

Speaker Packet



Bri Richardson, CDA

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ABOUT BRI

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BRI RICHARDSON, CDA

Bri Richardson, CDA is a powerhouse in the world of dental insurance! With her infectious enthusiasm and passion for her work, Bri is a dynamic Speaker, Coach, Dental Insurance Specialist, and Team Trainer. She is the owner of Elevate My Practice, LLC and founder of Dental Insurance SOS. She is a member of East Texas AADOM Chapter, and The Dental Speaker Institute.

Bri began her career as a dental assistant in 2009. Over the years, she has held various roles, from clinical assistant to treatment coordinator, and ultimately as a Dental Insurance Specialist, Speaker, Trainer, and Coach. Bri has spent countless hours working on insurance claims and has mastered the art of extraordinary insurance verifications, perfect claim preparation, and overturning denials effectively. She is an expert at collecting the correct copays while navigating the red tape restrictions that can result in claim denials.

As a Speaker, Bri brings her expertise and contagious energy to help dental teams understand dental insurance and maximize their revenue while reducing their stress. She is the perfect advocate for teams looking to navigate the complex world of dental insurance with ease and expertise. With Bri on your side, your audience will learn new ways to elevate their practices to new levels of success.

SIGNATURE KEYNOTES



HOW TO MAKE INSURANCE LESS PAINFUL

Take control of your insurance management and streamline the process to make it less painful. Discover the skills to get paid on the first submission by avoiding denials and submitting properly prepared claims.

DENTAL INSURANCE SOS

If you've found yourself overwhelmed by an insurance aging report with too many commas, out-of-control A/R, and mixed-up employer groups in your practice management software, this course is for you. By the end of this presentation, you will have the tools to prioritize and tackle your past due insurance claims and establish a collection protocol to get money flowing into your practice.

INCREASE YOUR CASE ACCEPTANCE WITH DISC®

Welcome to the exciting world of communication! Discover the power of the DiSC® model to connect with your patients on a deeper level and communicate more effectively. By understanding the various personality profiles and how to identify them, you'll learn to tailor your communication style to meet your patients' needs and educate them in a way that resonates with them. This course is your key to increasing case acceptance and creating a more fulfilling patient experience.

- *How To Make Insurance Less Painful*
- *Dental Insurance SOS*
- *Increase Your Case Acceptance With DiSC®*

AVAILABLE FOR -

- Keynotes
- Conferences
- Retreats
- Podcast Interviews
- Webinars

HOW TO MAKE INSURANCE LESS PAINFUL

This interactive course is designed to help dental teams take control of their insurance management and streamline the process to make dental insurance less painful. Through this course, you will learn the three major steps to estimate accurate copays, foresee and avoid unexpected claim denials, and get paid on the first submission. The course includes real-life examples and practical exercises to reinforce your learning. Join us on this journey to optimize your insurance management and make insurance less painful for you and your patients!

Learning Objectives

- Learn the three major steps to optimize your insurance management & get paid on the first submission
- Understand the importance of excellent insurance verifications and how to use practice management software to estimate copays, foresee and avoid unexpected claim denials
- Perfect claim preparation & how to write effective, extraordinary narratives
- Master the art of proper appeals

DENTAL INSURANCE SOS

If you've found yourself overwhelmed by an insurance aging report with too many commas, out-of-control A/R, and mixed-up groups in your practice management software, this course is for you. By the end of this course, you'll be able to efficiently tackle your insurance aging report, untangle the groups in your practice management software, and sort out your collections policy. Join us in this journey to optimize your insurance management and get the money you deserve flowing into your practice!

Learning Objectives

- Develop an efficient approach to tackle the insurance aging report and collect on past due claims
- Gain confidence in untangling the complexities of group insurance plans and organize them in your practice management software to reduce the administrative burden
- Develop an effective collections policy and establish a routine follow up
- Learn strategies for settling past due balances in a timely manner

INCREASE YOUR CASE ACCEPTANCE WITH DISC®

Get ready to take your communication skills to the next level in the dynamic world of effective communication! Join us in this course and discover how to harness the power of the DiSC® model to create a deeper connection with your patients and boost treatment acceptance. You'll learn how to observe and identify each personality profile, and adapt your communication style to meet their specific needs. Our engaging and practical course is a team favorite, packed with exercises and tools to help you apply your newfound knowledge in real-world situations.

Learning Objectives

- Learn each of the four DiSC® personality profiles and their characteristics
- Discover techniques to accurately identify patients' personality profiles in a dental practice setting
- Implement effective communication strategies to present treatment plans in a way that resonates with patients and increases treatment acceptance

REVIEWS



Bri is an absolute wonderful speaker, knowledgeable, informative, friendly. One of the best courses I have attended. Fantastic!

JADE WOOTEN

I highly recommend Elevate My Practice. I recently purchased a practice and had turnover with front office staff and needed help ASAP. I actively work with the team for their behind the scene services dealing with insurance, billing, and everything else. I also had Bri come in and train my team on patient interaction, front desk, back of the office, a number of other things and she even created a manual. Literally a one stop shop for everything you'd need. Strongly recommend their services!

DR. JARVIS OWENS



Hands down, best company training I have ever experienced! Bri is awesome at what she does 😊 Her outgoing personality made it so much fun.

MONICA SIERRA, RDH



Bri has a special way way of communicating and teaching your team. She was amazing in my office and I highly recommend her. She can increase productivity and profits while reducing stress. You won't regret it.

DR. TAD MORGAN

In my three decades of dental management consulting, I interacted with thousands of dental team members. About a dozen of them impressed me as much as Bri Richardson! Over the course of two years, I observed an energetic, articulate dental auxiliary who was like a "sponge in a fountain", soaking up ways to communicate more effectively, develop systems of follow up, and learn to be an outstanding treatment coordinator. A huge part of that was understanding everything pertaining to patients' benefit plans. Today, over a decade later, I'm blown away with her leadership skills in the ever changing insurance puzzle. It's her passion to not only clear up insurance debris piles but to work with dental teams to avoid any backlog in verification, filing, processing and follow up.



LINDA MILES

What others are saying...

BOOKING

LET'S CONNECT!


Thank you for considering me for
your next event! :)


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