

## SA-VIT COLLECTION AGENCY TIPS OF THE MONTH ARCHIVES



January 2008

### 10 Resolutions to Improve Net Income

1. File insurance claims within a week of the medical procedure.
2. Mail balance due bills to patients immediately after posting the insurance payments to improve the cash flow of the practice.
3. Get complete billing information including name, address, home, work and cell phone numbers, social security numbers, etc, etc.
4. Bill one quarter of the patients each week, to eliminate the beginning of the month madhouse of patients' telephone calls.
5. Always ask for payment in full.
6. Don't waste time with patients that have no intention of paying the practice for the services performed.
7. Collect co-payments before the patients see the doctor.
8. Stop offering "courtesy write-offs."
9. Begin adding a collection fee to accounts that have to be sent to the collection agency. (Be certain that this is done legally!)
10. Don't cancel patients' insurance deductible or coinsurance that are \$50 or more.

If you have any questions regarding how to implement any of these resolutions please call us at our Customer Care number 800-491-5757 and ask for Pat, or email your questions to her at [HELP@Savit.com](mailto:HELP@Savit.com)