

MEMBERDENT

ABOUT MemberDent

What is MemberDent?

MemberDent is an in-office dental savings plan that provides an alternative to traditional dental insurance. With MemberDent, you can offer affordable care to the 60% of the population without dental benefits. And you can increase revenue and cut costs — all while staying in complete control of your own fees and treatment.

How MemberDent Came to Be

Back in 2001, I bought a one-operator, run down practice from an elderly dentist in rural Oregon. Most of the practice's existing patients were insurance-based, had low dental IQs and very little value for dentistry.

Those with insurance would only accept the treatment that insurance paid for, and those without coverage generally refused most restorative treatment due to out-of-pocket costs, not to mention elective services like orthodontics or implants.

I saw this pattern emerging in my practice and wanted to find a different way to practice — to create something special that would help my patients feel that they could achieve oral health — and to help me get past these objections.

I created Quality Dental Plan (QDP) as an in-office dental savings plan that could help me provide care to members of my community who were interested in comprehensive dental care but felt like quality dental care was inaccessible because they did not have traditional dental insurance benefits.

While QDP offers a turnkey approach to creating an in-house dental savings plan, in January 2013, I launched MemberDent, a new option

for dentists interested in creating their own plan.

MemberDent offers a more “do-it-yourself” approach, providing a foundation for an in-house savings plan that a dentist can build upon. MemberDent is particularly advantageous for large group practices, or for dentists who are looking to implement a plan, but who don't require the marketing and operational support offered through the more robust QDP program.

It's Simple!

We assist you in determining which services to offer as part of your savings plan. You set your own fee schedule as well as your plan's fees, and you have the added flexibility to choose whether you charge patients one annual fee, or a monthly automated fee.

In return, patients receive the preventive care that is included in their savings plan throughout the year — plus savings on more advanced and elective treatments, all determined by you. With just a few clicks of the mouse, you can have MemberDent up and running in your practice today.

How MemberDent Works

MemberDent enables solo and group practice owners to easily craft and offer customized dental savings programs that are specifically tailored to their practices' needs and standards of care. We also provide the essential training needed to manage your practice's plan using PlanPro software, the fastest and most efficient way to administer and track your savings plan.

From the PlanPro software's easy-to-use interface, to the turnkey approach to automating your patients' payments, to video training, webinars and audio tutorials, MemberDent ensures your team not only knows how the program works but also that they have the tools needed to maximize patient participation.

Want additional expert marketing and fool-proof support? A variety of marketing and support services are available from the MemberDent team and our partners for an additional fee. And for those dentists who prefer a more hands-on approach coupled with a full-fledged marketing program, transitioning into QDP is easier than ever.

An in-house dental savings plan is a proven method of increasing case acceptance and production while decreasing overhead and eliminating the expense and frustration of traditional insurance.

MemberDent makes it easy for you to offer this type of plan in your practice, which means that your patients feel more empowered to be able to afford preventive and restorative care. And it's your plan, so you can set your own benefits, determine the savings you want to offer and most importantly, set your own fees.

Most importantly, with an in-house dental savings plan, there are no third parties involved in plan administration — so you keep what you produce. The relationship remains between the doctor and the patient — the way it should be!

Dr. Dan Marut 

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Find out more about MemberDent today.

Call 1-888-960-1221 or visit MemberDent.com