CrossCoding: Unlocking the Code to Medical Billing in Dentistry

September 25th & 26th, 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

NIERMAN PRACTICE MANAGEMENT  •  221 OLD DIXIE HWY  •  SUITE 5  •  TEQUESTA, FL 33469
1-800-879-6468 option 3  •  FAX 561-744-5606  •  www.NiermanCE.com
## 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 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

---

"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

---

**Space is Limited, Register Today!**

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

---

*Agenda subject to change*