



Shimmin Consulting is thrilled to announce that Michelle will be a featured speaker at both the Dolphin Meeting and AAO events in 2017. We would love to connect with you! Look for more information as these events get closer.

## Upcoming Schedule

Please see my upcoming schedule and reach out to me if I am in your area. I would welcome the opportunity to meet with you personally.

- 8/9-10 La Porte, IN
- 8/17-18 Buffalo, NY
- 8/22-24 Rockford, IL
- 9/8 King of Prussia, PA
- 9/9 Harrisburg, PA
- 9/15-16 Waukesha, WI
- 9/21-23 Los Angeles, CA
- 9/28-29 Issaquah, WA
- 10/7-8 Valencia, CA
- 10/13-16 PCSO, Seattle, WA
- 10/17-20 Newark, NJ
- 10/24-25 Reston, VA

## Connect With Us

Remember to connect with us on Facebook, Google+ and LinkedIn by clicking the icons at the bottom of this email, and stay up-to-date on upcoming events and information for your practice.



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Change is inevitable; growth is optional.

-Walt Disney



Washington State Convention Center  
Seattle, Washington  
October 13-16, 2016

Shimmin Consulting is excited to have a booth at this year's Annual PCSO meeting in Seattle, Washington from October 13<sup>th</sup> through the 16<sup>th</sup>! Come see us at booth #216, participate in some contest giveaways, ask us questions or take advantage of one of our complimentary, private ½ hour sessions with either Michelle or Darlene, two of our senior consultants. We will discuss your questions and concerns, providing you feedback and recommendations. This is a valuable service we are offering and time slots will fill up fast, so email [jen@ortho-consulting.com](mailto:jen@ortho-consulting.com) early to schedule. Hope to see you all there!

## COLLECTIONS

“Collections” is the financial process of attaining and collecting the monies billed out to insurance and patients. Having a clear and concise financial policy is one part of maintaining a healthy practice. Most practices are aware of how much they deposit into the bank in a month but are not focused on how that number pertains to what they produced. Do you know that a healthy practice maintains a 98% collection rate? Does your staff have the knowledge and training to collect the monies that you bill out? Practices are spending so much focus, time and money on marketing and social media to get new patients in the door to only then lose sight of what happens after they start. Is your staff working the patient and insurance aging report every month? Can they tell you what is going on with every account with a balance in your office? Please look beyond what you are depositing on a monthly basis to know what your monthly collections potential is, based on what you are producing. With a clear understanding, a solid system in place and a high level of accountability from your team, you will increase the amount you deposit each month.

## Assessment & Analytics

What can a consultant do for you? Have you ever wondered if your practice would benefit from a consultant? Due to many requests, we are now pleased to offer a 1-day on-site assessment, analytics and recommendations option for you to take advantage of to identify the needs within your practice and where you can expect the greatest impact. For \$1,500 we will come to your office and do a 1 day assessment of your systems and processes. Our team will analyze your exams and follow up process, staff accountability and all financial systems/reporting leaving you with a full review of our recommendations, as well as valuable information and documents that you can put to use immediately. This one-time cost includes all travel related expenses and is for new clients only.