

Orchestrating the Business
of Dentistry

ODEA

2014 Fall Forum

Friday, October 17, 2014
Embassy Suites Airport
Portland, Oregon



Schedule of Events

8:00 am Registration, Continental Breakfast and Exhibits

9:00 am **Lois Banta Presents: Rock Solid Insurance Strategies That Work... Don't Commit Fraud!**

Nothing is more confusing than trying to sort through the maze of proper billing, coding and reimbursement procedures. Learn the proven techniques for writing a detailed narrative, documenting in the patient's chart, how to use the dental coding systems to maximize reimbursement for your patients. Develop key communication techniques when dealing with insurance companies.

Noon Lunch, Member Annual Meeting and Exhibits

1:15 pm **Lois Banta Presents: Be a Rock Star... Build Your Practice With Paid For Dentistry**

If you've ever experienced the myriad of excuses when attempting financial arrangements for your patients, you know the frustrations! Dental offices have, for years, allowed our patients to control the negotiations regarding patient financing. It's what we have done for over 50 years. In this lecture, Lois will help your office design appropriate financial arrangement guidelines taking into consideration 3rd party financing, insurance reimbursement, and those wonderful cash paying patients. All dental offices are unique and should have available to them flexible payment plans to assist patients to accept their needed dentistry. We will uncover the mysteries surrounding this complex issue as well as designing "fool proof" financial policies.

4:15 pm Closing and Prizes!

6 CE Hours Available

Location and Lodging

ODEA Special Rate: \$139/night
Group Booking Code: ODE

Embassy Suites Portland Airport

7900 NE 82nd Ave.
Portland, OR 97220
1(800) 821-5879



Register online at:

oregondentalexecutives.org

or **Send form & payment to:**

ODEA

3340 Commercial St. SE, Ste. 220
Salem, OR 97302

Questions?

Phone: 866-660-0348

Fax: 503-585-8547

info@oregondentalexecutives.org

Register by October 1st to receive the early bird rate!

Registration form 2014 Fall Forum - ODEA Passport to Knowledge

Name _____

Position _____

Employer/Company _____

Address _____ City _____

State _____ Zip _____ Phone _____ Email _____

Registration Fees:

By Oct 1st Member: \$249 _____

By Oct 1st Non Member: \$279 _____

After Oct 1st Member: \$299 _____

After Oct 1st Non Member: \$329 _____

Complete one form per person.

Registration includes meals and materials.

4 or more from the same office? * By Oct 1st: \$199 each _____ *To receive 4+ discount at least one attendee must be ODEA member.

Payment Options: Check: Payable to ODEA Visa, MC or Amex

Card # _____ CCV _____

Exp. Date: _____ Amount Authorized : \$ _____

Name on Card: _____ Signature: _____

Card Billing Address: _____

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2014 Fall Forum • October 17, 2014 • Featuring Lois Banta

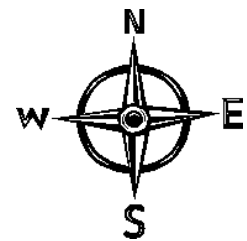
Lois Banta is CEO, President, and Founder of Banta Consulting, Inc., a company that specializes in all aspects of dental practice management. Lois has over 37 years of dental experience.

Through Banta Consulting, Lois provides her expertise to dental practices, both large and small, across the country and internationally. As a highly sought after speaker on the American Dental Association circuit, the Thomas P. Hinman Dental Meeting, and other popular venues, Lois' seminars are a must for every member of the dental team.



Lois Banta, CEO, Banta Consulting

Lois has also written monthly columns for Dental Practice Reports and has been a featured writer for the Australian Dental Journal, Dentistry Today, AGD plus other numerous journals.



ODEA's Passport to Knowledge

Topics Include:

- Rock Solid Insurance Strategies That Work... Don't Commit Fraud!
- Be a Rock Star... Build Your Practice With Paid For Dentistry