

Course Title: Four Key Business Principles For Increasing Patient Retention & Revenue

Instructors:

Miles Bodzin, D.C. & Holly Jensen

Course Description:

Learn about the four key business principles to help you and your team increase patient retention and cash collections (whether you accept insurance or not!) Join Dr. Miles Bodzin & Holly Jensen as they teach you about these proven business success principles that can help your practice thrive. This is a must-attend event for all DCs & CAs!

The course is presented in two, two-hour sessions.

Course Outline:

110 mins	<i>Compliant Financial Policies for Better Clinical Outcomes</i> Poor patient compliance can negatively impact clinical outcomes. Patient compliance to care, affecting their clinical outcomes, is dramatically impacted by a practice's financial policies. Dr. Bodzin & Holly Jensen will address the legal and compliance issues surrounding financial policies so that attendees will know to properly incorporate the financial policies that help patients follow through with care and get better outcomes. They will address both State & Federal rules and will demonstrate the creation of compliant and legal care plans for insured and noninsured patients. Attendees will gain confidence in knowing they are doing things legally and correctly.
110 mins	<i>Increasing Patient Retention & Practice Revenue</i> For a successful and profitable practice, DCs and CAs must team up on their mission to serve. Attendees will learn practice efficiency, patient enrollment, retention strategies, treatment plan recommendations, and financials. Attendees will walk away with practical tools that can be immediately applied.