



## SCENARIO

You've just been hired by the highest-ranking dental clinic of the modern world:

BIG RALLY DENTAL, LLC Family Dentistry Associates.

As the newest member of the *Patient Accounts and Billing* Department, you've been tasked with processing insurance claims for a mysterious **new patient**.

But there's one problem: your new patient has a debilitating **dental dilemma**!

In a world of inscrutable dental coverage, **RALLY** is the only cure.

# AGENDA

## 1pm - Opening Ceremony & Dental Devotionals

Team introductions followed by dispersal of Patient Intake Forms wherein a mysterious dental ailment awaits!

## 2pm - Dental Dilemma Rally & Invoice Processing

Use your bespoke Patient Intake Form to determine your team's next steps. You'll then proceed onward through a series of continually unveiled rally-sanctioned billing departments.

## 4pm - Checkered Flag

Finish Line @ Peabody Heights Brewery.

Points will be calculated by rally marshalls upon arrival. Relax and have a few pints of BIG RALLY BREW while we await the results.

## 5pm - Race Results, Dental Plaque Podium, and Beyond

Podium celebration! Trophies and recognition for top-performing teams.

Party to follow?

# DENTAL DEVOTIONALS

This is literally the only thing you need to prepare for in-advance. Our human resources policy manual dictates that all new hires engage in team building activities. Dental Devotionals are our answer to that, and YOU are required to participate. This is your team's chance to make an indelible mark on the dental hygiene industry!

Perhaps you'll perform a brief theatrical performance. A dance? A song? Or maybe you'd like to spin a tale of ancient dental might, or even split asunder a ritual dental chakra live onstage, releasing an oozing primordial nectar of dental antiquity. The choice is yours. (Don't think too hard. It's basically a talent show.)

# PATIENT INTAKE

Following Dental Devotionals, your team will be provided a unique patient intake form. This patient profile will divulge a bespoke dental affliction being suffered by *your* patient. Using this information, you'll then be tasked with reporting to a series of *Billing and Claims Departments* to have insurance invoices processed at the **lowest possible** cost to your patient. The grand total of the sum owed will vary depending on ailment severity, level of procedure complexity, and opt-in rebate incentives. Your team will remain

**unaware** of each prescribed procedure and its associated fees until receiving Big Rally Invoices from an *Insurance Claims Clerk* at each undisclosed *Billing and Claims Department*.

## INVOICES AND BILLING

The three invoices you will collect are time-stamped commercial documents that itemize their respective dental services and associated fees (payable to Big Rally Dental, LLC Family Dentistry Associates.)

These formal requests for payment will detail the type of dental procedure administered, additional dental services rendered, and the amount due. You'll collect a total of three invoices to determine your patient's grand total payment.

Akin to chapters of a sacred dental parable, each invoice will narratively reveal the sheer breadth of your patient's arduous dental dilemma, detailing distinct procedures billed as a flat rate. The combination of these will also determine the complexity of your patient's overall dental dilemma, incurring additional fees. The more complex the combination, the more costly.

### **Three Procedure Types and Flat Rates**

Bacterial Drainage Abscess Wash: \$85,000

Odor Remediation: \$55,000

Periodontal Bloat Removal: \$35,000

### **Dental Dilemma Complexity Surcharge:**

Three-of-a-Kind: +\$20,000 surcharge

One of Each: +\$15,000 surcharge

One and a Pair: +\$10,000 surcharge

## THE ROYAL CROWN

Victory will be determined by the combined **grand total** of your three invoice fees. But remember, you've been tasked with processing insurance invoices with the lowest possible cost to your patient. The **top three teams'** grand total will represent the **lowest-cost** dental procedures administered to their respective patients.

A **Dental Dilemma Complexity Surcharge** will be added on top of your overall grand total.

BUT WAIT! **Save BIG!**

**BIG RALLY DENTAL, LLC offers generous opt-in Teeth-Tax Credit Incentives:**

💥 **\$2,000 off**: For any unopened toothpaste tube, floss product, or toothbrush acquired mid-rally. Capped at 10.

\*To be counted at the finish line. They will be donated to various [Beat Boxes](#) throughout the city.

💥 **\$2,000 off**: For every item purchased and consumed at the three rally-sanctioned billing offices.

💥 **\$500 off**: Bring your childhood teeth. Uppers. Lower. Any teeth will do. Stacks per tooth up to 20 (the exact amount of teeth in a baby's skull.) Adult teeth will be assessed at a double rate.

💥 **\$6,000 off**: For committing to purchasing a six-pack of delicious BIG RALLY BREW, the official racing fuel of Rally HQ.

💥 **\$10,000 off**: Dress like you work here. Be the change!

💥 **\$20,000 off**: Brush your teeth before reaching the finish line. How and where you do it is no concern of mine. Just be fresh on arrival. There will be rally-sanctioned breath-smellers™ on-site to ensure optimal cleanliness. Entire team. Individuals will not be considered.

💥 **10% off rebate offer**: 10% off your entire bill for every oral health professional you bring to the finish line. Percentage stacks per pro.

💥 And even more ways to save with **Exclusive Race Day Rebate Offers!**

## **PARTICIPATION PLAQUE AWARD**

This award goes to the team that exemplifies absolute *strength of dental fortitude* through an exceptionally executed Dental Devotional.

## **THE LAMINATE VANEER SHOWCASE AWARD**

Mystery award provided at the discretion of the Rally Board of Dental Examiners.

## The Fine Print

BIG RALLY DENTAL, LLC FAMILY DENTISTRY ASSOCIATES prides itself on reducing costs for its patients and their families. Our steadfast commitment to this #1 principle sets us apart as the world's most trusted community dentistry insurance claims office for decades. Such a corporate structure is financially supported through corporate back-end reimbursement claims on incurred company losses issued by BRDLLCFDA to the National Committee of Dental Insurance Providers. Nonetheless, our company continues to rely on any remaining revenue streams and invoiced profits to maintain direct overhead costs, ongoing corporate expenses necessary for the daily and long-term administrative billing operations and transactions, and egregiously bloated shareholder distributions.

Considering this, as you reduce your grand total via the ample and generous opt-in rebate incentives at your disposal, be mindful that c-suite leadership looks *favorably* upon those who can keep their final payment sum as close to exact zero as possible without incurring a deficit. Teams adhering to this request will be very handsomely rewarded at the discretion of the *Insurance Claims Clerks* of BRDLLCFDA's Patient Accounts and Billing Department.

However, in good faith, BIG RALLY DENTAL, LLC FAMILY DENTISTRY ASSOCIATES will accept and subsidize any team reaching a *negative* balance in the form of a compensation payout, wherein BRDLLCFDA, acting as legal issuer, will owe YOU money, as is upheld by the USA Truth in Lending Act requiring any creditor or issuer of debt to refund any negative balance in the amount of \$1 or more within seven business days of receiving a negative balance invoice claims request form.