

Insider Perspectives: State of the Dental Industry

With the rapid growth of group and corporate dental practices, how will smaller, solo practices maintain their patient base and keep up?

ICD-10 is coming! All practices must incorporate the new system, yet there is much confusion as to how to code for insurance reimbursement.

The dental industry is in a state of flux that rivals any other time in dental history. With changes in the insurance industry, group practices growing at astonishing rates, and patients becoming more and more knowledgeable and thrifty with their dollars, it can be a tough time to be a dentist or dental team member. However, it is possible to overcome obstacles and make this year the best your practice has ever seen.

In this fast-moving presentation, industry experts Kevin Henry and Teresa Duncan bring insight and help attendees understand what's really happening in dentistry and what trends should be taken note of ... and which can be ignored. Using real data from the best sources available and exclusive survey results, Kevin and Teresa present information that simply can't be found elsewhere.

Co-Presented with Teresa Duncan, MS

With over 20 years' experience in healthcare, Teresa Duncan's areas of expertise include revenue protection and helping practices establish solid management systems.

- *Dental Product Reports* - Insurance Editor
- DALE Foundation - Founding Trustee
- Association of Certified Fraud Examiners - Member
- Academy of Dental Management Consultants - Member
- National Speakers Association - Member
- American Association of Dental Office Managers - Educational Content Adviser
- Named to DPR's Top 25 Women in Dentistry



Course Objectives:

- ▶ Learn why shifting demographics of today's dental patient and the next generation of dentists will affect your practice
- ▶ Pinpoint the impact ICD-10, SNODENT and other regulatory changes will have on your business
- ▶ Discover how group practices are growing and changing dentistry's landscape
- ▶ Explore real-time practice-management trends that will boost your practice's bottom line

Suggested Format:

Up to Half-Day; Interactive Lecture Format

Suggested Attendees:

Dentist and Team



**KEVIN
SPEAKS
DENTAL**

Kevin Henry • 918-613-1188

Kevin@KevinSpeaksDental.com

www.KEVINSPEAKSDENTAL.com