

VIRTUAL

September

9

2025

Understanding Insurance Participation to Maximize Revenue

Lecture Credits

Dr Jim Bolt & Michael Ingram

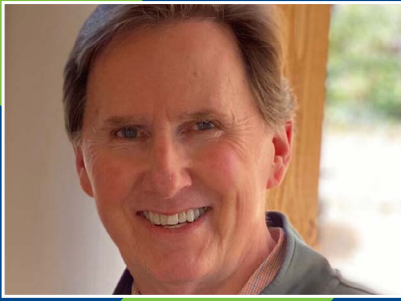
The presentation will focus on understanding dental insurance and PPO network options, and how they directly impact the revenue and profitability of a dental practice. We'll discuss the major challenges faced by private dental practices, and different types of insurance and PPO contracts. We'll explore network sharing arrangements and why understanding what they are and how they work can have a major impact on your bottom line. The discussion will include different strategies and remedies to reduce the impact of the various ways insurance companies have rigged the system in their favor. Finally, we'll review actual case studies and show the results from the various strategies. The objective is to familiarize the dentist with dental insurance and build a foundation of understanding on the financial impact insurance and PPO contracts have on a dental practice.

- Gain understanding of network sharing arrangements
- Identify the various contracting options for insurance networks/PPOs
- Fully understand the impact of each option on the practice
- Implement goals and strategies that maximize revenue from insurance



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Jim Bolt DMD

Jim Bolt, DMD, has been Chief Member Advocate for Dental Advocacy Group since 2019. Dr. Bolt was previously in a solo private practice for 31 years in Greenville, SC. After retiring from practice, Dr. Bolt served as a part time clinical instructor at the Dental College of Georgia, working with the senior dental students, for 6 years. His duties as Chief Member Advocate include educating dentists, dental residents and students on the options that dentists have when considering PPO participation. As a staunch advocate for the private practicing dentist, Dr. Bolt strives to help dentists understand that they can enjoy the advantages of being a network provider without having to “give away” dentistry and sacrifice quality due to poor paying fee schedules. Dr. Bolt is a member of the Leadership Team and brings a unique perspective from his lengthy career in dentistry.



Michael Ingram

Michael joined Dental Advocacy Group seven years ago with the goal of growing the company through their unique revenue enhancing solutions, and by developing strategic partnerships with like-minded dental organizations and industry experts. Michael’s role with Dental Advocacy Group draws on three decades of experience in business and relationship development, insurance and fee schedule negotiations, and sales. Michael is a member of

the Leadership Team, directing the sales and marketing efforts of the company. Over the last seven years, DAG has grown to over 1200 Dentist clients in 40 states.

Date: September 9, 2025

Time: 6:00 p.m. to 7:00 p.m. CST, 7:00 p.m. to 8:00 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.

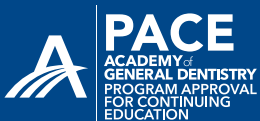
Each course is offered in a virtual, live webinar format. Participants must attend the live course during the scheduled date and time. This course will not be recorded or shared for on-demand viewing. Seats are limited.

Cost:
General Admission: \$19.99 per person
AIDA Members: \$9.99 per person
(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 no show the day of the course will not receive a refund for tuition paid.



Prerequisites: None
CEs: Lecture CE Credits
CE CODE: LVNSRSB3MW4
AGD SUBJECT CODE: 550



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Nationally Approved PACE Program Provider
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Approval does not imply acceptance by
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7/1/2024 to 6/30/2028.
Provider AGD ID# 418869