

# Welcome to our third CE program of 2025



**Kay Huff**

Thursday, May 15, 2025

## 'Piecing Together Your Insurance Dental Puzzle'

### Learning Objectives:

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?

### Course #2 'Dental Datapalooza'

In this fun and interactive course, we walk you through how to use data to empower your dental team. Of course, every dental practice cares about growth. How they define it and how they achieve it are unique to each practice. Kay Huff will share insights that your dental practice can take to experience growth. She'll highlight what systems/processes work best for your practice, and identify where the biggest growth opportunities can be found. Yes, we will share insights about many things that need attention or

need to be improved, but we will also assist you in how to discover some awesome things to celebrate with your team. Data isn't just numbers. It isn't just the charts or reports. The real power of data is discovering the opportunities and knowing what to do about it.

- Learn how analyzing, tracking, and focusing on certain areas of your practice will help you "move the needle."
- Interpret KPI secrets from the top 10% of practices: Growth vs. Attrition!
- Learn effective communication and team-building skills: your team wants to be coached, not micromanaged!

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.

### \*Course Sponsored by: Benco Denatal

All programs are suitable for doctors, staff, and hygienists.

### Registration Information

- **Waypoint Canfield, 4180 Westford Place, Canfield, OH**
- **8:30 a.m. - 4:00 p.m. Registration 8 a.m.**
- **Lunch included**

**Continuing Education Credit:** Corydon Palmer Dental Society is an approved sponsor of the Ohio State Dental Board and the board will accept 6 hours toward the continuing education requirements for all courses. These courses are also accepted by the Academy of General Dentistry for continuing education credit.

**Please note:** Corydon Palmer Dental Society works hard to identify and select top-quality speakers. We sincerely hope all courses will be interesting and enjoyable for all. However, please understand that CPDS cannot be held responsible for content and cannot issue refunds to participants who are disappointed with a course or speaker.



Approved PACE Program Provider FAGD/MAGD Credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement.

## REGISTRATION FORM Thursday, May 15, 2025– Kay Huff 'Dental Puzzle' & 'Dental Datapalooza'

Name \_\_\_\_\_ Phone \_\_\_\_\_

ADA # \_\_\_\_\_ Email REQUIRED \_\_\_\_\_

Please make my reservation for May 15th, I'm attending:

\_\_\_\_\_ In person, LIVE at Waypoint in Canfield

\_\_\_\_\_ Via Zoom Meeting, email address above (if staff is attending via Zoom list their email addresses as well. PLEASE NOTE: NO REFUNDS IF THERE ARE ISSUES WITH ZOOM DAY OF EVENT. WE ENCOURAGE EVERYONE TO ATTEND LIVE IF POSSIBLE.)

\* \$290 FEE FOR EACH COURSE FOR CPDS & ADA MEMBERS, \$340 FOR NONMEMBER DOCTORS. **FOR STAFF/SPOUSE ATTENDING \$65.** RESIDENTS/RETIRES, SPECIAL RATE OF \$45 EACH APPLIES. Lunch only, \$25.

List of team or spouse attending program:

Lunch cannot be guaranteed for anyone attending without advance reservations.


\$ \_\_\_\_\_ Total amount enclosed. Questions? OR call to pay by credit card 330-719-1297

Please make check payable to Corydon Palmer Dental Society, and mail to: PO Box 284, Cortland, Ohio 44410

Please mail this card if you are attending the program, even if you already bought the series!

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*Electronic Service Requested*

# Our 2025 Continuing Education Series Continues!



Kay Huff

'Piecing Together Your Insurance Dental  
Puzzle'  
*and*  
'Dental Datapalooza'

**Thursday, March 15, 2025**

Corydon Palmer  Dental Society  
since 1913