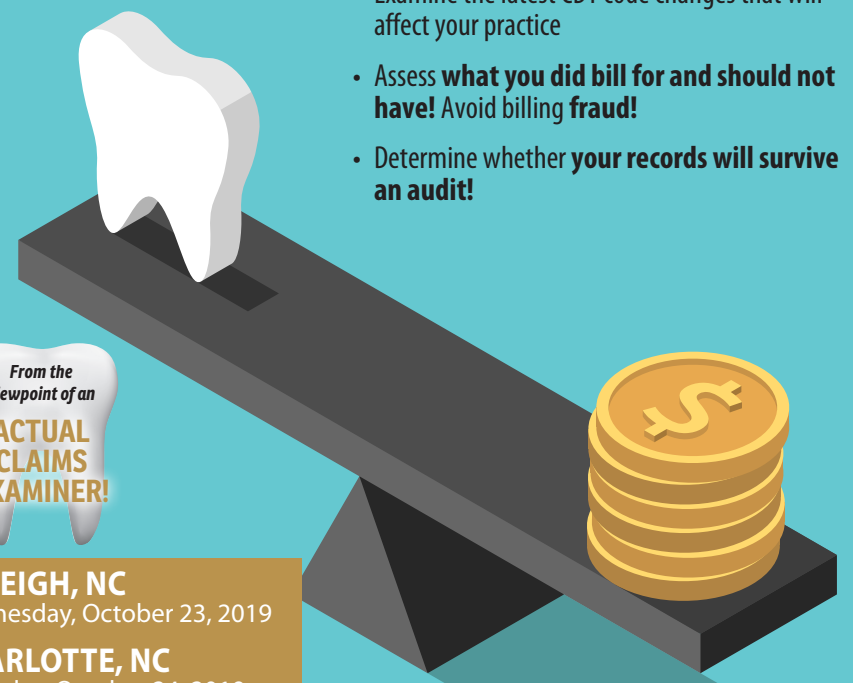
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CDT Dental Coding  
&  
Reimbursement  
Update

Identifying Common Practice Mistakes

Updated  
with the latest  
information on  
the 2019 CDT  
code changes!


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A Non-Profit Organization Connecting Knowledge with Need Since 1979

This one-day workshop is packed with common sense methods and ideas to increase practice revenue, decrease your risk, and decrease stress!

- Discover **what you should have billed for, but Didn't!** Identify “lost revenue”
- Understand the codes that will maximize your profit
- Examine the latest CDT code changes that will affect your practice
- Assess **what you did bill for and should not have!** Avoid billing fraud!
- Determine whether **your records will survive an audit!**

Without a thorough understanding of insurance reimbursement, today's dental office is at a serious disadvantage. In this economy, dental professionals need to ensure that they are getting reimbursed as adequately as they can. Insurance companies use various tactics and strategies that, unless understood, will cause unnecessary delays and rejections during claims processing. Each office has unique insurance problems. All offices have common insurance problems. We will teach you how to be aware of potential problems and offer possible solutions!

- Get your practice up to speed with an experienced dentist who ran a dental insurance company and practiced for 30 years.
- You will be given a consultant's perspective on records and billing, so you can do your own audits, increase your income, and decrease your risk.
- You will obtain helpful, realistic, and practical risk management and practice management tips.
- You will be given the information you need to file claims correctly and challenge denials with appropriate documentation and narrative.
- You will understand how insurance companies evaluate your claims.

- Identify what you need to be aware of to maximize billing.
- Examine the intricacies of the dental insurance world.
- Discuss how your office is being watched and how to avoid billing fraud.

PESI Inc. is proud to offer this seminar (at these locations only) *free of charge* (on live seminar tuition) for veterans and active duty military personnel. ***Limited seats available; advance online registration required.***

**Hassle-Free Cancellation Policy:** If you contact us before the event date, you can exchange for a DVD or CD on the subject (self-study continuing education credit may be available), a certificate to attend another seminar, or receive a tuition refund less a \$30 cancel fee. Substitutions are permitted at any time.

