

# Available Coaching Subjects

## IN-OFFICE OR VIRTUAL

### Financial & Reporting

- Accounts Receivable
- Collecting Co Pays
- Mail Management
- Break Even Point

### Insurance

- Veritas - PPO reimbursement negotiation and credentialing
- Claim and Pre-authorization
- Clean Claims
- Assign Insurance, Insurance Plan and Allowance Table to the Patient Chart
- EOB Approval
- EOB Management
- Pt Verification

### Patient Focus

- Cancellation and ASAP List
- Chart Audit
- Check Patient Out
- New Patient Registration
- Patient Check-in
- Patient Confirmations
- Phone Etiquette
- Patient Retention and Hygiene Recall
- Cancellations
- NP Acquisition
- Internal/External Marketing Campaigns
- Treatment Plan Presentation
- Periodontal Disease Program
- Hygiene Treatment Planning

### Human Resources

- Bent Ericksen- HR Compliance
- Team Building
- DISC Assessment
- Office Meetings, Lunches, and Breaks
- Huddle

### Operations

- HIPAA/OSHA
- Inventory Systems
- Facility and Equipment Maintenance
- Routing Slip Management
- Scheduling Guidelines
- Treatment Plan System and Follow-up

### Transitions

- Buying a Practice
- Selling Your Practice
- Associate Placement

## IN OFFICE ONLY

### Digital Dentistry (In-person)

- 3D Scanning Education
- 3D Scanning Technique
- 3D Scanning Coding
- 3D Scanning Treatment Planning
- Implant Impression 3D Scanning Workflow
- Laser (In-person) Doctor (and Hygiene— if permitted in your state)

### Create one for your office!

Any of our subjects can be done in person! We have customizable in person coaching options available for you and your team!