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Understanding Insurance Contract Negotiations for the OMS Practice

Overview

The decision to become a participating provider for insurance companies is an important component of the practice's patient acquisition strategy. Understanding how the delivery of dental care is financed will help an OMS develop an effective business plan.

Participants of this 90-minute webinar will review the different types of managed care plans and how they pertain to the OMS practice and its acquisition goals.

Learning Objectives

At the conclusion of this program, participants should be able to:

1. Explain why dental insurance is important.
2. Define the factors to consider regarding which, if any, insurance network to participate in.
3. Identify key words and phrases in contract language that may have an adverse financial impact to the practice.

About the Speaker



Patrick O'Rourke began his career at a dental and vision insurance company (now known as MetLife following several acquisitions and mergers) in Florida. He spent five years at Humana in Atlanta, Ga., selling in the large-group segment comprised of more than 100 employees. O'Rourke was responsible for all lines of insurance coverage for these groups, including fully insured and self-funded medical, dental, life, disability, stop loss,

pharmacy, wellness and worksite/voluntary portfolio coverage. He has earned several certifications, including disability and dental, built dental networks, worked in operations management, designed plans and opened markets. By understanding the nuances involved with all aspects of risk management, he encourages business partners to rely on his expertise to guide client recommendations.



Wednesday, March 20

2 – 3:30 p.m. EDT

1 – 2:30 p.m. CDT

Noon – 1:30 p.m. MDT

11 a.m. – 12:30 p.m. PDT

Pricing

\$265 per location includes LIVE webinar and conference materials. No limit to the number of participants per site!

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