



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 Division*, 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-ish : 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 and Claims Offices* to collect invoice claims.

4pm-ish : Checkered Flag

Finish Line @ Peabody Heights Brewery.

Points will be calculated by rally marshals 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 *Patient Intake Form*. This **unique profile** will divulge a bespoke dental affliction being suffered by *your patient*. Using the information provided, you'll report to the first in a series of three rally-sanctioned *Billing and Claims Offices* to gather insurance invoices for specialized procedures administered on your patient. As you progress through the rally, the full scope of your patient's mysterious dental dilemma will be revealed.

INVOICES AND BILLING

Your team will remain **unaware** of each procedure and its associated fees until being issued an invoice by a location-bound *Insurance Claims Clerk* at each *Billing and Claims Office*. This will also disclose your next assigned destination.

Each invoice you collect is a time-stamped formal request for payment that itemizes specialized dental services and associated fees (payable to Big Rally Dental, LLC Family Dentistry Associates.) The document will detail the specific dental procedure administered, additional dental services rendered, and the amount due. You'll collect a total of three such invoices to determine your patient's grand total claim.

The **combined grand total** owed can vary depending on ailment severity, level of procedure complexity, and the strategic use of very generous opt-in rebate incentives offered.

Your ultimate goal is to reduce your patient's overall financial burden to the **lowest possible cost**.

Akin to chapters of a sacred dental parable, each invoice will narratively reveal the sheer breadth of your patient's arduous dental dilemma, subsequently issuing a levy against three distinct procedures. Each will be billed as a flat rate combined with supplemental fees for additional services rendered. In combination, the invoices will determine the overall complexity of your patient's dental dilemma, incurring additional surcharges.

The more complex the combination, the more costly the dilemma will become.

Three Procedure Types and Flat Rates

Bacterial Drainage Abscess Wash: \$75,000

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

To summarize, victory will be determined by the combined total of your patient's three outstanding invoice levies. The administered dental procedures in combination will impose an ancillary Dental Dilemma Complexity Surcharge to determine your ultimate grand total.

The **top three teams** will represent the **lowest incurred cost**.

BUT WAIT! **Save BIG!**

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

☀️ **\$2,000 off**: For any unused dental hygiene product acquired mid-rally.
Ex: toothpaste, flossy product, toothbrush, etc. Capped at 10.

*Verified at the finish line. To be donated at various [Beat Boxes](#) throughout the city.

☀️ **\$1,000 off**: For every item purchased and consumed at the three rally-sanctioned *Billing and Claims Offices*.

*Honors system. Total will be averaged based on team size.
It's your responsibility to keep track of these.

☀️ **\$500 off**: Bring your childhood teeth. Uppers. Lower. Any teeth will do. Stacks per tooth up to 20 in no particular combination (for example, an "Oops! All Molars!" situation will be deemed acceptable.) In lieu of baby teeth, adult teeth will be assessed at a rate of +50% each.

Teeth must have originated from the skulls of team members only.

*Only one set of teeth per team, up to 20, regardless of baby/adult combination.
Fun fact: 20 is the exact amount of teeth in a baby's skull.

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

*Stacks x3. Commit at the time of team check-in BEFORE the opening ceremony.

☀️ **\$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 final 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.

Now go treat yourself to some BIG RALLY BREW.

PEABODY HEIGHTS

B R E W E R Y



RACE DAY PILS

BALTIMORE'S SOURCE FOR ALL THINGS RALLY

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 the 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. Teams with a resulting negative balance will be penalized with a **DNF** for the race. You wouldn't want that. Don't go negative.

Remember, this is a Road REGULATION Rally.

Your team must follow ALL rules of the road. We, as Highway Enthusiasts and Arbiters of the Four Pillars of Roadway Excellence, WILL NOT STAND for incompetent driving.

You are required to stop at the stops, speed at the limit, and designate a driver.

We are not responsible for your stupidity.

Frequently Asked Questions:

What do I need to prepare for the race?

A team of one or more. Unapologetic love of rally.

How are my extra rebate incentives tracked?

It's an honors system. As a team, it will be your responsibility to make sure you are tracking your rebates. At the finish-line, you'll then be asked by a Rally Control Marshal to disclose your earned/attempted rebates. Once verified and recorded by Rally HQ, these will then be included in your overall points calculations.

Locations / Rally Stops

Rally-sanctioned Billings and Claims Offices are required. Additional locations are encouraged and optional.

How long do I have to race?

The race portion is a 2-hour limit. Any teams that go beyond the two-hour limit will be penalized at the discretion of the Rally Marshals. Know that the entire event is a full half-day from about 1-5ish. Make sure you can commit.

What you get for winning:

A novelty trophy.

Respect from those not good enough to best you.
Jealous glances from the downtrodden.

What you get for losing:

Shame.

What is Rally HQ?

Rally HQ is Baltimore's source for ALL things rally, obviously.

Rally HQ is proudly operated by editor-in-chief, founder, and proud proprietor Local Mann along with a devoted staff of rally enthusiasts.

Visit www.RallyHQ.cool for more details.

The Baltimore Road Regulation Dental Dilemma Rally is the fifth in a series of Road Regulation Rallies (BR3) hosted, designed, and envisioned by Rally HQ.

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RALLYHQ

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