Kern County Dental Society

Billing & Coding to Maximize Patient Benefit & Practice Bottom Lines
with Rick Garofolo, The Practice Mechanic
Friday, February 22, 2019

SEMINAR SYNOPSIS: 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. *Legally and ethically increase production and maximize patients' dental benefits!*

Learning Objectives - 1. Examine the CDT codes that exist for dentists to properly bill many services that they are now doing for free. 2. Understand the claims process from your submission to payment. 3. 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%. 4. Create a correct perio treatment plan for your office that results in higher insurance reimbursement and acceptance. 5. Implement proven and tested strategies to increase patient collections. 6. Learn what insurance companies are looking for during an audit and how to protect yourself

Rick Garofolo can show you how to implement HIPAA systems without breaking the bank. Increase profits through proper billing and coding. Through his speaking and consulting programs, Rick shares his 20+ years' experience in the management, marketing and growth of dental practices, including OSHA and HIPAA compliance, program creation and staff training. Knowing what is expected and required of you will increase bottom line profits, create a safe environment for staff and patients and help dentists sleep well at night. Rick's realistic, informative and inspiring speaking presentations concentrate not just on the requirements, but on how they actually tie in to everyday life in dental offices.

LOCATION
Bakersfield Marriott @ the Convention Ctr
801 Truxtun Ave, Bakersfield, CA 93301

SCHEDULE
Registration 8:00 am; Lecture 8:30 am
Buffet Lunch at noon; Conclusion 3:00 pm

FEES
CDA Member Dentist -$200
Member staff—$75
Non-CDA Member Dentist -$400
Non Member staff -$125
$10 additional fee charged for all payments at the door

CE CREDIT
This course approved to confer 6 units Core/ Category 1 credit to meet Dental Board of California requirements

RESERVATION DEADLINE
Monday, February 18, 2019

Mail your check and this form to KCDS, 930 Truxtun Ave, Suite 101, Bakersfield CA 93301 or register online at www.kerncountyds.org

Name _____ **Dr** ____ **RDH** ____ **RDA** ____ **Staff** _____ **LICENSE #**_____

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Total Enclosed $_____ **Check here** _____ **if Dr. holds a 2019 KCDS "Season Pass"**

Reservation deadline Monday, February 18, 2019. No refunds given past deadline date.
$10 additional fee charged on all payments made at the door.
Buffet lunch and beverage breaks included in fees quoted. Please print course handouts from KCDS website.