

The Clinical and Billing Aspect of Dental Sleep Medicine

Emphasis on the Thornton Adjustable Positioner

Dr. Martin Denbar has over sixteen years of clinical experience in Dental Sleep Medicine utilizing the Thornton Adjustable Positioner treatment system. Nationally, he is one of only a handful of dentists with in-network provider status for most major medical insurance carriers.

The emphasis of this seminar is the business side of Dental Sleep Medicine. This seminar includes how to bill and be reimbursed, developing your in-network status and how this new field is different from the business model of your dental practice. By having your insurance staff member present, you are able to get the information your practice requires for a successful Dental Sleep Medicine practice.

Limiting the class size allows for a unique learning environment. It also allows you to obtain the personalized in-depth instruction for your particular office situation.

One Day Seminar - Friday

- Class size limited to 6 dentists plus one staff member each.
- Proprietary hand book is provided.
- The lecture on the business model of Dental Sleep Medicine is designed for the clinician and office staff member.
- Treatment tips gleaned from 16 years of experience using the TAP system.
- Learn to understand the dynamic between all the moving forces involved in Dental Sleep Medicine and how the dentist fits in.
- Understand how to become an in-network provider and have your staff member receive personalized insurance and billing instruction.
- Develop a better understanding of the medical model vs. the dental model that you are used to.
- Learn the business of Dental Sleep Medicine.

More About These Seminars

This seminar is an all-day class learning the business of Dental Sleep Medicine and how to incorporate it into your practice. All course material has been gleaned from Dr. Denbar's present practice and 16 years of experience. Gain insight into how to become an in-network provider and how to successfully submit insurance so that your office can also accept the patient's insurance assignment. You will learn useful chairside and clinical tips taken from 16 years of experience using the TAP system.

Additional topics for the dentist and staff member include:

- Appliance selection: which and why
- Treating complications
- Physician interaction
- Combination (Hybrid) Therapy
- Treatment nuances
- Marketing ideas
- Insurance contracting insights
- Day to day front desk questions
- Unique business plan profile

The course material and accompanying proprietary handbook can give you the ability to jump-start your Dental Sleep Medicine practice and provide an increased clinical and business capability to benefit your patients and your office.

**Please call our office (512) 338-8120 for our
fax number and to reserve a place.**

2012 Seminar Dates:

January 13

February 10

March 9

April 13

May 11

June 29

July 20

August 17

September 14

October 12

November 9

December 7

(See Seminar Application on following page)

Seminar Application

This one day seminar's tuition for the doctor and insurance staff member is \$2,000.00. Please forward your \$500.00 deposit to hold you space at least 14 days before the seminar. All spaces are on a first come first serve basis and classes are kept to a maximum of six doctors.

Seminar date selected: _____

Seminar space is on a first come first serve basis. Maximum attendance is 6 doctors and staff members per seminar.

I fully understand that this Dental Sleep Medicine seminar is an advanced billing and clinical source and I am comfortable and knowledgeable with the basics of Dental Sleep Medicine.

Signature: _____

Date: _____

How did you hear about this seminar?

Dr.: _____

Staff Member: _____

Address: _____

Office Phone: _____

Cell Phone: _____

How long have you been using Oral Appliances in your practice? _____

Do you have any experience with the TAP system of oral appliances? Yes _____ No _____

Approximately how many oral appliances have you placed and what types were they?

