



## LET'S TALK ABOUT MONEY!



Many offices struggle in getting “Butts in the Seat!” This course gives you systems and verbiage for smooth financial discussions. Learn how to handle the most common pitfalls encountered in getting a patient to commit to treatment. Turn the “Why Not” into “Let’s Schedule That.” Review of breakdown information to gather before-hand to be confident in treatment planning **without** Pre-authorization.

### AGENDA

#### Course Objectives:

- Financial Arrangements - Best Practices to get the work ON YOUR SCHEDULE
- Verbiage to get you beyond the “Why Not”
- Accurate Estimations without Pre-Authorization
- How to Communicate Effectively
- Public Speaking Skills

**Suggested Audience:** Dentist  
Administrative Team  
Insurance Coordinator  
Treatment Coordinator



**Colleen Huff, FAADOM**  
Dental Insurance Coach

**Format 2-3 Hours Seminar**  
**Virtual Seminar Available**

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