

VIRTUAL

May  
**14**  
2024

INSURANCE

## Dental Insurance Strategy Session for the Private Practice Dental Office

**1.5**  
CE  
Credits

Teresa Duncan, MS

Join AIDA Education for a discussion on trends in benefit coverage, network leasing and insurance legislative issues. Insurance is more than just codes and appeals. To best plan for your practice's success, you'll need to be aware of how changes in benefit designs can affect your patient conversations and cash flow. We'll also cover consumer behavior so you can have better financial discussions with your insurance-driven patients.

- Strategize your participation with carriers (or non-participation!)
- Consider the impact of insurance trends on your revenue
- Craft more impactful insurance benefit conversations with your patients
- Understand the growing impact of Medicare Advantage plans

  
aidagroup.org/education

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## Teresa Duncan

MS

Teresa is a speaker and writer with over 20 years' experience in healthcare. Her areas of expertise include revenue protection using proven accounts receivable and insurance methods; and helping doctors and managers establish solid management systems. A recipient of the Lifetime Achievement Award from the American Association of Dental Office Management, she understands the importance of continuing education. She is the author of *Moving Your Patients to Yes: Easy Insurance Conversations* and a regular contributing author to the ADA's CDT Companion Guide™. Teresa is a frequent contributor to multiple dental publications. She was a founding Trustee for the auxiliary learning focused DALE Foundation. Teresa is a member of several organizations including the National Speakers Association and National Association of Dental Plans. She has been named one of the Top 25 Women in Dentistry by Dental Products Report Magazine and is recognized annually as a Leader in Consulting by Dentistry Today. She provided consulting

assistance in the development of the American Dental Association's Guidelines for Practice Success™ and is an annual contributor to the ADA's CDT Companion Guide. Her podcasts "Nobody Told Me That!" and "Chew On This!" provide regular coding and management updates. Teresa received her Master's Degree in Healthcare Management from Marymount University.

**Date:** May 14, 2024

**Time:** 6 p.m. to 7:30 p.m. CST, 7 p.m. to 8:30 p.m. EST

**Location:**

Virtual Webinar

Registration is per person, not by office. Each person attending the course that requires CE credits or verification of participation for license renewal needs to register individually to receive a unique join link for the virtual course. This join link is how attendee participation is tracked. Each course is offered in a virtual, live webinar format. Participants must attend the live course during the scheduled date and time. This course will not be recorded or shared for on-demand viewing. Seats are limited.

**Cost:**

General Admission: \$19.99 per person

AIDA Members: \$9.99 per person (50% off general admission).

(This discount is automatically applied at checkout)

**Cancellation Policy:** Attendees must provide written notice of cancellation a minimum of 24 hours before the course date for a full refund. No refunds will be issued for cancellations made under 24 hours from the course date. Registrants that do not show the day of the course will not receive a refund for tuition paid.



**Prerequisites:** None

**CEs:** 1.5 Lecture CE Credits

**CE CODE:** S5NY6NDBRKF

**AGD SUBJECT CODE:** 550



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Nationally Approved PACE Program Provider  
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7/1/2024 to 6/30/2028.  
Provider AGD ID# 418869



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