



How to Strengthen Your Relationship with Your Dental Insurance Partners

Date: March 16, 2022; 6:30-8:00 PM PST

Speaker: Andrew Eberhart

Educational Method: Lecture **Subject:** 550

Credits: 1.5 CDE Lecture **Location:** Live Webinar

Audience: General Dentists, Specialists, Dental Students, Office Manager, and Insurance Coordinators

Fees: NV AGD Members: \$30 Non-Member: \$60 Staff: \$40

Student AGD Member: \$5 Non-Member Student: \$10

[REGISTER HERE](#)

Course Description

Understanding the dos and don'ts of working with dental insurance companies is vital in today's dental world. Simply put, anti-trust laws prevent dentists from freely collaborating and working directly with insurance companies unless guided under certain safe harbors. When properly informed, dentists can work together to make sure they are receiving the highest reimbursement rates possible while maintaining a healthy partnership with insurance carriers. As you participate in this CE Course, you will leave with a greater understanding and some action items to implement immediately.

Learning Objectives

1. Recognize the best fee schedule without breaking my contract
2. Determine if UCR fees are in line with other dentists
3. Understand options to negotiate with insurance carriers for enhanced fees
4. Learn the difference between umbrella groups and insurance carriers
5. Review how messenger models or IPAs assist contracted fee schedules

Instructor Qualifications: In 1999 Andrew Eberhart was hired by the Dental Cooperative as Vice President during its early formation. Since then, his responsibilities and duties have touched on all aspects of company growth and development. He has played a key role in negotiating purchasing contracts with third party vendors, facilitating practice transitions and creating the Co-Op's "Dental Benefit Program." In addition, Andrew leads the company's fee maximization efforts using the messenger model approach with partnering dental insurance carriers and umbrella groups. Doing so has produced enhanced fee schedules available to Co-Op members. In the spring of 2012, Andrew was promoted to Chief Operating Officer and directs all operational aspects of the Dental Cooperative.

Cancellation Policy: Cancellations by participant within 7 days of the program will result in a fee of 50% of the tuition cost. No shows will be charged the entire regular tuition price. If NV AGD cancels the program, participant will be reimbursed the full tuition amount.



AGD-Nevada
Nationally Approved PACE Program Provider for FAGD/MAGD credit.
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
4/1/2022 to 3/31/2026.
Provider ID# 219314