



# Charles Blair, DDS

## “Stay Out of Jail: Avoid Coding Errors and Excel in Insurance Administration”

Friday, February 16, 2018



Falls Church Marriott Fairview Park 3111 Fairview Park Dr, Falls Church, VA 22042

Registration: 8:00 a.m. - 8:30 a.m. Program: 8:30 a.m. - 4:15 p.m.

6 CE Credit Lecture Hours - Business Attire

### Synopsis:

Coding errors are predictable in today’s dental practice. Learn the top coding errors and how not to make them! You will also receive new, valuable information on some of the “hot” sections of the CDT code, which you can use to identify and “fix” coding problems that lurk in your practice. Most practices can expect legitimate net increases in cash flow immediately by learning how to do it right.

Based on several thousand dental practices studied, these common problems were identified:

- Consistent Coding Errors
- Clinical Protocol Issues
- Potentially Fraudulent Activities

Dealing with dental insurance is overwhelming but key strategies can save you time, prevent hassles, and keep you out of jail. You will receive essential tools to properly file dental insurance claims, and calculate primary and secondary insurance receipts. In addition, co-pay forgiveness, discounting, multiple fee positioning, patient gifts, falsifying NPI numbers and even PPO strategies will be discussed. Stop leaving money on the table, as PPOs dominate the marketplace - a tipping point!

### Course Objectives:

- The participant will learn through predictive error correction, how to avoid typical coding errors.
- The participant will gain knowledge into proper narratives and documentation.
- The participant will gain knowledge into co-pay forgiveness, discounting, multiple fees, NPI numbers, etc.
- The participant will gain knowledge in how to handle patient gifts, evaluate and deal with PPOs and deal with the unclaimed property office.

### Supporting Exhibitors:

- |                                |                      |
|--------------------------------|----------------------|
| ART Dental Lab                 | Sandy Spring Bank    |
| CareFirst BlueCross BlueShield | TD Bank              |
| Commonwealth Transitions       | Weave                |
| Hiossen Implants               | Wells Fargo          |
| Procter & Gamble               | Zeiss                |
|                                | Zimmer Biomet Dental |

Register Online Today [www.nvds.org](http://www.nvds.org)

### PROGRAM REGISTRATION FORM – Friday, February 16, 2018 – Charles Blair, DDS

Dentist Name(s): \_\_\_\_\_ Staff Member(s): \_\_\_\_\_

Phone: \_\_\_\_\_ Fax Number: \_\_\_\_\_ Email: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ Verification Code: \_\_\_\_\_

Name on card: \_\_\_\_\_

**Billing** Address: \_\_\_\_\_ **Billing** City/State/Zip code: \_\_\_\_\_

#### Registrations are confirmed by email.

Please make check payable to: Northern Virginia Dental Society 4330 Evergreen Lane, Suite N, Annandale, VA 22003

Register online [www.nvds.org](http://www.nvds.org) Phone: (703)642-5298 Fax Number: (703)750-2261 Email address: [ematlock@nvds.org](mailto:ematlock@nvds.org)

NVDS Dentist Member	\$ 85.00	Non ADA Member	\$650.00
Auxiliary Staff- <b>NVDS Member's ONLY</b>	\$ 90.00	ADA Member	\$250.00
Late Fee	\$ 25.00 (registrations after <b>2/9/18</b> if accepted)	Dental Laboratory Staff	\$175.00

Registration Fees are per person and include breakfast, lunch and breaks. TOTAL \$ \_\_\_\_\_

#### **Reservations must be received in writing by close of business February 16, 2018. Registrations submitted after 2/9/18 may not be accepted.**

Telephone reservations will not be accepted. Reservation fees must be received at the NVDS office before a reservation can be guaranteed. All reservations will receive a confirmation email. All cancellations must be received in writing 7 days prior to scheduled program. No refunds are made for cancellations made beyond this time. Members who attend without a reservation will be charged an additional late registration fee of \$25.00. Registration preference will be given to NVDS members.

Northern Virginia Dental Society is an ADA CERP recognized provider approved by Virginia Dental Association. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. NVDS designates the above activities for the number of continuing education credits listed above. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at [www.ada.org/cerp](http://www.ada.org/cerp). Approved PACE Program Provider FAGD/MAGD Credit 4/1/2015 to 3/31/2019 ID#212489. The above course does not have any commercial sponsorship.

**Charles Blair, DDS has no financial relations relevant to this course to disclose.**

Please feel free to contact NVDS, Erin Matlock with any questions at (703)642-5298 or [ematlock@nvds.org](mailto:ematlock@nvds.org).  
Website

