



Dr. Dorothy Kassab
President

Informative Communication from Dental Claims Cleanup

New Dentists Employment: DSO vs PP

In March 2013, Diringer & Associates was retained by the ADA and conducted an environmental scan of emerging trends in the Dental Industry. The findings were published by the ADA in May 2013. In their findings they demonstrated the changing landscape of the Dental Industry. Their findings revealed that there is an increasing number of dentists that are being trained, but the mounting average debt load of \$250,000 and changing demographics are altering the practice choices for new dentists.

The problems are that new Dentists are faced with

1. a large debt
2. limited business training
3. difficulty in securing a loan for private practice purchase

The job opportunity is either going into private practice (PP) or employment by Dental Service Organization/Corporate Dentistry practice model (DSO).

The private practice offers independence, associateship or business ownership and growth opportunity, pride and control of clinical decisions. However, with the lacking of business management by young Dentists, there is an uncertainty of perseverance.

The DSOs offer high salaries, benefits, controlled demand on productivity which often has clinical implications, fast working pace, and often, undervalue of the service. But it also offers a proven business model with business management systems. It is a highly attractive proposition to the new Dentists since it is a more certain environment to pay bills and put food on the table.

But now, there is a new concept of outsourcing dental billing and practice management. Dental Claims Cleanup offers new Dentists the opportunity to stay in private practice with the help of a mentor/partner to take care of the headache of dental billing and business management side of the private practice. By outsourcing dental billing and management of the most important part, the finances of the practice, the Young Dentist has assurance of perseverance. We take their worries away and make sure that the hard earned money ends up in the Dentists' pockets not the pockets of executives of the dental insurances or the CEOs of the DSOs.

Dr. Dorothy Kassab
Dental Claims Cleanup
3649 Erie Blvd East, Unit 10
Dewitt, NY 13214
(800) 652-3431
www.dentalclaimscleanup.com