



## **Terri Herrod Wilson**

**Practice Development Facilitator, Trainer & Speaker**

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### **About the Dental Practice Development Facilitator, Trainer & Speaker**

- ❖ **Worked for a major Dental Supply and Equipment Company heading up their Practice Development and Training Division for 7 years.**
- ❖ **Worked for one of the nation's largest Managed Care Organizations as the Provider Relations Representative for the entire State of Tennessee. Terri serviced over 900 dental providers across the state on five different insurance products which included Medicaid, SCHIP programs and several Medicare plans.**
- ❖ **Published many articles and has been the keynote speaker for several Continuing Education Seminars.**
- ❖ **As the Practice Manager and Volunteer Coordinator, took an active role in planning fund raisers, recruiting and coordinating volunteers in addition to assisting the Executive Director with running a large non-profit dental clinic that catered to working, low-income families in the Nashville, TN area.**
- ❖ **With strong organizational and planning skills, reactivated the local Dental Assistants Association, planned their meetings and fund raisers as well as create continuing education courses for the meetings. Terri is Past President of the Tennessee Dental Assistants Association.**
- ❖ **Terri testified before the US Congress in the mid 90's regarding a mysterious illness that had affected so many veterans that were returning back from serving during Desert Storm. Her efforts were later depicted in a movie made for TV called "Thanks of a Grateful Nation" in which Jennifer Jason Leigh played her role in the movie.**
- ❖ **Worked as a Dental Practice Management Consultant and Trainer for a large DMSO (Dental Management Service Organization) that had over 15 practices.**
- ❖ **She is credentialed in the following...**
  - **Registered Dental Assistant (RDA)**
  - **Certified Dental Assistant (CDA)**
  - **Certified Dental Practice Management Administrator (CDPMA)**
  - **Certified Dementia Practitioner (CDP)**
  - **Fellow of the American Dental Assistants Association (1st in Tennessee) (FADAA)**

- ❖ As a hobby, Terri is a certified storm chaser!

## **Services and Speaking Topics**

- ❖ **Dental Billing and Coding**
- ❖ **Medical Cross Coding**
- ❖ **Personal Injury and Workman's Comp Billing**
- ❖ **Re-negotiating of Insurance Contracts**
- ❖ **Dental Practice Management**
- ❖ **Team Building & Effective Communication**
- ❖ **Patient Communication Services**
- ❖ **Office Protocols, Policies and Procedures**
- ❖ **Treatment Planning, Case Presentation, Patient Education and Scheduling Techniques**
- ❖ **Internal Dental Wellness Programs**
- ❖ **OSHA, HIPAA and Risk Management**
- ❖ **Accounting and Bookkeeping Services (Dental/Medical Practices)**
- ❖ **Motivational Speaking Services**

