



THE THRIVING DENTIST SHOW

# Is NOW the time to resign from PPO Plans?

By Gary Takacs

[www.thrivingdentist.com](http://www.thrivingdentist.com)

# CONTENT



How to successfully resign from PPO plans



How to explain the benefit to the patient about why you have gone out of the network



How to provide training to your team, so they can answer that question confidently to the patients in a way they understand.



Why some practices were not affected by the Covid-19



The number one priority for you is to ensure a safe work environment not only for yourself but for your team and your patients



How to get ready to reduce insurance dependency and what happens once you reduce it

# 2 TYPES OF DENTISTS IN TIMES OF CRISIS



Outright Panic



High Overhead



Lower profitability



No reserves



High debt



No panic



Less Overhead



High Profitability



Has a reserve



Low/no debt

**Happy Dentist**



**Sad Dentist**

# Why were some practices not affected by Covid-19?



**LOW /NO PPO PLANS**



**HIGHER PROFITS**



**LOWER DEBT**



**EMERGENCY RESERVE  
FUND**



In times of crisis the strong gets stronger and the weak gets weaker & the difference between the strong and the weak is one simple thing.



It's the overhead  
of your Practice!



The strong is not strong because they just jumped out of the sky and magically they're strong.

It's just that they worked on reducing their overhead for many years...

The more you work on it, the better it becomes.



# IF YOUR OVERHEAD IS HIGH;

- You can't put a reserve account personally or professionally
- You can't accelerate the elimination of your debt
- You have bad work-life balance
- You're pedaling too fast & you feel like a hamster on a treadmill
- You're working your tail off for too little
- You are frustrated about not being able to invest in the latest technology
- You're frustrated with patients



This is the time to think about a future that could be different than what you're experiencing now & one of the best things you could do is

Reduce your  
insurance  
dependency



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more!

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with Gary Takacs