Actual examples of letters from insurance companies for overutilization

- What you should do if you receive a letter
- How to scrutinize and interpret them
- What do they actually mean

- You will understand how insurance companies evaluate your claims
- You will be given a consultant's perspective on records and billing, so you can do your own audits, increase your income and decrease your risk
- You will be given the information you need to file the claims correctly and challenge denials with appropriate documentation and narrative
- You will obtain helpful, realistic and practical risk management and practice management tips

Why this program is unique

- Get your practice up to speed with an experienced dentist, who ran a dental insurance company and practiced for 30 years

Maximizing Reimbursement

Without a thorough understanding of insurance reimbursement, today's dental office is at a serious disadvantage. In this economy, dental professionals need to be ensuring that they are getting reimbursed as adequately as they can. Insurance companies use various tactics and strategies that, unless understood, will cause unnecessary delays and rejections during claims processing. Each office has unique insurance problems. All offices have common insurance problems. We will teach you how to be aware of potential problems and offer possible solutions!

Updated with the latest information on CDT code changes!

2012-13 CDT Dental Coding and Reimbursement Update:
Identifying Common Practice Mistakes

This informative seminar includes these topics and more:

- The proper way to bill for general practice, periodontal and oral surgery services
- Techniques to prevent rejections
- Understand the claims process from the insurance company's perspective
- Analyze dental contract language and determine how to best educate the entire dental practice, including the staff, doctor and patients
- What insurance companies look for, other than fraud
- Implement proven strategies to improve patient collections
- Learn how to file E-claims for the lowest possible cost
- A unique perspective on the claims filing process

- What happens when a claim leaves your office and why you experience delays or denials
- How to formulate the best narratives and documentation
- What your patients need to know and the best way to help educate them
- Discover how most offices can increase their gross income immediately after attending
- Examine the pros and cons of accepting Medicaid
- Overcome a down economy by learning LEGAL ways to maximize profit

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2012-13 CDT Dental Coding and Reimbursement Update:
Identifying Common Practice Mistakes

Updated with the latest information on CDT code changes!

This one-day workshop is packed with common sense methods and ideas to increase practice revenue, decrease risk, and decrease stress!

- Examine the latest CDT code changes
- Understand the codes that will maximize your profit
- Discover *What you should have billed for but didn't!* — Identify "lost revenue"
- Assess *What you did bill for and should not have!* — Avoid billing fraud!

From the viewpoint of an actual Claims Examiner

Dr Paul Bornstein will be presenting the most current information in:
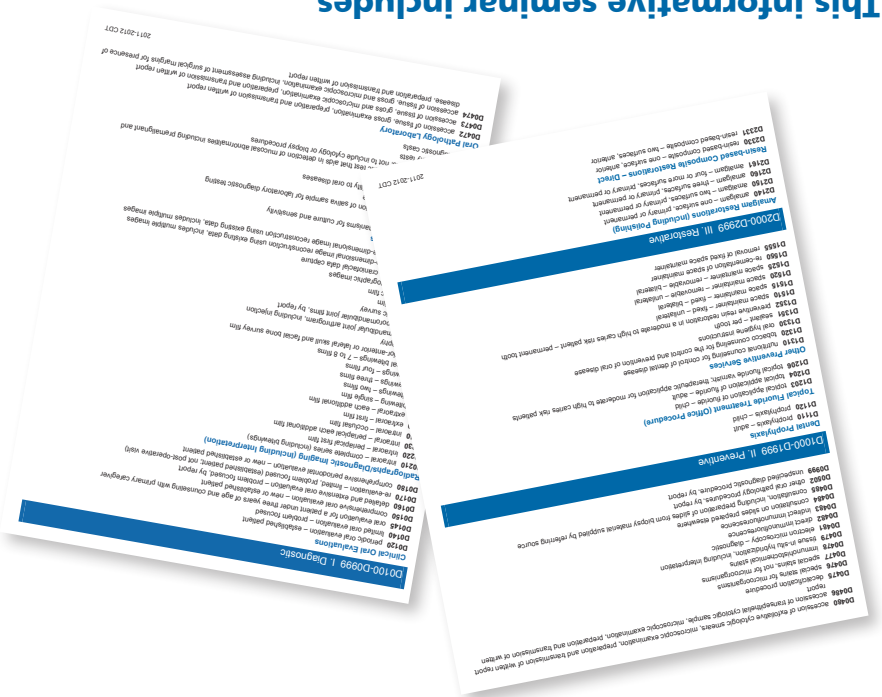**November 29—Tampa, FL**
November 30—Miami, FL

Earn 6 CE Credits in the one-day workshop

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1502 W. Edgewood Ave, Ste A
Indianapolis, IN 46217
Phone: (866) 230-2412
info.RSS-LLC.com/CDT

COURSE CONTENT

The Dental Contract
- Is dental insurance really insurance
- Trends in today's contracts
  - changes in benefit frequency
  - oral-systemic disease link
  - avoiding dental fraud
  What the FBI is doing to detect fraud!
  - PPO participation
- Who makes decisions on plan content

Practice Management
- Fees
- Patient communication and managing the patient
- What consultants look for—common practice mistakes
- The importance of self-auditing records
- Risk management tips

Avoiding Dental Fraud
- Avoiding "red flags"
- Bundling and unbundling
- Suspicious claims
- Fee discounts
- Over-utilization
- Accepting Medicaid: Should you or shouldn't you?
- Examples of legal action

The Consultants Corner
- How to look at claims like a claims reviewer
- Correct x-ray, photograph and narrative submission
- Actual claims & appeals reviewed right in front of your eyes

Insurance Strategies
- Learn how the insurance company thinks
- Learn to prevent denials
- Master fast reimbursement strategies
- Learn to correctly resubmit claims for appeal
- The truth about insurance company stall tactics—are they real?
- Effect of the HIPAA laws on coding
- Effective communication skills
- Discover how to use the EOB to your advantage

Effective Coding And Billing
- CDT—the latest additions and revisions
- Documentation needed to support claims
- Correct use and maximization of codes
- Electronic claim filing
- Fast Attach™
- Tips you can use to keep your practice afloat in a down economy
- The correct claim attachments and narratives—What needs to be included?
- Important tips to ensure a complete claim—the first time you submit it
- Identify the biggest loss of income for your office and how to correct it

Special Areas of Attention
- Learn to bill periodontal services correctly
- Oral surgery—what both Generalists and Oral Surgeons should know

Dates & Locations

November 29
Tampa, FL
Embassy Suites Tampa—Downtown Convention Center
513 South Florida Avenue
Tampa, FL
Tel: 1-813-769-8300

November 30
Miami, FL
Embassy Suites Miami—International Airport
3974 NW South River Drive
Miami, FL
Tel: 1-305-634-5000

Course Hours
Registration begins at 7:30am. The seminar begins at 8:00 a.m. and concludes at 3:30p.m. One-hour break for lunch on your own.

Course Director
PAUL BORNSTEIN, D.M.D., has reviewed thousands of claims, helped draft contracts and developed fraud detection guidelines as Chief Dental Consultant for a national insurance company. In addition, Dr. Bornstein has over 30 years of dental practice experience. He served as an instructor and assistant professor for Tufts School of Dental Medicine and as a member of the diagnostic department for the Harvard School of Dental Medicine. Dr. Bornstein has lectured in 47 states including the Yankee Dental Conference, the Greater New York Meeting and the Big Apple Dental Meeting on dental insurance, fraud and HIPAA. He has consulted on a number of national fraud cases and has published articles on insurance and fraud issues in Dental Economics and Dental Practice Report.

Dr. Bornstein is a member of the American Dental Association and the American Association of Dental Consultants. Dr. Bornstein's seminar is based on his unique experience of being on both sides of the claim form. Participants can expect to receive the most current and accurate information available on optimizing insurance reimbursement.

REGISTRATION
2012-13 CDT Dental Coding and Reimbursement Update

Register ONLINE Today! info.rss-llc.com/CDT

Registration Fee: (Per Registrant)	Early*	Regular
Single Registrant	$329	$349
2 to 4**	$289	$309
5 or more**	$259	$279

*Registrations received 10 days prior to seminar date.
**Price per person when registering at the same time.

One registration form per registrant

Select a date/location:

☐ November 29—Tampa, FL   ☐ November 30—Miami, FL

Registrant's Name _____ Registrant's Title _____

Registrant's Profession License number _____

E-Mail Address (for confirmation) _____

Facility/Company _____

Address ☐ Home ☐ Business _____ City/State/Zip _____

Phone _____ Fax _____

Payment: Total # of Registrants _____ Total $_____
☐ Check Enclosed, payable to: *Renaissance Systems & Services, LLC*
☐ Purchase Order # _____
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Credit Card Number _____ Exp. Date _____ Security Code _____

Name on Card (Please print legibly) _____

Authorized Signature _____

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(866) 230-2412	(317) 789-3204	Renaissance Systems and Services, LLC
		PO Box 17250
		Indianapolis, IN 46217

Who Should Attend
- Dentists, Practice Owners
- Front Office Personnel
- Office Managers
- Schedulers
- Treatment Coordinators
- Insurance Billing and Collection Personnel
- Dental Hygienists
- Dental Assistants

What You Will Learn
- The intricacies of the dental insurance world
- What you need to maximize your profit
- A unique perspective on the claims filing process
- What happens when a claim leaves your office and why you experience delays or denials

What You Should Bring
It is recommended (not required) that attendees bring current CDT coding books to the seminar. CDT coding books may be ordered from the ADA by calling (800) 947-4746 or (312) 440-2500.

Confirmations & Cancellations
Confirmations of registration are sent via email within three days of receipt in our office. If you have not received a confirmation, you may call our office at (866) 230-2412 to verify registration. Cancellations received at least five working days before the seminar are refundable less a $20 administrative charge per registrant. There is no refund for cancellations received later; however, a credit will be issued toward a future seminar. Please note that if you register and do not attend, you are still liable for full payment. Substitutions may be made at any time.