



## About the Presenter

Following a comprehensive search, Terri Bradley of Terri Bradley Consulting (Newburyport, Massachusetts) has been selected to present *Insurance Solutions'* new webinar series for 2010: **Medical Billing For Dental Practices.**

With a degree in Healthcare Administration and extensive experience as a Practice Administrator for a thriving multi-doctor Oral and Maxillofacial Surgery practice for over 15 years, Terri is known for the practical step-by-step medical coding and reimbursement instructions she provides to educational institutions and private oral surgery practices across the country.

Vicki Anderson, editor of *Insurance Solutions Newsletter*, will join Terri as moderator for our 2010 Medical Billing Webinar Series.



[www.dental-ins-solutions.com/webinars](http://www.dental-ins-solutions.com/webinars)

Detailed course descriptions and online registration information can be found at [www.dental-ins-solutions.com/webinars](http://www.dental-ins-solutions.com/webinars)

## You Will Learn

- How to properly complete a CMS-1500 claim form
- How to locate, prioritize, and report medical diagnosis codes
- When to use dental codes, other HCPCS codes, and CPT codes when billing medical
- How medical carriers determine how much they will pay (relative value units)
- How to use modifiers
- How to select the appropriate evaluation and management (E & M) code
- How to bill dental radiographs to medical (e.g., periapicals, panoramics, cephs, cone beam CTs, etc.)
- How to bill extractions and implant-related services to medical plans
- How to report accident-related dental services to medical plans (palliative and restorative treatment for avulsed or fractured teeth due to sports injuries, bicycle accidents, skate boarding, etc.)
- How to report TMJ orthotics, sleep apnea appliances, and bruxguards to medical
- How to report biopsies and the treatment of canker sores, leukoplakia, and other oral lesions to medical
- How to bill medical for dental services related to cleft palate, pre/post radiation fluoride trays, GERD, bulimia, Sjogren's syndrome, etc.



INSURANCE SOLUTIONS NEWSLETTER

P.O. Box 880

Fall City, WA 98024

# 2010 Webinar Series Medical Billing for Dental Practices

*Step-by-step instructions for billing accident-related dental services, TMJ orthotics, sleep apnea appliances, surgical extractions, implants, biopsies, etc., to medical plans*

INSURANCE SOLUTIONS NEWSLETTER



Join us for our

# 2010 Webinar Series Medical Billing for Dental Practices

Our 2010 webinar series, **Medical Billing for Dental Practices**, is designed to provide step-by-step medical billing instructions to dental teams who have had little or no experience (or success). Participants may register for one or more webinars separately (\$249 per webinar) or save \$444 by registering for the entire series (\$1299).





## 2010 MEDICAL BILLING WEBINARS

Many dental practices bill medical insurance for accident-related services, surgical extractions, biopsies, TMD orthotics, sleep apnea appliances, oral conditions caused by congenital defects, cancer/radiation, Sjogren's syndrome, GERD, bulimia, etc., all with varying degrees of success. Obtaining reimbursement from any medical plan requires a thorough understanding of how to complete the CMS-1500 medical claim form, select and prioritize ICD diagnostic codes, and, in many cases, translate dental procedure codes to medical procedure codes.

Our 2010 webinar series, **Medical Billing for Dental Practices**, pro-

vides step-by-step instructions for dental staff who have had little or no experience (or success) billing medical plans. Participants may register for one or more webinars separately (\$249 per webinar) or save \$444 by registering for the entire series (\$1299).

### How to Register

Registration information and course descriptions are available at [www.dental-ins-solutions.com/webinars](http://www.dental-ins-solutions.com/webinars) or by email at [insurancesolutions4@comcast.net](mailto:insurancesolutions4@comcast.net) (type "Medical Billing Webinars" in the subject line). To register or receive information by phone, call **888-825-0298**.

# Join us for our 2010 Webinar Series MEDICAL BILLING FOR DENTAL PRACTICES

- Webinar #1: Introduction to Medical Billing for Dental Teams**  
**Tuesday, May 18, 2010, 2 hours**  
10 am Pacific, 11 am Mountain, 12 pm Central, 1 pm Eastern  
\$249 per session (or \$1299 for the entire series)
- Webinar #2: When & How to Bill Medical for Diagnostic Procedures**  
**Tuesday, June 15, 2010, 90 minutes**  
10 am Pacific, 11 am Mountain, 12 pm Central, 1 pm Eastern  
\$249 per session (or \$1299 for the entire series)
- Webinar #3: Billing Medical for Accident-Related Dental Services**  
**Tuesday, July 20, 2010, 90 minutes**  
10 am Pacific, 11 am Mountain, 12 pm Central, 1 pm Eastern  
\$249 per session (or \$1299 for the entire series)
- Webinar #4: Medical Billing for Oral Appliances & Orthotics**  
**Tuesday, August 17, 2010, 90 minutes**  
10 am Pacific, 11 am Mountain, 12 pm Central, 1 pm Eastern  
\$249 per session (or \$1299 for the entire series)
- Webinar #5: Billing Medical for Surgical Extractions & Implants**  
**Tuesday, September 21, 2010, 90 minutes**  
10 am Pacific, 11 am Mountain, 12 pm Central, 1 pm Eastern  
\$249 per session (or \$1299 for the entire series)
- Webinar #6: Medical Billing for Oral Lesions, Biopsies, & Excisions**  
**Tuesday, October 19, 2010, 90 minutes**  
10 am Pacific, 11 am Mountain, 12 pm Central, 1 pm Eastern  
\$249 per session (or \$1299 for the entire series)
- Webinar #7: Billing Medical for Dental Services Related to Congenital Defects, Systemic Disease, or Cancer/Radiation Therapy**  
**Tuesday, November 16, 2010, 90 minutes**  
10 am Pacific, 11 am Mountain, 12 pm Central, 1 pm Eastern  
\$249 per session (or \$1299 for the entire series)

Register online at [www.dental-ins-solutions.com/webinars](http://www.dental-ins-solutions.com/webinars)

## Webinar Registration Form

Dr.'s Name \_\_\_\_\_ Attn. \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone ( ) \_\_\_\_\_

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## Medical Billing for Dental Practices Webinar Series

- Webinar #1** May 18, 2010 (\$249)  
**Introduction to Medical Billing for Dental Teams**
- Webinar #2** June 15, 2010 (\$249)  
**When & How to Bill Medical for Diagnostic Procedures**
- Webinar #3** July 20, 2010 (\$249)  
**Billing Medical for Accident-Related Dental Services**
- Webinar #4** August 17, 2010 (\$249)  
**Medical Billing for Oral Appliances & Orthotics**
- Webinar #5** September 21, 2010 (\$249)  
**Billing Medical for Surgical Extractions & Implants**
- Webinar #6** October 19, 2010 (\$249)  
**Medical Billing for Oral Lesions, Biopsies, & Excisions**
- Webinar #7** November 16, 2010 (\$249)  
**Billing Medical for Dental Services Related to Congenital Defects, Systemic Disease, or Cancer/Radiation Therapy**
- Complete Webinar Series** (Package Price = \$1299.00)