



CHRISTINE TAXIN

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LINKS2SUCCESS, LLC

SPEAKERS PACKET

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CHRISTINE TAXIN

LIKING DOCTORS TO SUCCESS

Coding and fee positioning errors are common place and predictable in today's dental practice. These errors cost the practice dearly in lost revenue and fines!

Learn the top coding errors - and how not to make them – with Christine Taxin's presentations. Christine's workshop and lecture attendees benefit from her expertise in **advanced dental billing, dental to medical cross-coding, administrative and wellness systems.**



MEET CHRISTINE

BASED ON SEVERAL THOUSAND DENTAL PRACTICES STUDIED, CODING ERRORS ARE AMONG THE MOST COMMON PROBLEMS IDENTIFIED.

Coding and fee positioning errors are predictable in today's dental practice. Learn the top errors - and how not to make them! Increase practice cash flow immediately by learning how to do it right!

Christine Taxin's workshop and lecture attendees benefit from her expertise in advanced dental billing, dental to medical cross-coding, administrative and wellness systems. Her company, Links2Success, is approved as a PACE continuing education provider through the Academy of General Dentistry.

Prior to starting her own management consulting company, Christine worked for a large New York City hospital as administrator of a critical department, managed an extensive practice and worked with Coaching Solutions and Dynamic Administrators consulting companies. She has trained in management at LVI. She has been awarded "Leader in Consulting" for the past four years in Dentistry Today.

Christine serves as an adjunct professor at the New York University (NYU) Dental School and Resident Programs for New York City Programs. Christine will also begin teaching coding at Harvard Dental School.

“Christine’s courses are not just about codes. They offer a whole new way of thinking! Christine courses are a fun yet hard-hitting educational experience. Not to be missed!”



AWARDS



Dentistry Today: Top 100 Leaders in Dental Consulting, 2013-2017



Granted Honors as Adjunct Professor at NYU College of Dentistry



EDUCATION

LVI Mini MBA Program
ADA Code Revision
Medical Billing Courses



RECENT SPEAKING ENGAGEMENTS

Greater New York Dental Meeting
Henry Spenadel Continuing Education
Henry Schein Fall Festival
i-cat 3-d Congress
Goetze Dental
Jamaica, Maimonides and St. Barnabas Hospital
Residency Programs
San Diego Dental Convention
Excellence in Dentistry
NYU College of Dentistry
Carestream Dental
Pennsylvania AGD
Garden State Dental Conference & Expo
RDH Under One Roof
ICOI/ADIA Winter Implant Symposium
New York County Dental Society
Patterson Dental Program
Connecticut State Charter Oak Dental Meeting
American Association of Dental Office Managers



TESTIMONIALS

WHAT'S BEING SAID ABOUT CHRISTINE TAXIN'S PRESENTATIONS

“For meeting planners who wish to have a talented speaker to address everyday practice management challenges, I highly recommend Christine Taxin. Christine truly knows more about advanced dental billing with the medical component than anyone else I've heard recently. In addition to Christine's superior knowledge is her sincere way of connecting with her audience. They leave her courses knowing it is all about THEM and knowing how to better serve their patients and in turn, how to improve their practice as a healthier business.”

– Linda Miles, CSP, CMC
Founder, Miles Global
Founder, Speaking Consulting Network

“It is a refreshing experience working with Christine Taxin. As Associate Director, GP Director, as well as Director of Practice Management and Ergonomics at NYUCD I have developed a practice management program in which Christine is a lecturer for my senior dental students. Her enthusiasm and knowledge surpasses anyone in her industry. Her lectures are vital to my students, and are part of their National Board Exam. I look forward to involving Christine in many more of my lectures at the school.”

– Dr. Eric S. Studley
NYU College of Dentistry

“My experience with Christine Taxin has been nothing short of exceptional! Her knowledge of both medical/dental coding and regulations along with the ability to share this information has taken me to another level and increased my level of competence and confidence. I highly recommend Christine Taxin.”

– Cindy Johnson
Office Manager

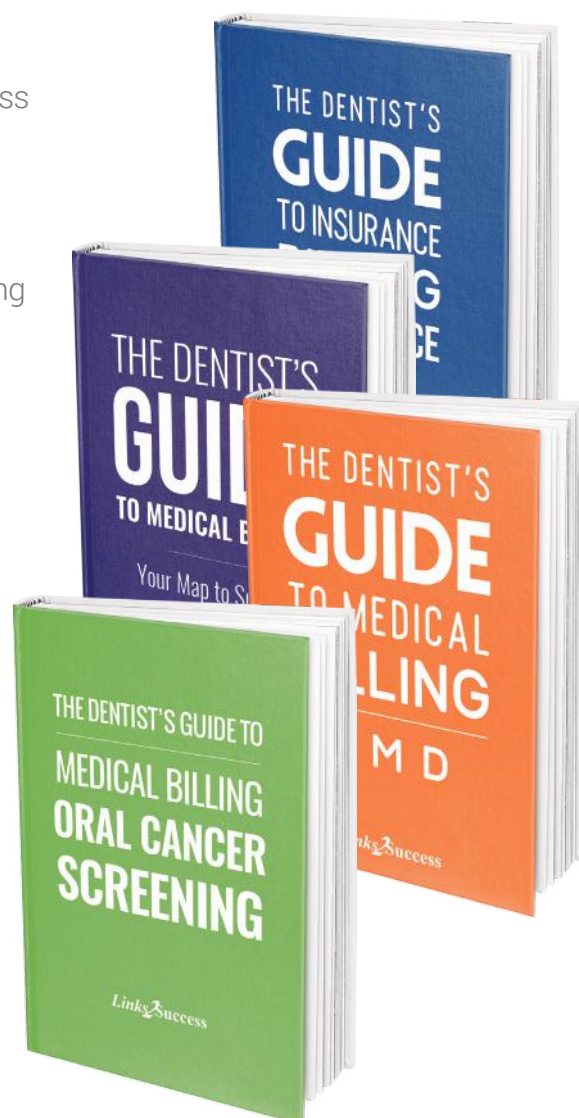
CURRENT AFFILIATIONS

- Adjunct Professor at NYU College of Dentistry
- ADA CDT codes have been granted to Christine Taxin
- Academy of Dental Management Consultants
- Founding Member, American Academy of Oral Systemic Health
- ADIA Auxiliary Education
- American Association of Dental Consultants
- Speaking Consulting Network
- National Association of Dental Plans, Member Code Revision and Medical Changes Committee
- National Dental EDI Council Foundation, Past Board Member
- Store-A-Tooth Foundation Board Member
- Expert Committee with ADA

RECENT PUBLICATIONS

Guidebooks and Whitepapers

- ▲ The Dentist's Guide to Medical Billing: Your Map to Success
- ▲ The Dentist's Guide to Medical Billing: Implants
- ▲ The Dentist's Guide to Medical Billing: TMD
- ▲ The Dentist's Guide to Medical Billing: Oral Cancer Screening
- ▲ The Dentist's Guide to Medical Billing: CT Scanning
- ▲ The Dentist's Guide to Medical Billing: Sleep
- ▲ The Dentist's Guide to Insurance Billing: Compliance
- ▲ Advanced Methods for Insurance Collections
- ▲ Wellness Centered Practice
- ▲ Pediatric Sleep Disorders and Medical Insurance
- ▲ Risk Management: The Guide for the Oral Physician
- ▲ Dental 2 Medical Billing Guide
- ▲ Dental 2 Medical CT Scan
- ▲ Oral Surgery, Implants Periodontal Medical
- ▲ Jump Start Diagnosing
- ▲ Essential Steps to a Successful 2017



RECENT PUBLICATIONS

Trade Publications



- Speaking their Language: Why Coding Matters for Dental Offices Billing Medical Insurance

Inside Dentistry

- January 1, 2017. "Partnering with Physicians: Dentists need new paradigm for better diagnoses and treatment."

(<https://www.dentalaegis.com/id/2017/01/partnering-with-physicians>)

July 1, 2016. "Cross-Coding Dental and Medical Procedures"

(<https://www.dentalaegis.com/id/2016/07/cross-coding-dental-and-medical-procedures>)



- October 19, 2016. "Why dental practices need to conduct risk assessments of patients."

(<http://www.dentalproductsreport.com/dental/article/why-dental-practices-need-to-conduct-risk-assessments-patients>)

December 8, 2015. "A dental guide to cross-coding for oral cancer screening Coding Cancer Screening"

(<http://www.dentalproductsreport.com/dental/article/dental-guide-cross-coding-oral-cancer-screening>)

The Profitable Dentist

- Spring 2017. "How to be the Face of Health and Wellness: 10 Tips for Front Office Teams" (page 8)

Winter 2016. "Medical Billing for Dental Procedures: Legal, Helpful and Necessary" (page 10)

The Profitable Dentist (p 8)



- January 2, 2017. "HIPAA Trendy: How to Prepare Your Dental Practice for HIPAA Audits (Part 1 of 2)"

February 1, 2017. "HIPAA Trendy (Part 2)"



- April 11, 2017. "Dentists! Defend yourself against medical malpractice suits with proper notes and documentation."

(<http://www.dentistryiq.com/articles/2017/04/dentists-defend-yourself-against-medical-malpractice-suits-with-proper-notes-and-documentation.html>)

September 22, 2016 "Medical billing for dental offices and the 2017 CDT updates: What you need to know."

(<http://www.dentistryiq.com/articles/2016/09/medical-billing-for-dental-offices-and-the-2017-cdt-updates-what-you-need-to-know.html>)

June 7, 2016 "Rebranding your dental office for the 21st century."

(<http://www.dentistryiq.com/articles/2016/06/rebranding-your-dental-office-for-the-21st-century.html>)

December 10, 2014. "How Risk Assessments Initiate Cooperative Response to Oral Systemic Disease."

(<http://www.dentistryiq.com/articles/2014/12/how-risk-assessments-initiate-cooperative-response-to-oral-systemic-disease.html>)



- September 26, 2016. "Dental Office in Disarray? Managing Schedules for Better Practice Management"

(<https://reminmedia.com/dental-office-in-disarray-managing-schedules-for-better-practice-management/>)

June 9, 2016. "Want to Bill Medical Insurance in Your Dental Office? Learn the Basics First"

(<https://reminmedia.com/want-to-bill-medical-insurance-in-your-dental-office-learn-the-basics-first/>)

June 1, 2016. "If Your Dental Office Isn't Using Medical Billing, Your Patients May Suffer."

(<https://reminmedia.com/if-your-dental-office-isnt-using-medical-billing-your-patients-may-suffer/>)

May 12, 2016. "Dental Office, or Dental Wellness Center? Embracing the Future of Dental Practice"

(<https://reminmedia.com/dental-office-or-dental-wellness-center-embracing-the-future-of-dental-practice/>)

November 1, 2009. Keeping Your Practice Healthy: Medical Billing in Dental Practices

COURSES OFFERED

LEVEL 1

ADVANCED DENTAL BILLING AND CODING

Have you updated to your yearly codes?
Do you know how to utilize them to increase collections?
Is your team afraid to ask a patient for co-payment when they've never paid one before?
Are you concerned your records may be audited?

Many practices find it a challenge to remain compliant with insurance rules and regulations. Diagnostic and procedure codes change annually, privacy issues continue to increase, and patient insurance coverage varies while practices try to determine how best to incorporate these influences and remain profitable.

Join us in this interactive, informational course and be empowered to take charge of your office's dental claim billing. Christine Taxin, licensed by the ADA to share ADA CDT Codes and a member of National Association of Dental Plans, shares the ins, outs, and secrets of dental insurance.



COURSE OBJECTIVES

- Establish knowledge of dental and wellness benefits and State/Federal government regulations
- Learn tips for navigating dental benefits to maximize production, collection and insurance benefits
- Recognize and understand how to properly utilize this year's updated and revised dental codes
- Know the importance of utilizing diagnostic codes for accessing additional insurance benefits
- Become familiar with and learn how to complete the new insurance form
- Learn how to establish risk assessment as a baseline of health which translates into increased coverage.
- Tip for updating the practice's medical history form
- Understand the S.O.A.P format, and the legalities of documentation and narrative writing

“A practice that under prices fees by 5% loses millions, compounded over a career.”

SUGGESTED AUDIENCE

Dentist and Team

SUGGESTED FORMATS

Full or Partial Day, Workshop, Keynote

LEVEL 2

MEDICAL/DENTAL CODING

Why Bill Medical?

- Billing medical generates greater case acceptance
- Patients save money – benefitting their bottom line and health
- Patients are helped in a way they didn't realize was possible

The benefits of medical/dental cross coding are numerous. Understanding of medical insurance is the key to getting paid! However, there is much confusion about medical billing and most teams don't have the resources or time to figure it out.

Take charge of your practice's billing through this informative hands-on workshop! Learn a step-by step process for claim processing – from first patient contact through final payment. Gain a greater understanding of diagnostic, procedure and DME codes, and the use of modifiers. Learn how to complete the CMS-1500 Form and necessary supporting documentation. Learn a system for follow-ups and appeals, and how to avoid common "missteps which cause claim denials.

COURSE OBJECTIVES

- Become proficient in interpreting different types of insurance plans
- Recognize the four categories of billable procedures
- Understand the authorization process and the importance of S.O.A.P. in documentation
- Receive tips for working with insurance companies to obtain patient benefit information
- Utilize diagnostic tools, such as I-Cat, saliva tests, medical history intake and risk assessment forms, and clinical skills • Identify how to document and submit medical necessity information
- Learn how to report biopsies and oral lesions
- Know how to prioritize and report medical diagnostic and procedure codes
- Learn about the history, structure and format of ICD-10 coding system



“Working with Christine Taxin has given me the confidence and tools to provide a service that is lacking in today’s dental offices. The knowledge she imparts is useful, practical, and above all, profitable for the practice and patients.”

– Laurie Owens, Insurance Coordinator

SUGGESTED AUDIENCE

Dentist and Team

SUGGESTED FORMATS

Full or Partial Day, Workshop, Keynote

SPECIAL TOPICS

BILLING MEDICAL IN YOUR DENTAL PRACTICE

Take the learning deeper with this add on to “Billing Medical in your Dental Practice” where we dive deeper into specific areas of focus:



SLEEP APNEA

The facts are overwhelming and the outcome without treatment can be fatal. Learn which patients would benefit from an Epworth screening questionnaire and working with a sleep lab or medical specialist. Learn how Oral Appliance Therapy can be both a great source of added revenue and lifesaving treatment for patients.

- Specify how Oral Sleep Apnea (OSA) is diagnosed
- Explore sleep apnea prevalence and health ramifications
- Understanding the referral process
- Identify the ins and outs of Medicare



TEMPOROMANDIBULAR DISORDER

An estimated 10 million Americans are affected by temporomandibular muscle and joint disorders (TMD). Gain expanded insurance coverage by utilizing accurate diagnosis and procedure codes.

- Explore the various treatments available for TMD
- Illuminate understanding of state laws, regulations and directives



CT SCANS

Would you buy anything without seeing it first? Providing a diagnostic walk around the oral cavity will allow patients to see what you see. Explore the difference it can make when showing your patient an x-ray versus a 3D scan.

- Explore how a 3D film can become the best diagnostic tool
- Gain knowledge of your story line for the treatments you provide



ORAL SURGERY: EXTRACTIONS, IMPLANTS & PERIODONTAL PROCEDURES

When billing surgical procedures, there are a variety of diagnostic codes available which help differentiate the necessity of the service.

- Learn who is eligible for medical billing
- Discover the four categories for billing medical necessity
- Determine the list of procedures that your office can bill medically.

SPECIAL TOPICS

BILLING MEDICAL IN YOUR DENTAL PRACTICE

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PEDIATRIC SLEEP DISORDERS

Did you know that Pediatric Sleep Disorders can be billed medically?

- Learn how to identify Pediatric Sleep Disorders
- Learn the ins and outs of proper billing for Pediatric Sleep



ORTHODONTICS

Some orthodontic procedures are considered medically necessary and can be billed to a patient's medical insurance.

- Explore the different medically necessary orthodontic procedures
- Gain an understanding of how to bill medical insurance for these procedures



SLEEP APNEA

Sleep Apnea is a medically billable condition.

- Learn the common codes used to bill for Sleep Apnea
- Explore how to diagnose and treat Sleep Apnea in adults



WHAT IS YOUR COMPLIANCE RISK?

Learn how to do an internal audit before you receive a form telling you that you are being audited!

- What does it mean if you are out of compliance?
- Learn how to do an internal audit
- How can you update your systems to remain in compliance year-round?
- Keep the team motivated to stay in compliance and avoid the headache of being audited!

SUGGESTED AUDIENCE

Dentist and Team

SUGGESTED FORMATS

**Full or Partial Day,
Workshop, Keynote**

Participants should bring their laptop and ICD-10 coding book.

BECOME A BILLING CSI INVESTIGATOR

Learn diagnostic coding that will enhance your practice and bring you into the wellness practice of adding more referrals from medical providers.

Dental practices can, and should, help protect patients from dangerous medical conditions. Behaving more like a “Wellness Center” not only changes your relationship with your patients, but your practice can bill for increased wellness benefits through dental insurance and medical insurance – just like oral surgeons have done for decades!

Practitioners find it rewarding both emotionally and financially to work with patients to address Periodontal Disease, Sleep Apnea, TMD and other conditions. Dental practices can add new diagnostic tools and treatments to support the general health of patients and increase profits. Learn recommended documentation techniques to support diagnostic and treatment decisions, as well as to prevent problems with medical and dental benefit plans.

COURSE OBJECTIVES

- Define the practice's Wellness Program parameters relative to scheduling and fees
- Incorporate new patient options for comprehensive treatments and get billing tips for wellness services
- Review new treatments and diagnostic tools
- Understand how to update the medical history intake system with clues to the oral systemic links
- Understand diagnosis codes and how to implement them on dental and medical claim forms
- Learn how to access dental insurance wellness benefits
- Gain tips for managing utilization review and avoid malpractice
- Learn how to develop and document an effective case
- Build a working knowledge of home care products and include them in your case presentation
- Learn how to communicate with new verbal, visual and listening skills
- Develop a team approach when speaking with your patients



“Attending Christine Taxin’s presentation exceeded my expectations. Highly recommended!”

– Dr. James H. Doundoulakis, DMD, MS

SUGGESTED AUDIENCE

Dentist and Team

SUGGESTED FORMATS

**Full or Partial Day,
Workshop, Keynote**

MAXIMIZE PRACTICE REVENUE WITH ACCOUNTS RECEIVABLE TOOLS AND TRICKS

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.

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



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

SUGGESTED AUDIENCE

Dentist and Team

SUGGESTED FORMATS

Full or Partial Day, Workshop, Keynote