

CDA 2010 Wrap-Up

by Ramon Garcia, Account Executive

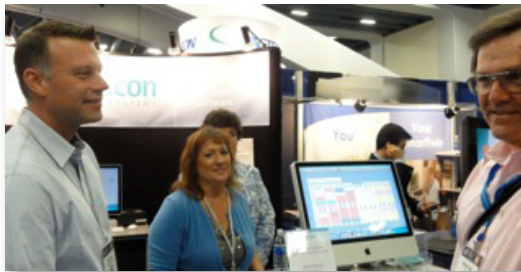
CDA 2010 in San Francisco was a terrific success for Datacon Dental Systems. We were very happy with the outcome and turnout. This event allowed us to showcase our new company look and have attendees test drive our software. We have had more clients than ever stop in to view upgrades and exchange ideas about their practices with us and their peers.

Many doctors got the chance to sign up for training at the special CDA show rate. At times our booth was so crowded the conversations were spilling out into the aisles.

We had visits from our partners Scott Wellwood at Dental Exchange and Dr. Yoon from XDR and impromptu meetings with Sirona and Dexis reps.

Much of the interest came from clients seeking to move into a Mac platform. As one of the only players in the Practice Management Software space with the ability to run on both Mac and PCs, our niche in the industry is becoming more defined.

Plans are already underway for ways to ride the momentum we gained for the next CDA meeting in Anaheim, 2011.



Training Can Benefit All Staff

by Mary Ellen Forman, Software Support

Do you know what you *don't know* in Datacon? We at Datacon support the premise that there is always something new to learn. Training is not just for new users. In fact, long time staff might be using methods they learned from someone else, and since that time new features may have been added that will make your job easier and more efficient.

Since the release of v3.6 software in the fall of 2008, our software has continued to evolve with new enhancements and timesaving features. We would be glad to schedule a new features or custom training based on a staff member's job responsibilities.

Call today and schedule some training time. We can come to your office and train your staff (\$110.00/hr plus travel), or you can come here to our training classroom (\$110.00/hr), or for the same rate you can schedule internet training sessions. With internet training you can stay at your computer in the office or at home, while we are letting you view our screen remotely.

Requests for internet training sessions have exceeded all other training requests for two reasons:

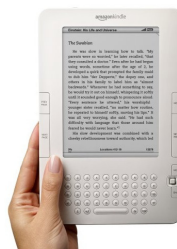
- 1) No one has to travel, thereby saving time and expense for everyone.
- 2) We can break the training into different sessions. If you want training on the recall system, we can focus on that. A couple weeks later, you may want to work collections. We can do these trainings at different times, rather than overwhelming you.

Give us a call to set up a training session, whether you are a new or advanced user or just to learn what your software has to offer, training is an investment everyone can benefit from!

Congratulations!

Congratulations to Ginger Pitman from Dr. Hamed Javadi's office in San Rafael, CA

She won and Amazon Kindle at the CDA. Next time it could be you! See you in Anaheim!



Creating a List of Patients with Pending Treatment and Remaining Benefits

Would you like to create a great list for filling holes in your schedule? How about a list of patients who need treatment and still have insurance benefits left this year? Would it save you time if you could schedule patients right from this list? All of this information is at your fingertips ... here are the steps to create this list.

- SELECT User Defined Lists from the Main Menu
- LINE/INSERT to add a new list, type the name of the list with the current date
- “N” to “Is this an account list?”
- “Y” to “Is this a patient list?” and “N” to “Any Changes?”
- SELECT your list>List Builder>Patient>Treatment
- SELECT Select by treatment plan
- RETURN to Diagnosis dates and enter from 01/01/10 to today (“Y” gives you the first day of the current year, “D” defaults to today’s date)
- Move to Include scheduled and unscheduled treatment and SELECT to change to Only include unscheduled treatments
- SELECT Add patients and wait for the number of patients at the top of the page to change. EXIT 2 times
- SELECT Insurance>Private patients>Remove selected patient type
- SELECT Patients by carrier or plan>Remove patients>By remaining benefit> Where remaining benefit is from 0 to \$200.00 (the scan will search for patients with 0 to \$200 remaining benefits and remove them from your list)
- SELECT Begin scan and wait for “Scan complete! Hit any key” This can take awhile, so be patient.
- EXIT 6 times and there’s your list!

You can schedule or send letters right from this list.

Section 179 Bill Changes Form Again — For the Better

Sep 28, 2010 (PRWeb.com via COMTEX)

In what has come as a welcome surprise to many business owners, H.R. 5279 (aka The Small Business Jobs and Credit Act of 2010) which was signed into law yesterday contains several substantial changes to Section 179, the ever-popular business equipment tax deduction.

Indeed, an advanced reading of the bill suggests the following Section 179 changes:

An increase of the total amount available for deduction to \$500,000 (up from \$250,000) An increase to the total amount of equipment purchased to \$2 million (up from \$800,000). The above numbers are to be in effect for 2010 and 2011. In addition, the bill also extended the “50% bonus depreciation” to tax year 2010 (it was rescinded earlier this year, but has been

restored.) This is definitely very welcome news to small businesses everywhere. Section 179 has always been extremely popular, and there was real fear that it would be reduced after 2010. This is because for months, there was no indication any changes were coming. But now with the passage of HR 5279, The Small Business Jobs and Credit Act of 2010, Section 179 has not only been extended, it’s been substantially increased. Fletcher says he is ready for the deluge of questions and inquiries that www.Section179.Org will receive: “We’ve always been one of the web’s most popular resources for Section 179 news. This is because we’re free for anyone to use, and we explain what’s going on with Section 179 in very plain language. In other words, nobody needs to be a tax expert to get something out of the site. We also have free Section 179 tools, like an updated Section 179 calculator, so business owners can see

how much they can save from Section 179” he added.

And while Section 179 will be around for a couple more years, Fletcher thinks 2010 will now be an especially important year for many companies. “It’s been a rough two years for many businesses, and now with these new increases in tax deductions for equipment, software, and vehicles - all of a sudden, 2010 can look a whole lot brighter in terms of net profit from the Section 179 tax deduction combined with equipment financing” said Fletcher. “This is because if a company finances or leases the equipment, they can take the entire deduction this year, while only paying out a small portion. So Section 179 can literally result in net positive dollars deposited in a company’s bank account - giving a substantial boost to a company’s bottom line this year” he added.

Upcoming Classes and Events

October

Wednesday 10/6
New User Seminar*

Monday 10/18
Air-tight Recall Training*

November

Monday 11/1
New User Seminar*

Wednesday 11/17
Scheduling Profiles Class

CLOSED 11/25-11/26
Thanksgiving Holiday

December

Thursday 12/2 9:00 a.m.
New User Class*

Monday 12/13 9:00 a.m.
Analysis Reports

CLOSED 12/24
Christmas Observance

CLOSED 12/31
New Year’s Eve

* Qualifies for CE Credits