



CURRENT TRENDS IN THE DENTAL INDUSTRY



Urgent Change – CAQH Update

Have you heard of CAQH? Are you already credentialed with insurance companies and thought it didn't apply to you? Even if you have already been credentialed in the past, CAQH is the way of the future for making sure your credentials are in order. Insurances are shifting toward requiring registration in order to credential.

That being said, the new year is a great time to make sure your CAQH is up-to-date and that your most up to date credentials have been uploaded. Insurances use this portal to safely manage and share your credentials with the insurances you choose. This service will cut down on repetitive paperwork, stores all your information in one place and is FREE!

Remember, if you already have an account, your account must be updated every 120 days. If you have not set up your CAQH we urge you to do so right away – simply log in to your ADA account and set up your CAQH. Click here for the CAQH set up page on the ADA website

For more information, please visit the ADA Member Center



LEADERSHIP DEVELOPMENT and TEAM BUILDING FACILITATION SERVICES

Your team is the core of your practice. They support you and care for your patients. What are you doing to help them grow and keep them coming back happy each day? Team building and leadership development facilitations are a great way to not only keep your team happy, but help them work more efficiently and effectively. They have led to better communication, less disputes, and an overall happier staff.

Malika has had the pleasure of facilitating several team development days for our clients. <u>Contact Us</u> today to learn more about this service and to see if it could be right for your office!



An office team building workshop exercise



Malika facilitating a team building workshop



An office team building workshop exercise



Office Responsibility Vision Board Project Exercise



MARK YOUR CALENDARS TODAY!

Speaking of team development, **Malika is co-hosting a leadership development workshop this April.** This is no typical event! It will be active, with hands on team development for you and your staff. Let us help you on your way to success! Questions? Interested in Sponsorship Opportunities? **Please contact Jackie at info**@zardentalconsulting.com



Join Malika Azargoon,

Teresa Duncan of Odyssey

Management, AND

Leadership Inspirations
at the first ever Dental

Management Retreat of its
kind on April 24-25, 2020 in

Reston, VA

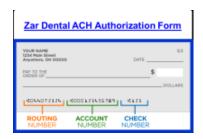
REGISTER HERE for the 2020 Dental Management Retreat



NEW FEATURES FOR ZAR DENTAL CLIENTS!...

Automatic Payment via ACH & Credit Cards

Zar Dental Consulting is now offering the ability for clients to pay their invoices through automatic payments via ACH and credit cards.







Please click on an image above to download and submit your completed form to our office.



A NEW Year, a NEW Decade & a NEW office near Tysons Corner!

8229 Boone Boulevard, Suite 630, Vienna, VA 22182 *Please update our address in your records.*

Coming Soon: A Client Portal to access forms and

other new client onboarding information

Stay tuned for more information soon regarding a Client Portal to access Zar Dental Consulting's client forms and additional information on our website!





WHAT OUR CLIENTS ARE SAYING...

"I cannot express how valuable the information, strategies, and knowledge that Malika Azargoon has been providing to me over the past 10 years. All of her knowledge comes from being in the trenches with insurance companies, staff issues, and doctor challenges. She has seen and experienced what has worked and what doesn't work.

Knowing what not to do is probably more important than knowing what to do....and she has this down. If you need professional guidance through any situation you must choose Malika. She is battle-tested!!!!" Dr. John Vargas, DDS, Chappaqua Smiles

We would welcome the opportunity to receive your feedback! Please complete the <u>Zar Dental</u> Consulting: Client Testimonial form here.



ZAR DENTAL'S: "TOOTH BE TOLD" Q&A FORUM

Do you have a dental management practice question that has been keeping you up at night!? If you do, then others in the dental industry most likely to do too!

<u>Email us your questions</u> and we'll research it and provide insights on how to address the issue in a future Zar Dental newsletter!





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