



# CrossCoding: Unlocking the Code to Medical Billing in Dentistry

September 25<sup>th</sup> & 26<sup>th</sup>, 2020 | San Jose, CA | 11 CEUs

Adjoining clinical course next door: **Successful Implementation of Dental Sleep Medicine**

## COURSE VENUE & HOTEL ACCOMODATIONS

**Friday: 8am – 4pm**  
**Saturday: 8am – 12pm**

**The Westin San Jose**  
302 South Market Street.  
San Jose, CA 95113  
(408)295-2000

**Room Block: “Nierman Practice Mgmt”**  
\$179/night Cut off date: 09/03/2020

## 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

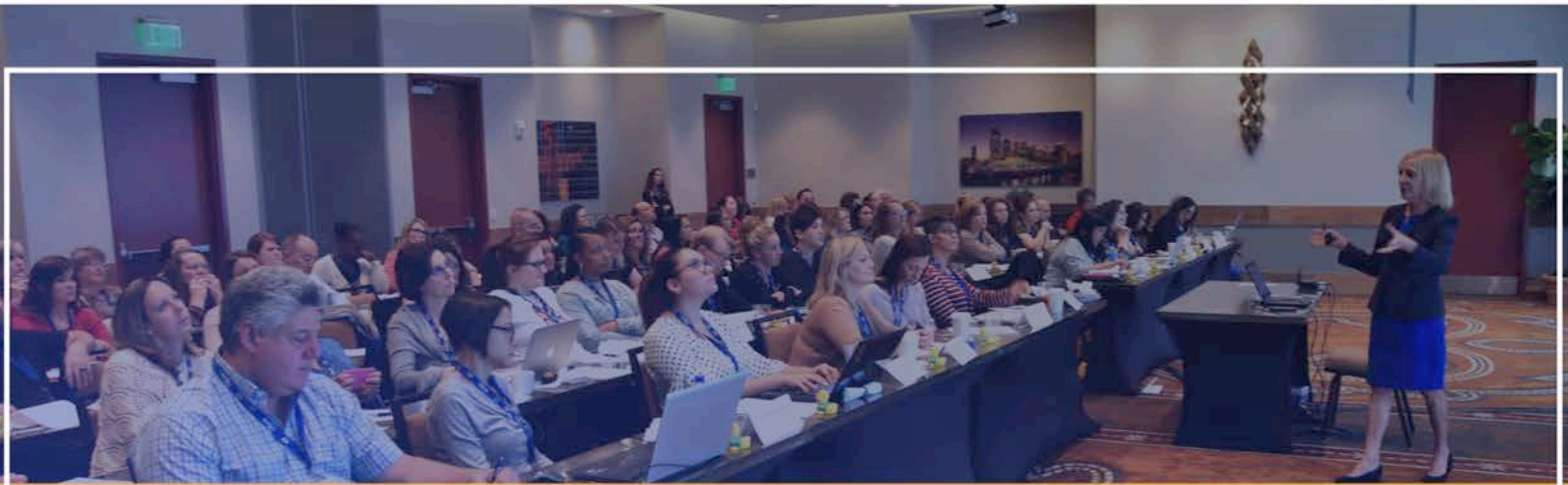
### DAY 2

- 7:30am Breakfast & Registration
- 8:00am Medical Claim Case Studies & Examples
- 9:30am CrossCoding & Medical Billing in Dentistry Games  
CrossCoding Review, Q & A, Next Steps for Implementation
- 10:15am-12:00pm 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-12:00pm DentalWriter E4 New Features: Treatment Plans, consolidated services tab, Ledger, ICD-10, sleep studies report

\*Agenda subject to change



“ 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! ”



J. Moulen

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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](http://www.NiermanCE.com)