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Informative Communication from Dental Claims Cleanup

# TIPS & WAYS to SAVE, BE PRODUCTIVE, & MAKE MONEY

If you implement the suggestions in this article you will see immediate results next month.  
**GUARANTEED!**

## SAVE MONEY ON CLAIMS PROCESSING

1.) I have successfully negotiated rates with ExtraDent. ExtraDent provides electronic insurance claims processing service through their ClaimX software. ClaimX software from [ExtraDent](http://www.extradent.com) offers claims submission, claims status, and benefits verification. Our clients receive a discounted processing rate of \$0.19 per claim and \$18/month. Please check out ExtraDent's services at [www.extradent.com](http://www.extradent.com). You will receive this promotional rate if you sign on with us for any service. We have partnered with them because they are accurate, integrate with your schedule, are most efficient, and are linked with major insurances electronically. If you do not use our service you can still sign up with them for \$25/month and \$.025 per claim. Most other companies charge \$0.45 per claim or have a flat fee, but are not effective or not connected with insurances, so the team has to work harder to obtain verification and mail claims.

## MEDICAL BILLING

2.) We are now offering in-house [medical billing](#) for dental services. Our fee is 10% of submitted claim amount. Medical billing is a great alternative to denied dental claims. Medical claims for dental procedures need supporting documentation of medical necessity. In-Network Providers can bill their fees and get higher reimbursement since they are not contracted with medical insurance plans.

## FILL OPEN SCHEDULE

3.) We launched our [hygiene reactivation program](#). We are scheduling, on average, \$10,000 of treatment per month for our clients (with an average \$7,000 show up rate). This service is \$700 per month and 10% production service fee based on production \$ that showed up. This service is great if your team does not have time or is not effective in filling openings in hygiene. We can also schedule treatment for the Doctor. This service pays for itself! Let our team work on your schedule consistently without disrupting your current operation. Your team will appreciate this service. When the schedule falls apart the team has to drop what they are doing to recover the lost appointment production. All other tasks and patient encounters suffer.

## SAVE TIME ON INSURANCE VERIFICATION

4.) Our [benefits verification](#) service has really taken off. Clients report that several companies have recently discontinued service and other companies have tremendously decreased in their quality. Our service is different than others on the market in that we input the information in the client's software. This saves the office time on the phone or internet to obtain the plan and saves time entering this information. By setting up the plans, the patients' accounts are ready for treatment planning and billing. The service fee is based on claim volume and prorated for higher volumes. Monthly fee starts at \$1400 per month for offices with volumes of up to 250 claims per month and 4 day work week. Give your team more time to spend with their patients, I guarantee they dread the benefits verification task and find it time consuming. They will love you for it.

## BEST COLLECTION AGENCY

5.) Dentists are contacting us regarding the best collection agency to use for delinquent accounts. We use [Simon Agency](#) in Liverpool NY. We have found them to be most successful, their fees are the lowest, and they charge the patient legal fees and service fees. Feel free to mention our name as a reference to obtain best rates.

## SAVE MONEY ON CREDIT CARD PROCESSING

6.) Recently we discovered and helped switch many clients to a credit card processing service that saves at least 26% in fees. It is an amazing savings. It is geared for Dentists. You need to check this out. [www.dentalcardservices.com](http://www.dentalcardservices.com).

## SAVE MONEY ON DENTAL SUPPLIES

7.) Net32 is a great company to order your supplies from. We researched several companies and found that Net32 is reliable, gives most savings, and materials arrive within a 1 week period. There are no club membership fees, and you can track your shipment. You should order more often so you save on shipping, but it is definitely worth the savings. Check this out at [www.net32.com](http://www.net32.com)

## YOU ARE NOT ALONE-CALL US

Finally, please email me with questions. Many colleagues are isolated in their own practices and need help. I will try to help or refer you to a source that will.

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