



UNDERSTANDING INSURANCES TODAY



Ready to learn how enhancements and changes in dental plans over the past five years are affecting your practice and patients? It's time to get on the same page! This seminar will help your team understand the new dental insurance landscape, including terms, short-cuts and so much more. Dental insurance has changed more in the last 5 years than in the prior 15 years. This seminar will take you back to the basics, as well as introduce you to new and exciting plans being offered to your patients.

AGENDA

Course Objectives:

- Do you know the difference between a PPO plan and a DMO plan? Do you know the specific restrictions and waiting periods tied to these plans? Not every plan is created equal
- The dreaded insurance phone call....who to speak to and what information is necessary for effective system flow
- Help is here if you know where to look. Complete review of insurance websites'
- Dental insurance companies are coming up with new ways to say NO to treatment - This course will show you examples of this along with advice on how to change that NO to a YES!
- What updates and modifications can practices and patients see now and what can they expect to see in the future.

During this course, Colleen will take your team through all plans being offered from indemnity to PPO. She will coach you through a step-by-step call to an insurance company. Her experience working at Metlife gives her a unique understanding and training on the importance of obtaining accurate and complete plan details.



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