



Set appropriate fees for your office and navigate your patient's dental benefits to reach production goals.

When is the last time your practice raised its fees? Are you confident that you are **collecting the maximum amount** from your patient's insurance benefits? When was the last time you looked at the codes you bill and where practice revenue came from?

Most practices are run with hand-me-down systems and rules to go with them. In this course, gain knowledge of accounting practices, truth in lending rules and tracking systems. Participants learn how to **overcome misgivings** about raising fees and how to determine where they should be set. But fees are only PART of the success equation. Christine Taxin shares the ins, outs and **"secrets" of insurance** and how to navigate dental benefits so that the practice produces and collects all it can.

“ Take charge of your office's financials AND its future! ”

COURSE OBJECTIVES:

- Review proper fee-setting considerations and methods
- Create a plan to implement a NEW fee schedule based on your practice's community and level of care provided
- Understand the purpose of setting goals by provider with "mixing up the codes"
- Know how to set collection goals and why you have credits or balances
- Understand practice philosophy, business principles and legal requirements to build a financial policy
- Help participants distinguish between accounts receivable and accounts payable
- Be aware of applicable rules like the Fair Debt Collection Practices Act, the Health Insurance Portability and Accountability Act (HIPAA) and the Truth in Lending Act

SUGGESTED AUDIENCE: Dentist and Team

SUGGESTED FORMATS: Full or Partial Day, Workshop, Keynote

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