

# TOO LITTLE, TOO LATE . . .

*Is this your practice Motto ?*



Half-Day, or Breakouts for Individual Components

Dental practices need to be **run as businesses** and done so **efficiently and effectively** in order to stay in business and provide great healthcare to its patients. Most dentists and staff members have had **little training** in how to do that. This webinar will take the guesswork out of handling the practice revenue system by **laying out the steps** that will put the practice on the road to sound **financial health** so that they may continue to serve the needs of their patients while, at the same time, achieving a reliably **smoother cash flow** and **lower accounts receivable**.

This seminar will focus on the practice revenue system and how adding optimal efficiency to that system will greatly improve practice health by learning about the following:

- The true costs of an Accounts Receivable
- The importance of establishing sound practice financial guidelines
- The most efficient ways to prepare new and emergency patients for their financial requirements
- The importance of having good forms in place
- The steps to be taken to implement an efficient and effective revenue system
- Creation and handling of a very effective final notice letter prior to turning accounts over to a collection agency
- The best type of collection agency



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*"You may be used to an undesirable level of your accounts receivable and expect that to be normal, but I want you to know that it is within your control to consistently keep it lower" ≈ Marianne Harper ≈*