

E-mail us at [briefmailer@adamail.org](mailto:briefmailer@adamail.org).

To ensure receipt, please add us to your Address Book.

[Change E-Mail Address/Unsubscribe](#)

[CLICK FOR PRINTABLE VERSION](#)

The management aspects of running a dental practice, especially cash flow and collections, can be daunting. Effective management of cash flow will help protect the financial security of your business.

## In this Issue

- ▶ [Fee for Service Dentistry](#)
- ▶ [Patient Payment Policy](#)
- ▶ [Manage the Costs of Credit Card Fees](#)

## FEE FOR SERVICE DENTISTRY—THE FLORIDA WAY



Florida has developed and promoted a successful Direct Reimbursement (DR) program. Local dentists have received as high as five-figure payments from patients whose employers have utilized DR programs. In fact, it takes the payment from only one DR patient to offset the FDA's annual \$20 dues assessment.

[Full Story](#)

[Return to Top](#)

## What do YOU think?



Did you participate in Give Kids A Smile® on February 2 and do you have any observations to share?

[Respond Now](#)

[Last Issue's Responses](#)

## Hot Button

[Dentists: Learn More about Management](#)

[New Fee Report Available—Now in Electronic Format](#)

[International Science Fair Seeks Judges](#)

[Member Profiles: Nan Mullins, D.M.D. & Paul Ganjian, D.D.S.](#)

[Manage Public Relations](#)

## PATIENT PAYMENT POLICY



For decades dental practices have allowed patients to pay down their balances over time, a practice that puts the doctor in the role of “loan officer” and puts the financial health of the practice at risk. In an era of increasing patient requests for more comprehensive dental care and the corresponding increase in case fees, providing interest-free loans to patients can lead to a collection and patient relationship nightmare.

[Full Story](#)

[Return to Top](#)

## MANAGE THE COSTS OF CREDIT CARD FEES



Whether it's a co-payment for a scheduled cleaning or a commitment for major surgery, dentists across the country agree that allowing patients to pay with plastic is no longer an option; it's a requirement. However, credit card acceptance also carries a price—transaction processing fees. The good news is that there are some ways to control the costs of payment acceptance.

[Full Story](#)

[Return to Top](#)

[and Offer Compelling Media Outreach](#)

[Discounted Chicago Hotel Reservations Available Online](#)

[Change your e-mail address](#)



Copyright © 2007 American Dental Association 211 E. Chicago Ave. Chicago, IL 60611. Reproduction or republication strictly prohibited without prior written permission. See [Privacy Policy](#) and [Terms of Use](#) for further legal information.

You are receiving *Community Brief* because you are an ADA Member, have subscribed through our Web site, or have requested a subscription. To unsubscribe from *ADA Community Brief* or change your e-mail address, please [click here](#). We will not give or sell your e-mail address to any entity outside the ADA, its subsidiaries and affiliated entities (such as state and local dental societies). This newsletter is sent from the domain "adamaail.org." Please use this domain (not the entire "from" address) when configuring e-mail or spam filter rules, if you use them.