CrossCoding: Unlocking the Code to Medical Billing in Dentistry

8-11 CE Credits

Learn how to get paid by medical insurance from start-to-finish. This is the renowned course that has helped thousands of dental practices increase their case acceptance and bottom line by obtaining medical reimbursement. You should be billing medical insurance if you provide these services:

- Dental Sleep Medicine (Sleep Apnea Appliances)
- TMJ Disorder Treatment & Appliances
- Implants / Oral Surgery
- Oral Cancer Screening
- Frenectomy for Infant Tongue Ties
- Oral Systemic Infection
- Guided Tissue Regeneration / Periodontal
- Sinus Lifts / Maxillary & Mandibular Bone Grafts
- Myofunctional Therapy
- Botox Injections for Painful Bruxism
- Mucositis/Laser Procedures
- Cone Beam CBCT/Panorex & Exams for These Procedures

UPCOMING CROSSCODING: UNLOCKING THE CODE COURSES - 11 CE

<table>
<thead>
<tr>
<th>Date</th>
<th>Location(s)</th>
<th>Instructor(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 17-18, 2020</td>
<td>Jupiter, FL</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Feb 21-22, 2020</td>
<td>Atlanta, GA</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Feb 28-29, 2020</td>
<td>Houston, TX</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Mar 20-21, 2020</td>
<td>Jupiter, FL</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Apr 17-18, 2020</td>
<td>Atlanta, GA</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Apr 24-25, 2020</td>
<td>San Diego, CA</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>May 15-16, 2020</td>
<td>Atlanta, GA</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Jul 10-11, 2020</td>
<td>Denver, CO</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Jul 24-25, 2020</td>
<td>Atlanta, GA</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Sep 25-26, 2020</td>
<td>San Jose, CA</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Oct 9-10, 2020</td>
<td>Atlanta, GA</td>
<td>Rose Nierman</td>
</tr>
<tr>
<td>Dec 4-5, 2020</td>
<td>Jupiter, FL</td>
<td>Rose Nierman</td>
</tr>
</tbody>
</table>

UPCOMING SUCCESSFUL MEDICAL BILLING COURSES - 8 CE

<table>
<thead>
<tr>
<th>Date</th>
<th>Location(s)</th>
<th>Instructor(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 28, 2020</td>
<td>New Orleans, LA</td>
<td>Rose Nierman</td>
</tr>
</tbody>
</table>

Additional Courses, Dates, and Locations Listed Online

Space is Limited, Register Today!
CALL Toll Free 1.800.879.6468 option 3 or Log on to www.NiermanCE.com
*AGENDA - CrossCoding: Unlocking the Code to Medical Billing in Dentistry*

**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 EO’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  
     CrossCoding Review, Q & A, Next Steps for Implementation  
10:15am-12:00pm  Hands on with ICD-10, CPT Codes, & Medical Claim Form  

**PRICING**

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

**CE Credits: 8-11**  
Seminar includes CrossCoding: Unlocking the Code to Medical Billing Course Manual

---

"I just left the CROSSCODING: Unlocking the Code to Medical Billing in Dentistry in Seattle. I have taken many courses like this one in my career, but this one was hands-down the best. The advice and coaching were relevant and ethical. I have attended courses where the advice proved to be incorrect, which can be disastrous for the provider(s). The advice Rose Nierman provided, coupled with her coding background and examples to support the advice, left me (and I think probably everyone else in attendance) feeling very confident that I could return to my practices and safely implement her suggestions. The entire course stayed on point and finished in the time stated while still allowing ample time to answer questions and provide clarification so that everyone in attendance understood what she meant and how it applied to each type of practice and specialty. The handouts and course manual will prove invaluable as we navigate the medical billing waters in the weeks to come. For anyone thinking of taking this course: DO IT! You will be so glad you did."

- Genie Morgan

---

**ADA CERP** Continuing Education Recognition Program  
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.

---

**Space is Limited, Register Today!**

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