

PROVIDER RELATIONS CONTACT INFORMATION

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WORDS FROM A PROVIDER

Becoming an AmeriPlan® dental provider two years ago has more than exceeded my expectations.

Almost every week our office is contacted by various insurance carriers desiring our participation in their network. I have made the decision not to continue participating in some types of plans because of the compensation level and inflexibility in treatment planning.

AmeriPlan®'s dental plan has allowed me to follow my passion to help people through the discount program without treatment limitations which are usually tied to most benefit plans.

The perception of many in the dental community is that giving discounts affect the profitability of the practice. This has not been the case for my practice. AmeriPlan® memberships have increased my patient base and productivity. There is an increase in cash flow due to the fee-for-service structure of the plan rather than claims submission and waiting on insurance payments. Our referrals have also significantly increased, and we all know "Word of Mouth" is the best form of advertisement for any business. AmeriPlan®'s ongoing marketing on my behalf through website exposure, dental directories and AmeriPlan®'s sales force is an additional marketing effort for my practice. Additionally, many patients who might not go to a dentist unless in pain are now able to come to my practice on a regular basis through the affordable discount program. These patients are now more apt to accept my treatment plans and receive their much needed dental care.

One basic benefit of being a participating dentist with AmeriPlan® is that it frees up my staff to effectively concentrate on other areas of the dental practice. The fee-for-service aspect of the plan reduces the time staff spends preauthorizing procedures, researching the insurance benefits and annual maximums. With AmeriPlan® a staff member makes one call to verify eligibility and follows the provided fee schedule. I provide the service and the patient pays for those services on the spot. This is a win-win situation for both the dentist and the patient.

Additional benefits available through AmeriPlan® for my practice are discounts from dental supply companies, office/computer supply companies, and other business related industries. I also receive emergency roadside assistance, discounts on my Sprint bill, and much more. These benefits, including a free AmeriPlan® Membership, are also available to my staff. All these benefits help our practice with overhead reduction.

Thank you, AmeriPlan®, for helping me to help others.

Kenneth E. Duffie, DDS
Detroit, MI

