

Are You Prepared for an Insurance Audit?

Insurance companies look for any reason to deny or delay claims.



The number of dental offices being audited by insurance companies grows each year. Did you know that insurance companies can “extrapolate” how many instances of over-billing you may have done without ever stepping foot in your office, resulting in huge financial recoveries from your check book to the insurance company’s?

Dental offices need to be aware of the rules regarding submitting insurance claims, collecting copays and deductibles and what insurance fraud departments are looking for. By billing and coding using proper codes and techniques, your office can grow its profits, maximize your patients’ insurance benefits and decrease the risk of an insurance audit.

Attendees of this course report increased profits, huge savings on claims filing and increased patient satisfaction *immediately* upon completing this course.

COVERAGE OF THESE TOPICS AND MORE!

- Codes that maximize both reimbursement and patients’ benefit
- Billing perio treatment properly
- Methods that eliminate rejected and delayed claim payments
- Cost cutting claims submission tips
- Understanding insurance fraud and how contracts address it
- Techniques for fast payment of appealed claims without a single phone call
- The single phrase that increases patient collections
- How to train your team and patients to understand what dental insurance really is
- What your chart notes have to say in order to remain within the laws and guidelines of proper charting

Legally and ethically increase production and maximize patients’ dental benefits!

SUGGESTED FORMAT: Full or Partial-Day, Keynote, Workshop • **SUGGESTED AUDIENCE:** Dentist and Team Members

COURSE OBJECTIVES:

- Examine the CDT codes that exist for dentists to properly bill many services that they are now doing for free
- Understand the claims process from your submission to payment
- Analyze your current billing techniques and discuss changes that will increase profits
- Learn how to file e-claims in the most affordable manner, many times decreasing costs by over 50%
- Create a correct perio treatment plan for your office that results in higher insurance reimbursement and acceptance
- Implement proven and tested strategies to increase patient collections
- Learn what insurance companies are looking for during an audit and how to protect yourself



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