

Treatment Acceptance is a Team Event

Successful treatment planning involves everyone in your practice, from the person who first speaks to the patient on the phone, to the clinical team, to the treatment coordinator, to getting the patient scheduled...it is a total team effort!

As clinicians, the dental team view the treatment as the primary concern when presenting treatment plans to the patient.

As a consumer, patients need to know the benefit when deciding on need vs. want. As professionals, we need to present the topic as a course of action that will provide benefit to the patient.

This course will cover:

- Patient Education
- Treatment plan presentations
- Financial agreements and options
- Unscheduled Treatment Follow-up

As a bonus, we will discuss tips for:

- Successful claim submission
- Conflict Resolution 101

