

# *The Art of Practice Management*

We will transform those hard earned numbers into dollars!

Marianne Harper is a well known and respected dental practice management consultant, author and speaker. She has spent close to twenty-five years in dental practice administration. As the owner of *The Art of Practice Management*, Marianne focuses on creating efficiency in front desk systems while incorporating her library of practice forms and letters. She implements her highly effective revenue collection system and improves insurance filing procedures along with introducing dental-medical cross coding. Marianne's expertise has earned her the title of "WizARd," for she trains dental team members how to transform those accounts receivable numbers into dollars and profit. Please visit her web site to review her articles and testimonials.

## **The WizARd seminars:**

**"Abra-Code-Dabra"** - Enable your practice to be prepared for the present and growing need for dental-medical cross coded claims filing. This course focuses on the benefits of filing medical claims and teaches the types of dental procedures that can be filed, as well as teaching a basic understanding of medical codes, the filing process, problems with E.O.B.'s, and the appeal process.

**"Too Little Too Late"** - Don't let this be your practice motto! Be able to collect those hard earned dollars by taking this course that focuses on all aspects of the account collection system starting with the initial new patient phone call, the initial visit, treatment planning, check-out processes, insurance filing, tracking accounts and claims, billing, and collection of accounts.

**"What's a Sandwich Without the Bread?"** - Are you aware that inefficiency in claims filing is affecting your profit? This course will teach team members how to add efficiency to your insurance filing system by concentrating on the best and often neglected procedures that need to be followed both before and after filing claims.

[www.artofpracticemanagement.com](http://www.artofpracticemanagement.com)



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