



Limoli and Associates
Atlanta Dental Consultants, Inc.

PO Box 899 Arlington, Tennessee 38002-0899

PO Box 420947 Atlanta, Georgia 30342-0947

(800) 344-2633 phone & fax
www.LIMOLI.com

Over the past quarter-century Limoli and Associates / Atlanta Dental Consultants has assisted dental offices in streamlining the reimbursement process. Our no-nonsense approach to the management of third-party reimbursement has been implemented in thousands of dental practices across the country.

Become a Client!

New Client Status - \$639

Why not add a consultant to your team who can balance your fee schedule, answer your coding questions and keep you informed of current reimbursement trends?

Your new client status includes all of our critical components. They are:

- **2 Coding and Claim Submission** Manuals
- Comprehensive Fee review
- 1 year subscription to **Dental Insurance Today** newsletter
- **Fee-For-Service Dentistry with a Managed-Care Component** textbook
- 30 minutes phone support

Tom M. Limoli, Jr.
Biography



Tom Limoli, Jr. is the prevailing expert on proper coding and administration of dental insurance benefit claims. He serves as president of Limoli and Associates/Atlanta Dental Consultants, Inc., a company that over the past quarter century has assisted dental offices in streamlining the insurance reimbursement process. Mr. Limoli's no-nonsense approach to the management of third-party reimbursement has been implemented in thousands of dental practices across the country.

Mr. Limoli received his Bachelor of Science in Criminal Justice from Valdosta State University. Following his work with the U.S. Treasury Department's Federal Law Enforcement Training Center, Mr. Limoli has actively investigated fraudulent claims for the insurance industry, as well as numerous other third-party fiduciaries. He is a licensed private investigator and a member of the American Association of Dental Consultants, the National Speakers Association, the National Health Care Anti-Fraud Association, and the past president of the Academy of Dental Management Consultants.

Mr. Limoli is the editor of *Dental Insurance Today*, a monthly publication that addresses third-party reimbursement in the dental office. He is the author of *Dental Insurance and Reimbursement Coding and Claim Submission*, and co-author of *Fee-for-Service Dentistry With a Managed-Care Component*.

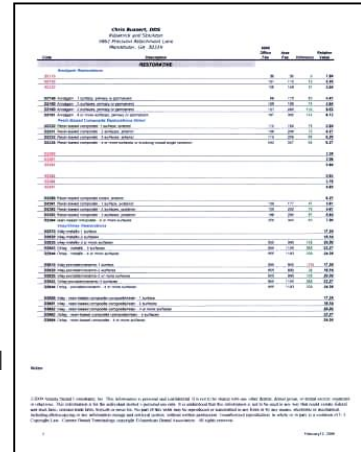
Individual Products and Services

Comprehensive Fee Schedule Review - \$325

Let Atlanta Dental Consultants / Limoli and Associates update your personal fee data for your service area. Our Comprehensive Fee Schedule Review is available for individuals, as well as group dental practices.

Our comparative analysis of your submitted fee data will be used to compile a seven-page report detailing 220 of the most often performed dental procedures.

The analysis includes the comparison of your existing fee to data compiled for your ZIP code. Your updated report will be color-coded to readily alert you to areas where you exceed or fall below your area competitors, and to indicate new, deleted or changed codes.

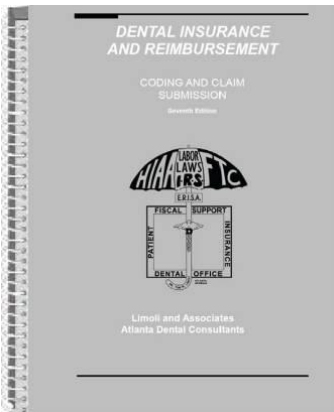


(A Confidentiality Statement is needed for this review and is located on page 6.)

Coding and Claim Submission Manual - \$125

**Direct from the original source
Current for 2009 / 2010**

For almost 15 years this continually updated text has been the dental profession's authoritative resource for accurate coding and comprehensive clinical documentation.



Now revised and expanded to reflect the most current 2009 - 2010 changes to the official "Code on Dental Procedures and Nomenclature." Also includes "The Selection of Patients for Dental Radiographic Examinations" from the FDA.

Conveniently color coded as well as spiral bound for both the clinical and administrative teams.

Additional descriptors along with sample narratives and payment parameters complement the no-nonsense approach to reimbursement management.

The comprehensive coding index takes you to as well as supplements Tom's simplified system of streamlined administration.

Never again will you have to wonder what code to use when documenting the patient's chart and billing their plan. Your coding and administrative challenges are soon to be a thing of the past.

Mastering the New Codes TeleSeminar Package - \$295

Includes:

The 2009-2010 edition of Limoli's **Coding and Claim Submission** manual (described on page 2), seminar workbook, in electronic PDF format, with a complete outline of the TeleSeminar, and five, 60-minute educational TeleSeminars on CD covering the new codes, taught by Tom Limoli



Fee-For-Service Dentistry With A Managed-Care Component textbook - \$25

Stop Telling Patients About Their Dental Insurance! It's Not Your Plan!



For over a decade this text continues to be the benchmark for streamlining and simplifying the reimbursement process. Both clinical and administrative issues are addressed from the perspective of overall accountability, as well as profitability.

In a perfect world every dentist will have a 100% fee-for-service practice, all patients will pay cash at the time of service and the appointment book will never be empty. **Fee-For-Service Dentistry With A Managed-Care Component** has taken the political and emotional complications out of the ever changing and evolving system of market driven health care.

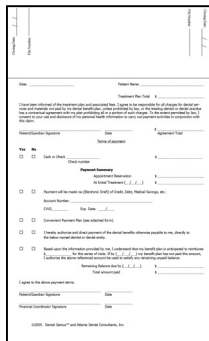
This 306 page text teaches the administrative team to manage multiple reimbursement systems while freeing the clinical team to deliver only the utmost level of quality dental care.

Dental Insurance Today newsletter (1 year) - \$89

Since 1988 Limoli's *Dental Insurance Today* newsletter has been assisting dental office teams simplify the processing and administration of your patients' dental benefit plan. Simplified administration provides greater financial profit as well as less cumbersome patient centered care.



The Financial Agreement System Starter Kit - \$189



Are you tired on not getting paid? The solution to your payment problems has arrived!

As dental professionals, getting reimbursement through your third-party payer - or your patient - can be a nightmare. If the patient's confusion (regarding their financial responsibility or their plan) is keeping you from the collection percentages you crave...**The Financial Agreement System** is for you!

Now, you'll be able to "Take it to The Bank" with our convenient forms, handbook and TeleForum series. **The Financial Agreement System** is designed to give you the tools, skills and training needed to end your financial coordination troubles **once and for all**.

Includes:

- The Financial Agreement System forms on CD—with bonus pediatric version and combined adult/pediatric version. Formatted on both legal and letter size versions that are printable on your office printer.
- 40 page instruction manual with working examples and verbal skills
- 2 hours of audio training.

We have a variety of Consultation Packages available to meet your individual needs

For many specific situations, individualized consultation, training and support is the most cost effective means of making your practice goals a working reality. By scheduling a customized educational program(s) for your office we are able to provide direct solutions to your office's individual issues.

PPO Plan Participation Analysis and Action Plan - Starting at \$775

Participatory benefit plans are nothing new. For some dental offices PPO's and other managed care derivatives is a practice life saver— for others they are a nightmare. A consistent influx of new patients complimented with direct payment from the plan administrator can keep the doctor's appointment book, hygiene schedule and subsequent bank deposit predictable — provided you and your team do their part.

Includes:

- Customized Comprehensive Fee Schedule Analysis: enables you to clearly see how and where your individual fees compare to those actually being charged in your neighborhood.
- Practice Analysis and evaluation of services performed to determine your market share potential.
- Time utilization will be accessed to see what your open chair time is costing you.
- Our textbook, ***Fee-For-Service Dentistry with a Managed-Care Component***, is included as your action plan guide and reference.
- One-hour individualized telephone consultation to help implement your success strategy.

Effective Documenting, Coding and Billing in the Dental Practice - Starting at \$625

Accurate coding begins and ends in the clinical operatory— not the front desk. From the patient's first diagnostic radiograph to the successful conclusion of their evaluation visit — appropriate coding is one of the critical keys to successful and stress free reimbursement.

Includes:

- A documentation process created to build upon your existing administrative and clinical systems.
- Customized course of action will be designed based on the results of the analysis.
- ***Coding and Claim Submission*** manual
- Two, 45 minute phone consultations to discuss and facilitate your action plan.

Eliminating Fraud and Embezzlement in the Dental Office - Starting at \$995

The best dental and accounting software, by itself, cannot protect you from employee embezzlement and/or fraud. Only when the right systems are used in the right way are you assured of security in your practice.

Includes:

- A detailed study of your practice's audit trail and write-off reports
- Cross-referencing of patient records in question.
- Investigation to include but not limited to bank account transactions and dental software ledgers.
- A comprehensive action plan of security measures to be implemented and suggestions for eliminating any present problems.
- Two, one-hour, phone conferences. The first, a fact finding interview to gather information. The second one-hour phone conference will be a follow-up to cover your action plan.

Single Encounter—1 Hour session. - \$250

Additional increments available to suit you needs.

Includes:

- Client specific issues involving your questions and answers. Includes limited follow up.
- Action plan list development
- 2 individual 10 minute follow-up support calls



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New Client Status	\$599	_____
Comprehensive Fee Schedule Review.....	\$325	_____
Coding and Claim Submission Manual for 2009 / 2010 with current CDT codes	\$125	_____
Mastering the New Codes TeleSeminar Package	\$295	_____
Fee-For-Service Dentistry With A Managed-Care Component textbook.....	\$25	_____
Dental Insurance Today newsletter (1 year)	\$89	_____
The Financial Agreement System (*additional \$12.95 shipping).....	\$189*	_____
PPO Plan Participation Analysis and Action Plan	Starting at \$775	_____
Effective Documenting, Coding and Billing in the Dental Practice.....	Starting at \$625	_____
Eliminating Fraud and Embezzlement in the Dental Office.....	Starting at \$995	_____
Single Encounter—1 Hour session	\$250	_____

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PO Box 420947
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(800) 344-2633 Ext. 2
(404) 843-1564 (Direct FAX)

Limoli and Associates
PO Box 899
Arlington, TN 38002-0899
(800) 344-2633
(901)-867-1711(DirectFAX)

Subtotal: _____

7% Tax (GA residents)_____

Shipping: (\$5.00) _____

***(\$12.95 FAS)** _____

Total Amount:_____



Name: _____

Address: _____

City/State/ZIP: _____

Phone: _____ FAX: _____

Method of Payment: Check#_____ VISA MASTERCARD DISCOVER AMEX

Acct. No.: _____ Exp. Date: _____

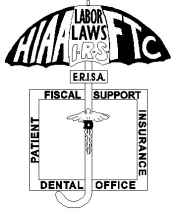
CVV2 number: _____ (3digits after card number on signature strip (VISA/MC) 4 digits on AMEX, upper right, front of card.)

Signature: _____

Billing address of card (if different from above) _____

Email Address (Optional): _____

(Your email address will not be given or sold to other companies. See our privacy policy at www.limoli.com.) Make checks payable to Atlanta Dental Consultants, Inc. Check or credit card number must accompany all orders. Georgia residents add 7% state tax. Prices subject to change without notice. All sales final. Refunds will only be generated in the form of credit for additional products and services less a 15% restocking fee.



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Confidentiality Statement

(Required for Comprehensive Fee Review.)

This Confidentiality Agreement must be signed before we can evaluate your fee schedule(s). In addition to restricting the use and disclosure of our proprietary and confidential business information, this agreement is both a reminder and a commitment not to use the information that we provide in any manner that would violate federal or state antitrust laws.

I/We, the undersigned, acknowledge that the information provided by Atlanta Dental Consultants, Inc. ("ADC") in response to this request is the property of ADC, and is provided for my/our personal office use only. I/We agree not to disclose it to any other person, and further agree not to reproduce or transmit any part of it in any form or by any means, including photocopying, facsimile transmission or entry into any electronic information storage and retrieval system. I/We also agree that the information will not be discussed with any other dentist or dentist's representative, and will not otherwise be used in any manner that could violate federal or state antitrust laws.

Name of Requesting Individual, Group Practice, or Corporate Entity (please provide a list of office locations and dentists you represent)

Name: _____ Date Submitted: _____

Address: _____

City/State/ZIP: _____ Phone: _____

Dr. _____ Date: _____
Signature

Dr. _____ Date: _____
Signature

If requester is a business entity employing or otherwise representing dentists, please sign here. Your signature affirms that you are authorized to sign this agreement on behalf of your organization and each person who will have access to the information provided to you by ADC.

By: _____ Date: _____
Signature

Title: _____

Please Note: We ask that you submit your entire, unrestricted fee schedule. This form must be signed before your review can be completed. Any information furnished will be used as collective statistical data only and will never be singularly identified. If you have any questions, please call our office.