

TALKING POINTS FOR SUCCESSFULLY REDUCING INSURANCE DEPENDENCE IN YOUR PRACTICE

- 1** You can still use your benefits in our office.
- 2** We will continue to file your dental insurance claims for you.
- 3** We'll submit all the necessary documentation for the insurance companies that pay the insurance claim.
- 4** We will make it very easy for you!
- 5** We'll even follow up with the insurance companies. and sometimes we have to arm wrestle with them to get them to do what they are supposed to do! But we'll do that for you.

- 6** We hope you appreciate the benefits of our practice. The fact that we provide the highest quality care, we provide individual time and attention for each patient, we continually invest in technology for your benefit, we treat you like a family member.
- 7** We hope that you appreciate all of that and continue to come to our office for your dental care.

Depending on the relationship with your patient, you can say the following too;

It's our fondest hope that you appreciate the benefits you receive in our office and continue to come here for your care.

