**QDP Tips**

**-Share these tips with your team members**

**#4 Educate your team and give them the tools to succeed**

Your dental team is the biggest asset in your practice. They are also the ones who are presenting Quality Dental Plan to your patients. If you haven’t already, be sure and have a team meeting about QDP and its benefits to the patients. Your team will be very quick to understand the value of the QDP program. They are people to and many of them look for great deals for their families. They will quickly see how the QDP program can benefit others. Set aside some time to educate your team. Use the FAQ section of the implementation guide and the patient FAQ addendum. Both found in your implementation packet.

Be sure to cover:

1. What is Quality Dental Plan?
   1. It’s an in-house dental savings plan that is completely controlled by your office. No insurance paperwork. No Insurance hassles.
2. How does QDP benefit patients?
   1. Many people perceive they need benefits to visit the dentist. Many people put off care because of lack of benefits. QDP provides them with valuable benefits. In the current economy many people have lost their dental benefits. Patient enroll in your office and receive the benefits associated with QDP.
3. What QDP will do for your team?
   1. Collections become easier. QDP requires payment at time of service or in advance to be eligible for savings.
   2. Treatment plan acceptance goes up because patients now have benefits by being enrolling in QDP.
   3. Your office will grow and become a leader the community.
4. The FAQ’s of the program
   1. Read the FAQ’s in the implementation guide
   2. Read the patient FAQ addendum
5. Take the QDP test
   1. The test is designed to cement the information about QDP presented. It is not scored nor should it affect their job status. It will help them remember the details of the QDP program in your office.
6. Customized your QDP office forms and have them ready to go for a fast start
   1. Explanation of benefits (EOB) form
   2. Patient Registration form
   3. Patient tracking form (if tracking manually)
   4. Patient letters
   5. Brochures and/or postcards