

ADVANCED

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Exclusively to Clients and Friends
of Advanced Practice Management

BULLETIN



DENTAL DOW First Quarter 2026 is Off to a Strong Start

Bill Rossi The First Quarter of 2026, practice production for the Mature Practices Sampled were up 5% and Collections were up 6.4%. Patient Flow, as measured by exams, was up 2.8%, with New Patients up 5.3%. The Production per Exam was up 2%. You may recall that for 2025, Practice Production was up 3% and collections were up 2.6% over 2024. So, it is a bit surprising to see this relatively strong start to the year.

I AM SUPERSTITIOUS (WHEN IT COMES TO GOALS)

I have seen over and over again in my clients' practices, as well as in my own business, that having specific goals helps to make good things happen. Sometimes it can seem almost magical. Things won't always happen entirely the way you thought but somehow you end up there.

If you haven't set 2026 targets for the Production, Collections, New Patients, etc. and you want to, just call the office and talk to Wendy or Whitney. We will plug those goals in on your monthly Manager Report. If you want some help sorting out strategy and targets, I am happy to help, just call Bill at 952-921-3360.

“UNPRODUCTIVE HYGIENE”

Beyond the Numbers:



Brooke Ackerman

In today's dental practices, productivity is often measured in numbers - production per hour, reappointment rates, perio percentages, fluoride percentages and treatment acceptance. While these met-

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rics matter, they don't tell the full story of a hygienist's true value.

Some of the most impactful contributions a hygienist makes can't be tracked on a spreadsheet.

- ◆ *The way they greet a nervous patient.*
- ◆ *The consistency of their positive attitude on a busy day.*
- ◆ *Their ability to support teammates without being asked.*
- ◆ *The trust they've built through thoughtful co-diagnosis.*

These are the moments that shape patient experience, strengthen practice culture, and ultimately drive long-term success - yet they often go unmeasured and almost always underappreciated.

As a consultant, I've seen firsthand that the most successful practices don't just focus on what can be counted - they prioritize what truly counts.

Numbers tell us what is produced, not what is valued. Many of the most impactful contributions in a practice simply can't be assigned a dollar amount—and that matters.

To Be Continued...

We Believe In You!

We believe that Independent Private Practice is the best way to deliver dentistry. It is best for the patients, the doctors and the staff. Private practices can be more selective with their continuing education and technology. They can also be more adaptable and efficient. **Most importantly, the people who make decisions about patients' dental care are the ones in direct contact with them.** We also believe that professional management support helps **good practices be better** and thrive in a competitive environment.



KEY ADA NEWS & TRENDS IN PRACTICE SALES (2025)



Matt Lahn

Ownership Trends:

Data released by the HPI (Health Policy Institute) in June 2025 shows that while early-career Dentists are still becoming owners, they are doing so later in their career, with significantly lower ownership rates among those who graduated between 2011 – 2020 compared to previous generations.



Wendy Nelson

DSO and Private Equity Growth:

The percentage of Dentists affiliated with private equity or DSOs nearly doubled between 2015 – 2021 to an estimated 25%-30% and this continues in 2025, with many owners partnering liquidity.

Market Drivers:

A surge in retiring baby boomer Dentists is creating high supply, while high interest rates (5.5% to 6.5%) have made financing more expensive for young buyers leading to a smaller pool of qualified buyers.

If you are curious about the value of your practice, need help bringing on an associate, or have any other transition-related needs/questions, call (952-921-3360), Email Matt@AdvancedPracticeManagement.com or Text (952-228-9486) Matt Lahn to discuss.

(Doctors, show this to your administrator)



Kimberly Radke

Are Your Outdated ADA Claim Forms Triggering Insurance Denials?

If your office has not verified which version of the ADA Dental Claim Form you are currently using, now is the time!

Dental offices using outdated ADA claim forms are experiencing a rise in insurance claim denials — and the cause is most often linked to AI-assisted processing used by major dental insurance carriers.

Why Are Older Forms Being Denied?

Older ADA forms - those predating 2019 - contain field structures, layouts, and coding fields that differ enough from current standards to cause the AI to misread or misinterpret key billing data.

This can result in:

- ◆ Claims being flagged as incomplete or missing required information.

- ◆ Procedure codes reading incorrectly, leading to automatic denials.
- ◆ Patient eligibility and provider information being placed in the wrong fields.
- ◆ Delays in payment while claims are manually reviewed - or rejected outright.

RECOMMENDED ACTION:

The First Step: Contact your tech support and/or your existing software rep. They will walk you through the mechanics of upgrading the form.


Next: Upon completion of the first step, it is important to review past denied claims through your software reports. Some claims may have to be recreated by deleting and starting over but most will be able to be resubmitted only.

If you have questions about which version your current system uses or need further advice on creating insurance processing and front desk systems, reach out to me for assistance! 952-921-3360

IT'S CONVENTION TIME!



(April 23-25)

Be sure to stop by our booth (#449) to say “Hello” and **tell your team we’d like to see them as well! We have chocolate!** 

Also, if you have friends who want to take their practice to the next level, please tell them to talk to us.

Like you, we rely on our hard work and the good words of our clients to meet more great clients!



OUR TEAM IS YOUR TEAM!

Advanced Practice

MANAGEMENT and TRANSITIONS