



# 5 WAYS TROJAN HELPS IMPROVE Case Acceptance, Production, and Collections

## CASE ACCEPTANCE TODAY

It's a fact. Your patients will lose momentum waiting for someone to figure out their out of pocket expense. By combining automated eligibility and access to thousands of Trojan Benefit Plans, you can present your patient's treatment plan on the day it was diagnosed, early in the visit, increasing case acceptance today.



## BOOK PRODUCTION TODAY

Stop entering data manually. Your software company, in cooperation with Trojan, programmed an interface with Trojan's benefit data. Once you link a Trojan Benefit Plan to the coverage table, you're ready to enter and present treatment plans and bill insurance! This time saver to your daily routine will help recapture lost hours needed to pay close attention to your unscheduled treatment plan and past due hygiene reports.



## COLLECT IT TODAY

Don't struggle to figure out your patient's co-payment estimate. Once a Trojan Benefit Plan is linked to the patient, the coverage table is updated immediately. The benefits will even populate with your PPO and HMO fee schedules for easy treatment planning! Creating financial arrangements at the time of diagnosis and collecting before or at the time of treatment is easier than ever.



## COLLECT ON PAST DUE ACCOUNTS TODAY

There will always be patients that aren't going to pay you. Truth is, they'll pay rent and buy groceries first. Trojan's collection letters provide the powerful incentive needed to motivate your debtor to settle the account. By special agreement with Experian, Equifax, and TransUnion, Trojan reports unpaid debt. This negative information can restrict the ability of the debtor to obtain credit. And the best part is Trojan does not keep a percentage of the money collected. It all goes directly to you!



## PREMIER CUSTOMER SERVICE

Our dedicated benefits research staff is waiting to accept your call within 60 seconds! Let us help you find the Trojan Benefit Plan you're looking for, update an existing plan or add a new one for you. We'll be the ones to sit on hold or get disconnected, so you can get down to business with your patients. Including Trojan for eligibility and research ensures your Trojan Benefit Plan database is kept up-to-date to match with the patients that come to your office.



**Bottom line.** By choosing Trojan, you are choosing to spend your precious time on value added activities rather than spending hours and hours dealing with insurance companies and trying to collect those past due balances. With Trojan, you can immediately commit to performing activities that truly have a powerful effect on your bottom line. In other words, Trojan provides the opportunity to redirect those otherwise lost hours of time toward activities that actually **Improve Case Acceptance, Production, and Collections.**

To Hire Trojan as Your Personal Assistant  
Contact Us For An In-Office Demonstration Today!



800.451.9723 ext. 3

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

TROJAN PROFESSIONAL SERVICES



# TROJAN BENEFIT PLAN EXAMPLE

## Printable Plan Benefits, Easy to Read Format

Your software company, in cooperation with Trojan, programmed an interface with Trojan's benefit data. Once you link a Trojan Benefit Plan to the coverage table, you're ready to enter and present treatment plans and bill insurance!

Trojan ID	1105165	<b>Trojan Benefit Service</b>	
Employer	TROJAN SAMPLE PLAN NON PREFERRED, BRANCH 1 4410 CERRITOS AVE LOS ALAMITOS, CA 90720	Carrier	DELTA DENTAL PLAN OF WA. PO BOX 75983 SEATTLE, WA 98175
Employer Phone	(800) 633 - 3060	Carrier Phone	800-888-0000
Policy Number	15478	E-Claims	Yes I Payor ID 91062
Mail Claims To	DELTA DENTAL PLAN OF WA. PO BOX 75983 SEATTLE, WA 98175	Eligibility Phone	(800) 633 - 3060
		Trace Payment	(800) 633 - 3060

Plan Maximum	\$1500 per person per year	Notes and Limitations Sealants Preventive to age 16 Sealants permanent molars only Sealants 1 per 36 consecutive months Fluoride Preventive to age 18 Fluoride 1 per year PA xrays basic other xrays prev. Bitewings 1 set per contract year Perio surg Major, other perio basic RCT on molars Major All other RCT Basic Perio maint. 80%, 2 per year Paid in addition to prophy ORAL SURGERY BY REPORT. PLAN MAY HAVE WAITING PERIODS. VERIFY WITH ELIGIBILITY.
Plan Year	Calendar year	
Deductible	\$50 per person per year \$150 family maximum Preventive waived	
Carryover Deductible	No	
Payment Base	Usual customary and reasonable	
C.O.B.	Standard birthday rule	
Dependent Coverage	To age 26	
Uniclim	Yes	
Assignment of Benefits	To dentist with valid assignment	
Predetermination	Not mandatory	
Preventive	100% see notes	
Basic	80% see notes	
Major	50%	
Single Crowns	70%	
Prior Extractions Cov.	Yes	
Prosth. Replacement	5 yrs dentures and bridges, no limit crowns	
Posterior Composites	Post composites bicuspid paid as composites Molars are paid as amalgams	
Occlusal Guards	Nightguards Bruxism only Basic	
FMX Frequency	Once every 36 months	
Panorex	Panorex not paid in addition to FMX	
Prophy	2 per year 5 months apart	
Ortho Maximum	\$1500 lifetime	
Ortho Percent	50%	
Ortho Deductible	\$50 lifetime	
Ortho Age Limits	All insured	

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