Guide, Administration with Confidence: The “Go To”

Dental Coding offers several publications, Medical Dental Cross articles in various dental publications. He currently and finance books, as well as contributed numerous read and highly-respected author and publisher, Dr. Charles Blair is dentistry’s leading authority Business Administration, and Mathematics.

Dr. Charles Blair is CEO of Dr. Charles Blair & Associates, Inc. located in North Carolina. A graduate of Erskine College, he earned his Doctorate of Dental Surgery at the University of North Carolina at Chapel Hill. In addition, Dr. Blair holds degrees in Accounting, Business Administration, and Mathematics.

Dr. Charles Blair is dentistry’s leading authority on practice profitability, fee analysis, insurance coding strategies and strategic planning. He has individually consulted with thousands of practices, helping them identify and implement new strategies for greater productivity and profitability. A widely-read and highly-respected author and publisher, Dr. Blair has authored and co-authored several business and finance books, as well as contributed numerous articles in various dental publications. He currently offers several publications, Medical Cross Coding with Confidence: The “Go To” Dental Coding Guide, Administration with Confidence: The “Go To” Insurance Administration Guide, Diagnostic Coding for Dental Claim Submission and the Insurance Solutions Newsletter. Also through his expertise, he founded www.practicebooster.com which optimizes insurance administration and aids in maximizing reimbursement.

2017 PANEL OF SPEAKERS

CHARLES BLAIR, DDS

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STAY OUT OF JAIL: AVOID CODING ERRORS AND EXCEL IN INSURANCE ADMINISTRATION

Coding errors are predictable in today’s dental practice. Learn the top coding errors and how not to make them! You will also receive new, valuable information on some of the “but” sections of the CDT code, which you can use to identify and “fix” coding problems that lurk in your practice. Most practices can expect legitimate new increases in cash flow immediately by learning how to do it right.

Dealing with dental insurance is overwhelming but key strategies can save you time, prevent hassles, and keep you out of jail. You will receive essential tools to properly file dental insurance claims, and calculate primary and secondary insurance receipts. In addition, co-pay forgiveness, discounting, multiple fee positioning, patient gifts, falsifying NPI numbers and even PPO strategies will be discussed. Stop leaving money on the table, as PPOs dominate the marketplace - a tipping point!

FOCUS ON PROFITABILITY FOR THE EFFICIENT PRACTICE

Are you working “in” your practice rather than “on” it? Learn to see the “big picture”, analyze the business side of your practice, and take solid steps toward increasing profitability.

Hear strategies, tips and “pearls” on:

- Coping with a Down Economy
- Fee Profiling and PPO Strategies
- Procedure Mix Enhancement
- Optimum Staff Ratios
- Hygiene Department Strategies

Also hear insight on how to:

- Move from “cost-based” to “revenue-savy”
- Diminish broken appointments - an “economic killer”
- Planning a productive and profitable future for your practice

HOW-TO TIPS FOR STRUCTURING THE “IDEAL” PRACTICE

What is the “ideal” practice? Is it 10 staff members? Is it minimal staff members? What balance of practice monitors yields the most efficient and productive mix? Find out the “secrets” to an efficient, high-grossing practice with a true 40% net. Also hear how to:

- Optimize Practice Production and Staffing!
- Work “Buckers” Hours

KAREN DAVIS, RDH, BSDH

International Speaker Karen Davis, RDH, BSDH is founder of Cutting Edge Concepts®. With insightful humor and how-to-information, she delivers the timely and effective messages dental industry members need to succeed in today’s world. Karen is also a practicing dental hygienist in Dallas, Texas. Karen received her Bachelor of Science in Dental Hygiene from Midwestern State University. She has served on numerous advisory boards in the profession, and is considered a Key Opinion Leader to several corporations. Dentistry Today has recognized Karen as a “Top Clinician in Continuing Education” annually since 2006. She is an accomplished author and continues to share her passion for practicing on the cutting edge of the profession. Karen is an independent consultant to the Philips Corporation, OrasPharma Inc, and is affiliated with PeriSciences, Inc.

AMERICA’S SWEET TOOTH OBSESSION & ITS IMPACT ON ORAL & SYSTEMIC HEALTH

- Slashing sugar is imperative to your health! Discover why
- The art of becoming a label detective
- Pros and cons of sugar alternatives – what’s best?
- Preventing cavities & methods to remineralize tooth structure
- Merging health and wellness into treatment
- Connecting the dots of prostaglandins, Omega 3’s & C-reactive proteins
- Establishing disease remission

PATHWAYS TO HEALTH THROUGH REDUCTION OF RISK FACTORS & ANTIOXIDANT ARSENALS

- Connecting the dots of prostaglandins, Omega 3’s & C-reactive proteins
- Offsetting oxidative stress with/through anti-inflammatory diets & topical antioxidants
- Merging health and wellness into treatment
- Risk assessments and lifestyle change

DONALD P. LEWIS JR, DDS, CFE

Donald P. Lewis, Jr., DDS, CFE is a Diplomate of the American Board of Oral and Maxillofacial Surgery and is currently in private practice in Cleveland, Ohio. Dr. Lewis also earned the designation of “Certified Fraud Examiner” (CFE) from the Board of Regents of the Association of Certified Fraud Examiners and is highly sought after and respected lecturer on the subject of white-collar crime.

He has presented seminars to healthcare professionals, accountants and legal professionals across the United States and Canada. He has published over fifteen articles dealing with white-collar crime in local, state and national publications and authored two books; Employee Embezzlement and Fraud in the Dental Office: Scams, Schemes, and Broken Dreams, and Your Roadmap to Financial Integrity in the Dental Practice: A Teamwork Approach to Fraud Protection and Security. These books are written exclusively to address this growing problem in the healthcare
JOHN A MOLINARI, PH.D.

DR. JOHN MOLINARI received a B.A. in Biology from St. Vincent College and a Ph.D. in Microbiology from the University of Pittsburgh School of Dental Medicine. He was a full-time faculty member at the University of Detroit Mercy School of Dentistry for 32 years, where he served as Professor and Chairman of the Department of Biomedical Sciences. He has published over 300 scientific articles, textbooks, and abstracts in the areas of microbiology and immunology, and lectures nationally and internationally on topics dealing with infectious diseases and infection control. He is also co-author of CUTOBLANCA’s Practical Infection Control in Dentistry. Dr. Molinari has published over 250 scientific articles, textbooks, and abstracts in the areas of microbiology and immunology, and lectures nationally and internationally on topics dealing with infectious diseases and dental asepsis.

Dr. Molinari serves as the Director of Infection Control at The Dental Advisor in Ann Arbor, MI and as a consultant for the CDC, ADA Council on Scientific Affairs, Council on Dental Practice, and hospitals in the Detroit area. He was Project Coordinator for the governmental Health Resources and Services Administration Task Force on AIDS and Dental Education, and Chairman of the American Association of Dental School’s Curriculum Advisory Committee on Bloodborne Infectious Diseases. Dr. Molinari also was appointed and served as Chairman of the State of Michigan Governor’s Risk Reduction and AIDS Policy Commission. He was infection control section editor for The Compendium of Continuing Education in Dentistry and a member of the Editorial Board for The Journal of the American Dental Association.

SYNOPSIS:

This course is limited to: Doctors, Spouses, Administrators and Office Managers with permission of the Doctor.

Synopsis:

Attacking the dental practice/owner with a variety of different “Scams and Schemes”, white-collar criminals are stealing each and every day! On the average, 6 out of 10 healthcare offices are or will be victims of fraud and embezzlement.

This seminar gives the attendee take-home, proven step-by-step action plan for prevention and prosecution.

“BE PREPARED FOR THE UNEXPECTED”

“Be Prepared for the Unexpected” is a seminar that addressed the management of medical emergencies in the Oral and Maxillofacial Surgery office and is the lead author of the book Advanced Protocols for Medical Emergencies: An action Plan for Office Response.