CrossCoding: Unlocking the Code to Medical Billing in Dentistry

April 24th & 25th, 2020 | San Diego, CA | 11 CEUs

Adjoining clinical course next door: The Appliance Course for Dental Sleep Medicine & TMD

COURSE VENUE & HOTEL ACCOMODATIONS

Friday: 8am – 4pm
Saturday: 8am – 12pm
San Diego Marriott Mission Valley
8757 Rio San Diego Drive.
San Diego, CA 92108
(619)692-3800
Room Block: “Nierman Practice Mgmt”
$159/night Cut off date: 04/02/2020

PRICING
1st Participant: $995
2nd: $795 | 3rd: $595 | 4th: $395

SPEAKER
Rose Nierman, RDH
• Founder/CEO Nierman Practice Management
• Most experienced & recognized educator nationwide in CrossCoding

Course Description

Learn how to get paid by medical insurance from start-to-finish.
Join the thousands of dental offices elevating their practice to the
next level through dental-to-medical billing.
It’s time to help your practice and your patients by billing medical
insurance for the following:

☑ Sleep Apnea Appliances
☑ TMJ Therapy
☑ Frenectomies
☑ Exams for the above
☑ Bone Grafts / Implants
☑ Oral Surgeries
☑ CBCT Scans & Panorex
☑ Much More

Benefits of Attending

☑ Increase case acceptance.
☑ Add new revenue streams.
☑ Help patients get the treatment they need.

Additional Courses, Dates, and Locations Listed Online
### AGENDA

**DAY 1**

- **7:30am** Breakfast & Registration
- **8:00am** Welcome, Overview of Medical Billing in Dentistry
- **8:45am** What Procedures can be Billed to Medical Insurance?
- **9:00am** Dental vs. Medical Insurance, ICD and CPT codes, Claim Examples
- **10:15am** Fees for Medical Insurance Claims
- **10:30am** Verification of Benefits & Pre-Authorizations
- **11:00am** Requesting In-Network Benefits as an Out-of-Network Provider, GAP Exceptions
- **11:30am** Getting to Know The New Medical Claim Form
- **12:00pm** Lunch
- **1:00pm** ICD-10 Codes & Letters of Medical Necessity
- **1:30pm** Billing for Specific Treatments - Implants, Oral Surgeries, TMD, Sleep Apnea, Exams, Panorex, Dental CT Scans, Botox for Bruxism, Accidents
- **3:00pm** Reading EOB's, Appeals
- **3:45pm** Day 1 Q&A

**DAY 2**

- **7:30am** Breakfast & Registration
- **8:00am** Medical Claim Case Studies & Examples
- **9:30am** CrossCoding & Medical Billing in Dentistry Games
- **10:15am** CrossCoding Review, Q & A, Next Steps for Implementation
- **10:15am** Hands on with ICD-10, CPT Codes, & Medical Claim Form

### Optional DentalWriter Training

- **10:15am** DentalWriter 101 - The 4 Step Process of DentalWriter
- **10:45am** Customizing your DentalWriter Questionnaire & Exams
- **11:15am** Generate letters & progress reports for other health care providers, Custom opening & closing statements. Q & A
- **11:45am** DentalWriter E4 New Features: Treatment Plans, consolidated services tab, Ledger, ICD-10, sleep studies report

*Agenda subject to change

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"Prior to attending this course, I always felt that medical billing would be too complicated to do at our Dental office. Rose has changed my perspective. I'm excited to return to my office and begin not only bill medical, but also, help my patients with better benefits for their dental needs!"

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J. Moulen

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**ADA CERP**

Nierman Practice Management is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

Nierman Practice Management designates this lecture for 11 continuing education credits.

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**Space is Limited, Register Today!**

CALL Toll Free 1.800.879.6468 option 3 or Log on to www.NiermanCE.com