**Banta Consulting**

Empower Your Practice…

Know Your Numbers



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**Empower Your Practice…**

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**presented by**

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**Topics:**

1. The Secret to Increasing Collections
2. Flexible Financial Arrangements…The Secret Sauce
3. Utilizing Powerful and Effective Verbal Skills
4. Barometers and Trends to Watch
5. Know Your Software System

**The Secret to Increasing Collections**

1. **Empower Your Team**
2. **Route Slips Tell a Story**
3. **Ask for Payment…It’s That Simple!**
4. **Collect With The Balance In Mind**

**Flexible Financial Arrangements…The Secret Sauce**

**1. Get Creative With Creative Financing**

**2. Use Visual Cues**

1. **Design Fool Proof Systems and Protocols**
2. **Monitor Your Reports…Inspect What You Expect**
3. **Know Your State’s Collection Laws**

**Utilizing Powerful and Effective Verbal Skills**

1. **How You Say What You Say Matters**
2. **Don’t be Afraid of Tough Questions…Insurance AND Collections**
3. **Changing Your Guidelines is Powerful**
4. **Hand-Offs Tie Everything Together and Create Consistency**

**Barometers and Trends to Watch**

1. **Production**
2. **Collection**
3. **Accounts Receivables**
4. **Procedure Numbers**
5. **New Patients**
6. **Open Time**

**Know Your Software System**

1. **Get Ongoing Training – New and Existing Team**
2. **Put Goals in the Computer**
3. **Pre Block Your Schedule**
4. **Monitor and Update Existing Treatment Plans**
5. **Make Tracking Continuing Care Work for YOU**
6. **Identify Trends**