

2018 DENTAL CODING AND FEE GUIDES

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New 2018 Fees
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2018 FEES

CDT 2018 Dental Procedure Codes

Updated for 2018:

18 New Codes

16 Revised Codes

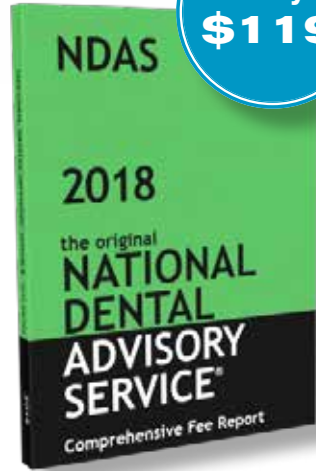
3 Deleted Codes



New CDT codes effective for services provided on or after January 1, 2018

National Dental Advisory Service® 2018 Fee Report Book

Only
\$119



- 2018 Fees Based on NEW CDT-2018 Codes and Nomenclature
- Compare Your Fees with NDAS 40th, 50th, 60th, 70th, 80th, 90th, 95th Percentile Fees
- Answers to the Dental Coding most Frequently Asked Questions (FAQs)
- Summary of New, Deleted and Revised Codes for CDT 2015 to 2018 with cross references
- Coding Challenges: Discussion of Common Coding Errors and Dental Coverage
- Insurance and Licensing Commissioners Directory
- Dental Fee Analysis Strategies
- American Dental Association Claim Form instructions
- Glossary of Dental Benefit Technology, Medical Terminology for TMJ and Oral Surgery Billing, and Common Dental Terms
- Helps Maximize Reimbursement
- Get Paid For Your Work: A Third Party Guide to Collections
- Excellent for "what if" calculations
- Geographic Multipliers for all U.S. 3-digit Zip Code Prefixes
- CDT Code Index, Frequently asked Questions and Valuable Coding Tips
- Includes valuable CDT Frequently Asked Questions, ADA Claim Form instructions, State Insurance & Licensing Commissioners, Medical/Dental/Benefit Terminology, State Dental Societies, Specialties and Index of Codes

Available: **December 2017**

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Item #8100

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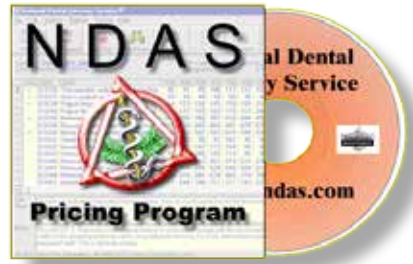
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Book & Software

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National Dental Advisory Service® on CD 2018



- All the features of the Book on CD format
- 2018 Fees Based on New CDT 2018 Codes and Nomenclature
- Available for your Zip Code Area or the Entire U.S.
- 40th, 50th, 60th, 70th, 80th, 90th and 95th Fee Percentiles in U.S. Dollars
- Apply global increases/decreases
- Procedure frequency analysis
- Just enter your zip code and compare your fees to the NDAS for your area
- Locate, search, and filter codes based on ADA descriptions, key words or codes
- CD-ROM for Windows 7/8/10
- Easy to Use!! FREE tech support
- Custom Report Generator
- Import and Export to Excel, ACCESS, ASCII
- Frequency/Utilization Analysis
- Available in three versions:
 - 1) Standard Version - Any 3 digit zip code prefix \$169 additional 3 digit prefixes \$20 each
 - 2) All Zip Version - All U.S. zip codes \$369
 - 3) Developers Version - All U.S. zip codes with full export privileges \$609 (requires license agreement)

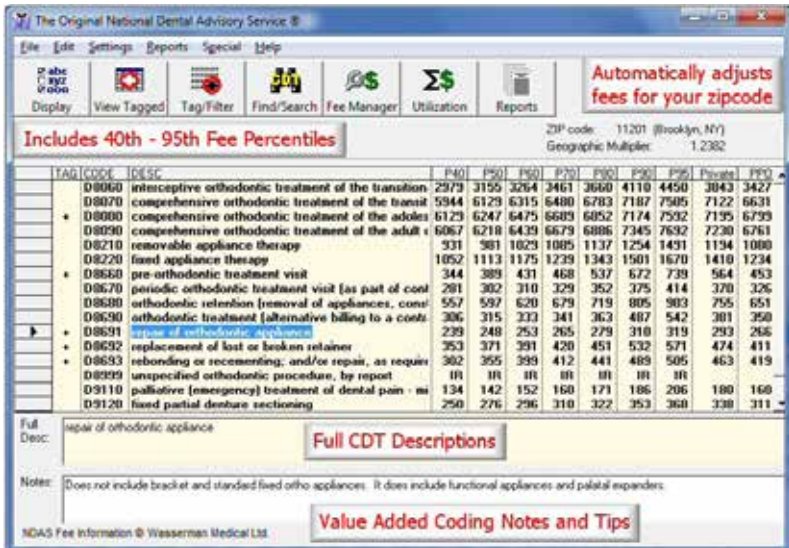
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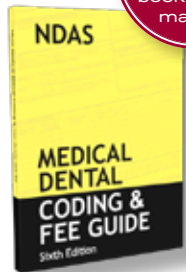
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NDAS Medical-Dental Coding & Fee Guide, Sixth Edition

- Over 1,000 crosswalks between dental (CDT) and medical (CPT®) codes.
- Exclusive! Updated Medical Fee Information 50th, 75th, 90th percentiles in U.S. Dollars, medicare rates, and Global Fee Periods.
- Locate thousands of diagnostic codes (ICD10) that support medical necessity.
- Medical insurance policies that explain coverage decisions about what dental services or items are reasonable and necessary.
- Provides details on the indications and limitations of medical necessity and document requirements.
- Introduction to medical-dental cross coding reimbursement.
- Can a dentist bill medical insurance? State statutes on the legal basis for the dentist to render services within the scope of his/her license.
- Updated Dental (CDT) codes with corresponding Medical (CPT®) codes and a list of primary diagnostic (ICD10) codes that support medical necessity.
- Instructions on how to complete the CMS 1500 claim form, which will help create a clean claim.
- Reduces coding errors and audit exposure.

Best Selling Cross Reference book on the market!



NDAS Medical-Dental Coding & Fee Guide, Sixth Edition

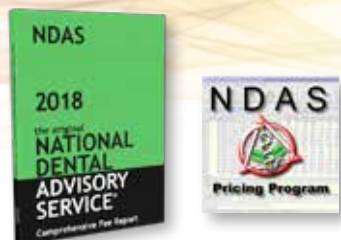
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Package Deals

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Includes: 2018 National Dental Advisory Book and 2018 NDAS Pricing Program (CD-Rom)

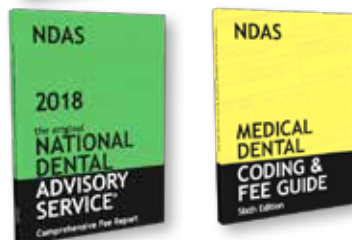
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NDAS Two Book Special

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NDAS Two Book and Software Special

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CPT® is a registered Trademark of the American Medical Association

CDT 2018: Dental Procedure Codes

Provides updated CDT 2018 codes, as developed by the ADA, the official source for CDT codes and the only HIPAA recognized code set for dentistry.

Features the addition of codes relating to tele-dentistry; new codes for point of service testing for diabetes; new prosthodontics codes with more specific language for the type of prosthesis being placed; changes to anesthesia codes to more accurately describe the services delivered to a patient and two-color text.

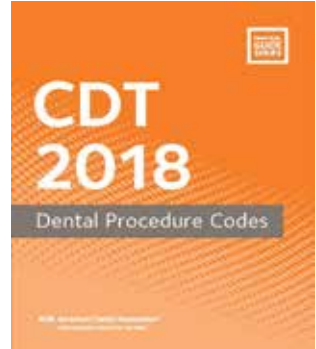
Code changes for 2018 include:

- 18 new codes
- 16 revised codes
- 3 deleted codes

The CDT 2018 codes go into effect on January 1, 2018. Make sure your practice is prepared!

Item #8102 Sale Price: \$74.95

Available: September 2017



CDT 2018 Kit:

Save money and time with this coding combo. CDT 2018 is the official source for the most accurate and up-to-date dental procedure codes. Newly revised and reorganized to make finding information easier, the CDT 2018 Coding Companion: Help Guide for the Dental Team is a dynamic training tool. It includes a coding Q&A and real-life scenarios to increase staff comprehension – and reduce rejected claims. Use them together to create an unstoppable coding team.

Item #8124 Sale Price: \$127.50

Available: September 2017



CDT 2018 Companion: Help Guide for the Dental Team

Updated to reflect changes to CDT 2018 codes and designed to be used with CDT 2018, this book provides training for CDT and ICD-10 coding. Organized by category of service and written by coding experts, it includes 100 coding Q&As, over 50 detailed coding scenarios with step-by-step solutions, and quizzes. Increases coding comprehension and may help reduce the number of claims rejected by insurance companies due to inaccurate coding. Can be used to educate staff on new codes or common coding mistakes, or to train a new staff person. Developed by the ADA, the official source for CDT codes. Two-color text and full-color illustrated section on coding for implants.

Used together with CDT 2018, the Companion is ideal to enhance the knowledge of current staff or to use as a training resource for new dental team members. Use it for staff meetings, quick training sessions, or as a reference guide to help your team code with skill and confidence.

Item #8103 Sale Price: \$74.95

Available: September 2017

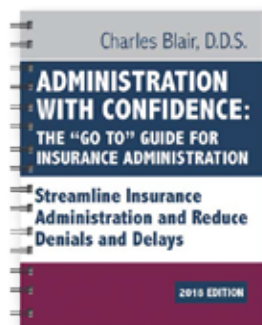


2018 Administration with Confidence

Administration with Confidence helps your practice successfully navigate the ins and outs of insurance administration. Proper administration is key for maintaining a profitable practice, and this guide offers solutions to the most common problems facing practices today. Additionally, you'll receive checklists, forms and flow charts to assist your team with proper administration of dental claims.

Topics Include:

- PPOs - Joining/Dropping/Analyzing Plans
- Maximizing Legitimate Reimbursement
- Properly Calculating Write-offs (COB)
- Writing Narratives and Appeals That Work
- Discounting and Co-pay Forgiveness
- Top Administrative Q & As
- Surviving Focus Reviews and Audits



Available: October 2017

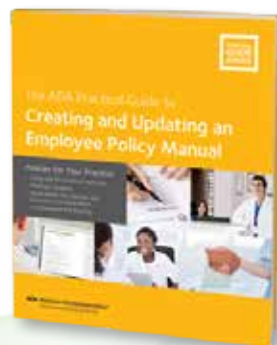
Item #8114 Sale Price **\$99.95**

The ADA Practical Guide to Creating and Updating an Employee Policy Manual

Written and reviewed by a team of ADA professionals, Creating an Employee Office Manual addresses many common employment issues and contains sample forms, checklists, policies and procedures. These documents are included in Microsoft Word format on the book's accompanying CD-ROM for quick and easy customization for each dental practice's unique needs.

New and updated features include:

- updated sample job descriptions and interview questions
- NEW sample policies on using cell phones, electronic communications, and social media – both on and off the clock
- NEW chapter on patient management
- updated sections on HIPAA and OSHA policies
- new employee performance evaluation forms
- expanded section on natural disaster preparation



Item #8113 Sale Price **\$134.95**

ADA Dental Claim Form (2012 Version)

The ADA Dental Claim Form is revised to incorporate a significant change in the HIPAA standard, which now enables a dentist to include a diagnosis code (ICD-9-CM) when needed on a claim. Payers will be accepting the 2012 version of the ADA form by mid-2012. 100 per pad.

Item #8106 Sale Price **\$9.75**

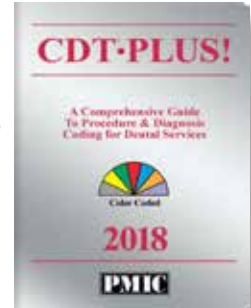


CDT PLUS! 2018

CDT 2018 codes are mandatory for reporting dental procedures and services on all dental insurance claims filed from January 1, 2018 - December 31, 2018. Dental professionals must use HIPAA mandated CDT codes to report procedures and services on dental claims. There are significant changes in the CDT coding system for 2018; including new codes, revised codes and deleted codes. Accurate CDT coding puts you in control of the reimbursement process and reduces your audit liability.

Includes:

- All official CDT 2018 codes and descriptions along with coding notes and coverage information.
- Comprehensive introduction to CDT coding including extensive glossary
- Comprehensive introduction to diagnostic coding for dental practices; including ICD-9-CM, ICD-10-CM, SNODENT and Dental Diagnostic System (DDS) Codes.
- Complete instructions for the ADA Dental Claim form; including the new 2012 version.
- A comprehensive Alphabetic Index



Available: October 2017

Item #8110 List Price: \$64.95 Sale Price: **\$54.95**

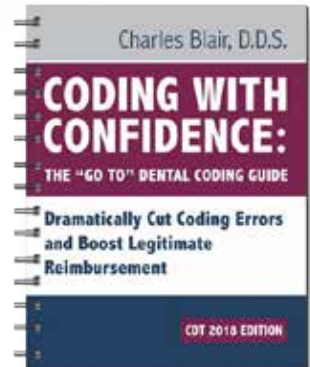
2018 Coding With Confidence: The "Go-To" Dental Insurance Guide

Coding with Confidence: The "Go To" Dental Coding Guide is a unique reference guidebook that goes beyond the typical "list and describe" coding manuals. This manual was developed using information compiled from thousands of interviews with doctors and staff just like you, the manual uses PREDICTIVE ERROR CORRECTION™ technology to help predict common mistakes before you make them!

This manual provides expert assistance to practice staff who find it difficult to keep up with the frequent changes, revisions, and deletions in dentistry's CDT codes. Reader-friendly graphics help dental practices prevent common coding errors and understand common reimbursement policies.

Available: October 2017

Item #8122 Sale Price: **\$109.95**



The ADA Practical Guide to OSHA Training: Compliance for Dental Professionals

Have you met the training requirements and deadlines for the newly adopted Globally Harmonized System (GHS) for hazard communications? The ADA Practical Guide to OSHA Training workbook and DVD have you covered. These comprehensive training materials instruct staff on the new regulations for:

- Safety Data Sheets (formerly Material Safety Data Sheets)
- Hazardous Chemical Labels
- Hazard Communication Pictograms

In addition to GHS updates, OSHA Training includes compliance requirements for the Hazard Communication, Bloodborne Pathogens, and General Safety Standards.

Unit wrap-ups contain quizzes to reinforce key concepts and knowledge, and discussion questions to encourage dialogue. Full-color workbook offers photographs, posters, OSHA Quick Cards, and other sample documents to aid comprehension. Also includes checklists with spaces for staff and compliance manager signatures to be used for training documentation. Three hours CE credit.



Item #8108 Sale Price: \$202.50

2018 Medical Dental Cross Coding with Confidence

Dental plans are increasingly mandating the submission of certain dental procedures (such as surgical extractions) to the patient's medical plan before submission to the patient's dental plan. Due to this trend, dental teams are now faced with the task of filing procedures to the patient's medical plan more often.

Introducing our newest resource, Medical Dental Cross Coding with Confidence, to enable dental teams to conquer the complexities of medical claim submission for dental practices. Learn from easy to follow clinical scenarios and receive step-by-step instructions on completing the CMS 1500 (02-12) Medical Claim Form.

This revolutionary cross coding manual assists dental teams in selecting the appropriate CPT and ICD-10-CM codes to report the dental procedures performed in their practices, and teaches them how to properly report the codes on medical claim forms. This valuable resource is designed to assist both the beginner and the experienced medical dental cross coder.



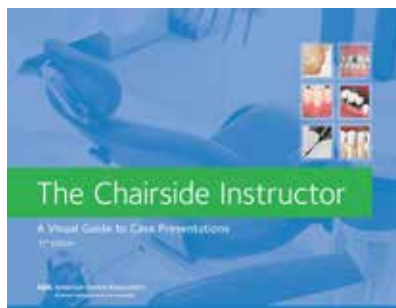
Item #8112 Sale Price: \$367.97 Available: December 2017

The Chairside Instructor

New 11th Edition of the ADA's #1 bestselling dental patient education sourcebook has been revised and updated. This laminated, spiral-bound resource with 250 full-color photos and illustrations is ideal for teaching dental students, training dental assistants and educating patients.

Covers a wide range of prevention and treatment topics, including hygiene; anatomy; x-rays; perio; decay; crown, bridge, dentures, root canal, and other restorations; orthodontics; cosmetic treatment; TMJ; pathologies; and cracked tooth and bruxism. Updated content includes tooth erosion, gum recession and treatments, steps of cavity restoration (filling), tobacco and oral health, effects of sugar on teeth, and peri-implantitis.

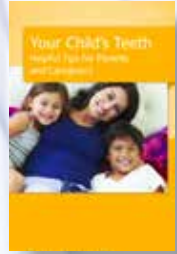
Item #8123 Sale Price: \$104.95



Your Child's Teeth

Enlighten parents who may not be aware of the problems unique to maintaining children's oral health. This newly revised, informative booklet covers all they need to know during each developmental milestone, from prenatal development through age 12, stressing the importance of dental visits every step of the way.

Item #8118 Sale Price: \$49.50 (Pack of 50)



Scaling and Root Planning: Treatments for Periodontal Disease

Give patients this road map of periodontal treatment and strengthen their commitment to better oral health. This best-selling brochure explains how all aspects of treatment come together—and why recare appointments and home care are so essential for keeping one's natural teeth. New scaling and root planning graphics help patients clearly understand how SRP enables reattachment and healing. Also points out that certain systemic diseases can place a person at greater risk for more severe forms of periodontal diseases.

Item #8119 Sale Price: \$42.00



Periodontal Maintenance: Preserve the Progress You Have Made

Once you've treated the disease, seal the deal with this brochure. It spotlights the fact that patients who follow through with periodontal maintenance therapy are more likely to keep their teeth, and backs up your message that periodontal patients need more frequent visits than other patients. Addresses post-treatment sensitivity and cautions patients that tobacco can slow healing. Includes a reminder that treatment should be determined by the patient and dentist, not by the insurance company. Includes space to jot patient notes and future appointments.

Item #8120 Sale Price: \$42.00



Tooth Extraction: Post-Operative Instructions

The topic of tooth extraction can often induce anxiety in the patient. Review the procedure and offer instruction with this ADA brochure.

You'll be the hero when you set your patient's mind at ease! Revised content educates patients about common reactions to anesthetics, the importance of blood clots, how to manage swelling and pain, proper diet, and procedures for rinsing and oral hygiene. Includes space for your office and after hours phone numbers, next scheduled appointment and special instructions.

Item #7121 Sale Price: \$42.00



Periodontal Diseases: Don't Wait Until It Hurts

This great new edition of our #1 brochure covers periodontal disease from top to bottom—from causes, prevention, and risk factors to treatment and post-treatment care. Features new graphics of the progression of perio disease, scaling and root planing, and periodontal surgery. Describes different types of the disease, with our classic photos and diagrams of the main stages of disease. Explains periodontal probing and the role of x-rays in diagnosis. The steps of scaling and root planing are followed by a page on periodontal surgery, to let patients know what could lie ahead if they neglect their oral health.

Item #8105 Sale Price: \$49.50



2018 Coding and Payment Guide for Dental Services

The *Coding and Payment Guide for Dental Services* is your one-stop coding, billing, and documentation guide to submitting claims with greater precision and efficiency. This guide has the latest 2018 dental services CDT, CPT® and HCPCS procedure codes, cross-walked to ICD-10-CM codes with helpful code descriptions, clinical definitions, CCI edits and RVUs.



- **HCPCS Procedure Codes.** Only Optum360 offers HCPCS procedure codes specific to your specialty with the same information as we provide for CDT and CPT® codes.
- **Prevent claim denials and stay up-to-date with Medicare payer information.** Review Medicare Pub. 100 references containing information linked to HCPCS Level II, CDT and CPT® codes tailored to dental services, to prepare cleaner claims before submission.
- **Avoid confusion with easy-to-understand descriptions.** Includes clear lay explanations of procedures represented by CDT, CPT® and HCPCS procedure codes.
- **Improve the precision of ICD-10-CM code selection.** Prevent claim denials often caused by incorrect code selection with icons that help identify the most appropriate ICD-10-CM code.
- **Documentation and Reimbursement Tips.** Find documentation and reimbursement information for procedures on the page for quick reference.

Available: December 2017

Item #8107 List Price: \$179.95 Sale Price **\$143.95**

2018 Coding Guide for OMS

The Coding Guide for OMS is your one-stop coding, billing, and documentation guide to submitting claims with greater precision and efficiency. Co-produced with the American Association of Oral and Maxillofacial Surgeons (AAOMS), this guide has the latest 2018 CDT, CPT® and HCPCS procedure codes, ICD-10-CM and HCPCS Level II code sets along with Medicare regulatory information, CCI edits, helpful code descriptions, and clinical definitions.



- **Increase coding efficiency.** Essential OMS specific CPT® and CDT code information is included on one page for quick and easy look-up.
- **Prevent claim denials and stay up-to-date with Medicare payer information.** Review Medicare Pub. 100 references containing information linked to CDT and CPT® codes tailored to OMS services, to prepare cleaner claims before submission.
- **Avoid confusion with easy-to-understand descriptions.** Includes clear explanations of procedures represented by CPT® and CDT codes, along with clinical definitions specific to OMS services.
- **Improve the precision of ICD-10-CM code selection.** Prevent claim denials often caused by incorrect code selection with inclusion of the most commonly used ICD-10-CM codes for OMS providers.
- **CCI Edits by CPT® code.** CPT® codes with associated CCI edits in a special section and quarterly updates available online.

Available: December 2017

Item #8122 List Price: \$199.95 Sale Price **\$159.95**

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2018 FEES

When was the last time your fee schedule got a check up?

NDAS 36th Edition

Founded by Dr Yale Wasserman in 1981, the original National Dental Advisory Service has helped thousands of dentists succeed in an increasingly competitive marketplace.

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Here's what our customers are saying about the NDAS

"The NDAS has become invaluable to me. I absolutely cannot do effective insurance work without it. Everyone who I have shown your book to has tried to borrow it from me. No such luck. I don't let it out of my sight"
Office Manager (Doctor's Wife), FL

"I wanted you to know that your National Dental Advisory Service is wonderful. My husband calls it the Bible of dental codes. We have found your book more helpful than anything we have received from the ADA...Thank you for all of your hard work." Office Manager, OK

"We have been buying your Fee Report since its inception and want to thank you for your research. It has been a 'must' reference for us." Dentist, NJ

"The NDAS is our Insurance Bible" Dentist, CA



CDT KIT

CDT 2018: Dental Procedure Codes and CDT Companion 2018.

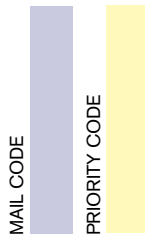
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