Join us for a live webinar!

Communication, Coding and Collections: The Three C’s of the Profitable Practice

Overview

Having a profitable practice requires a team effort. From the first phone call, which could be from a referring office, to the appointment, patients are driven by what their insurance will pay. Your entire team – from the business team to the clinical team – will learn how to educate patients and help them understand the quality of care they will receive in your practice.

With this patient-focused rather than insurance-driven mindset, your team will be able to provide amazing customer service and ultimately provide you with a profitable practice. Discover how excellent communication, proper coding by the team and above-average collections can impact your practice’s efficiency and financial health.

Learning Objectives

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

1. Identify new communication techniques to ensure patients are educated and compliant.
2. Describe new coding and collections efficiencies.
3. Explain the difference between a patient-focused office and an insurance-driven practice.

About the Speaker

As a founding partner at Practice Dynamics, Laci Philips combines her knowledge of dentistry with a passion for teams to deliver customized coaching, workshops and speaking events throughout the country. The experience of working in high-tech offices as well as high-end cosmetic practices has instilled in her the passion and knowledge to coach dental teams on their journey to excellence. Practice Dynamics specializes in coaching teams to reach their goals through balance-driven success using systems, teams and technology.

Wednesday, May 6
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!

Unable to attend? Purchase the audio recording of the webinar that will be available online at AAOMS.org/CEonDemand two weeks following the live event.

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