

## **Billing dental insurance (not ortho) for laser procedures as part of orthodontic treatment.**

We learned this from offices that do collect from dental insurance, not our idea.

12 minute video from an office in Pasadena, CA.

<https://spectralasedental.com/wp-content/uploads/Billing-Insurance-for-Laser.mp4>

We have many offices that collect about \$300 per exposure and \$300 per quad for recontouring. Realistic estimate, 100 exposures x \$300, 100 recontouring x \$600 = \$90,000. Not just discount offices.

It will take some time to figure out how or if you want to do this but 10 years equals about \$1million in collections.

### **Exposure D4280**



Show the image to the patient. "We see this quite often. The adult tooth is trapped under the gums. It will probably expose itself but it could take 6-12 months and will extend treatment. Our options are to refer you to a periodontist to expose it for a cost of approximately \$1200-\$2500 or in our office we can use a special laser and expose it in about 30 seconds with a numbing jelly without discomfort or bleeding. Our fee is about \$300 see Nancy up front, it may be covered by your dental insurance." Patient response "I thought this would be included." "Laser equipment is expensive so we have to charge a nominal fee. We are saving you over \$1000 and up to a year of treatment time." If they are upset, don't charge them and make a big deal about the money and time you are saving them.

When a claim is denied you can ask the insurance company exactly what they want. Some offices charge the patient regardless if they have coverage and others charge only the insurance company.

**Recontouring to finish the case**  
Gingivectomy D4210



I know a doctor in Kansas who charges \$500 for these cases, a bargain compared to a periodontist for \$2-5K, and he can do a better job with his laser. He figures it takes him 15-20 minutes and he needs to charge. He doesn't want to deal with the insurance. He did 150 last year = \$60k, more importantly 150 cases WAY better than if he did not do it. He does not charge for simple exposures and lets them know how much he is saving them do so when he does charge for recontouring maybe they will remember this.

The problem is you can't charge some and not others. Word gets around. He didn't charge Julie why us?

Insurance 4210 most charge 600 per quad and insurance pays 300 x 100 cases = \$60k