

# **The Dental Insurance CURE Training Guide**

1. Training Leader, Practice Champion and/or Doctor should listen to the training and read through the guide prior to training the team
2. Set aside time for team members to train as a group and schedule this meeting on the calendar
3. Make copies of the Insurance Escape Plan Cheat Sheet and the Dental Insurance Cure Workbook for any team member who will participate in the training
4. Complete the ORANGE side of the Insurance Escape Plan Cheat Sheet as a team prior to playing the webinar DVD
5. Play the webinar DVD (approximately 1.5 hours)
6. Follow along with the webinar using the Cheat Sheet and Workbook. Pause to discuss any major points or topics that need to be addressed further
7. Once training is complete, have a group discussion about your plan moving forward to reduce or eliminate your practice's dependence on insurance. Take notes and make a list of major breakthroughs and items that you will implement in your practice.

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