

# ALIGN YOUR 3Rs TO HIT YOUR TARGET

**BencoDental**



Are you reviewing your goals  
and celebrating your results?

Do you have clear direction and goals  
that meet your overhead?

Do you know where you're losing  
potential revenue?

It's okay to ask your patients for money and get paid. It's okay not to work 24 hours a day, seven days a week. Implementing new systems is like taking a leap...you can't make the jump without a high performing team. Learn how your team can analyze reports and review their goals allowing each team members voice to be heard.

## REVIEW

- Production vs. Collection
- Adjustments
- Procedure Analysis
- Outstanding Treatment
- Growth vs. Attrition

## RESET

- Production and Collection Goals
- SMART Goals
- Vision
- Fees

## REALIGN

- Opportunities for Team Members
- Successful Team Meetings
- Communication Boards
- Morning Huddles

### CONTACT KAY:

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Practice Solutions Ambassador  
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**FRIDAY 6/21/2024 8:00 AM – 12:00 PM**

**1750 POST ROAD – WELLS, ME 04090**

**Registration Required by 5/31/24**

[mainedentalc@gmail.com](mailto:mainedentalc@gmail.com)



### KAY HUFF Benco Dental Practice Solutions Ambassador

It was over 30 years ago that Kay began helping teams as a Dental Practice Coach, and she has proudly been the driving force for hundreds of practices to reach and exceed their professional goals. As Benco's Practice Solutions Ambassador, Kay is passionate about her work and carries a strong background in dental business systems, team motivation, leadership, and practice profitability.

**ADA CERP®** Continuing Education  
Recognition Program



Benco Dental  
Nationally Approved PACE Program Provider for FAGD/MAGD credit.  
Approval does not imply acceptance by  
any regulatory authority or AGD endorsement.  
9/1/2020 to 8/31/2023.  
Provider ID# 208019

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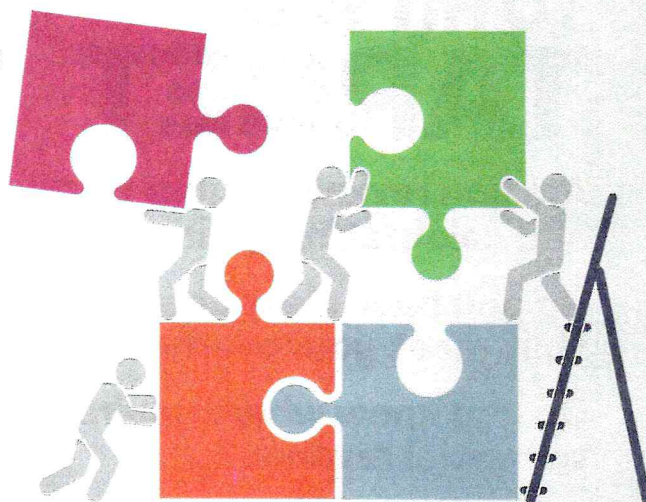


# PIECING TOGETHER YOUR INSURANCE PUZZLE

**BencoDental**

Do you enjoy putting  
puzzles together?

Isn't it frustrating when you  
can't find all the pieces?



Dealing with insurance can often be puzzling...let's discuss the essential pieces of putting YOUR insurance puzzle together. From benefits to understanding fees to team members' roles...it's always the small pieces that make the big picture come together! **At this event, you'll learn how to:**

## COMPREHEND

dental insurance—what is it?

## LEARN

the importance of credentialing  
and follow up.

## KNOW

the decision process for going  
in-network or out-of-network.

## UNDERSTAND

the importance of  
negotiating insurance fees.

## REALIZE

the importance of having the right team  
member in place for  
successful insurance outcomes.

## DETERMINE

which business reports to run and  
how to use them effectively.  
Are you hitting the mark?

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