



How to Create Recurring Revenue



# About Me

- Managed Salt Lake Dental Lab - 8 years
- Over 15 years in dentistry
- Co-host on The Navigating Dental Insurance Podcast - [Saynotoppos.com](http://Saynotoppos.com)
- Founder, CEO BoomCloud
- I hate dental insurance
- Helped over 1,000 practices grow membership programs



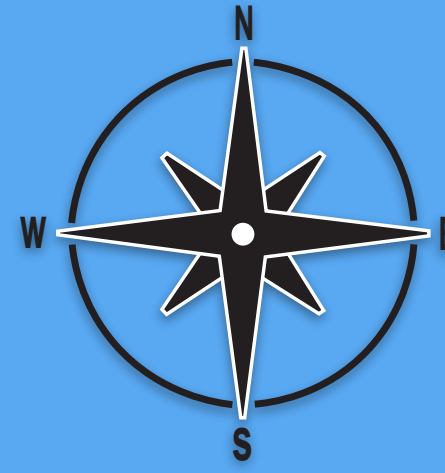
# Featured on podcasts:



# Join my Facebook Group!



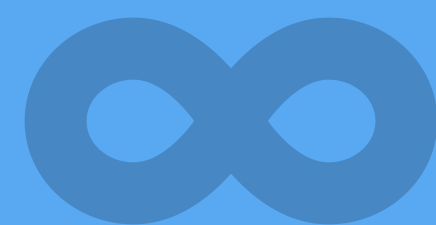
Dental Membership Mastermind



THE  
**NAVIGATING**  
DENTAL INSURANCE  
PODCAST

# Navigating Dental Insurance Podcast

[SayNoToPPOs.com](http://SayNoToPPOs.com)



# MEMBERSHIPS

# 101

# What is a membership program?



A **membership program** is an alternative to dental insurance managed by your practice. Patients pay an automated monthly or yearly fee to get access to benefits and discounts to your office.

**Example:** Amazon Prime Membership



We live in a **subscription** economy.

Netflix

Amazon Prime

Costco

Car wash

DoorDash

## Dental Membership Pricing

1st Member: **\$299/yr**  
Additional Member: **\$275/yr**

---

1st Member: **\$30/mo**  
Additional Member: **\$25/mo**

- 1 - Comprehensive Exam
- 1 - Annual Exam
- 1 - Emergency Exam
- 2 - Cleaning
- 2 - Oral Cancer Screenings
- 2 - Fluoride Treatments
- 4 - Bitewing X-rays
- Any individual X-rays needed throughout the year
- Full mouth Series of X-rays or Panorex
- 50% off 3D imaging scans
- 15% off additional cleaning, dental sealants, fillings, Core Buildups, Oral Surgery, Root Canals
- 10% off Crowns, Veneers, Periodontics, Dentures, Partials, Implants
- \$1,000 off Invisalign
- \$300 off ZOOM Whitening

# Monthly Memberships



- Lower Barrier to entry for patients
- (\$30/mo sounds better than \$350/yr)
- 12 month retainer agreement/contract
- Auto renew contract each year. Like Amazon Prime
- Use ACH payment methods to collect and automate payments. This will decrease credit card issues.
- Use a one time enrollment fee to cover expenses upfront
- Under the radar payments

# Yearly Memberships



- Collect revenue up front
- 12 month retainer agreement/contract
- Higher barrier to entry
- Some states don't allow you to do yearly memberships because of consumer protection regulations
- Use ACH payment methods to collect and automate payments. This will decrease credit card issues.

# Practice Benefits



- Patient loyalty system
- Generate Predictable Recurring Revenue
- Smooths out feast & famine months
- Increases valuation of the business
- Reduces dependence on PPOS
- Reduces patient cancellations

# Patient Benefits

- Benefit mindset
- Unlimited discounts
- No issues with dental insurance
- No yearly maximums

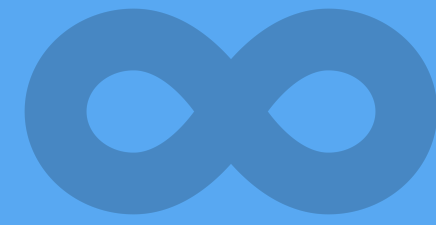


# Recurring Revenue is the Holy Grail



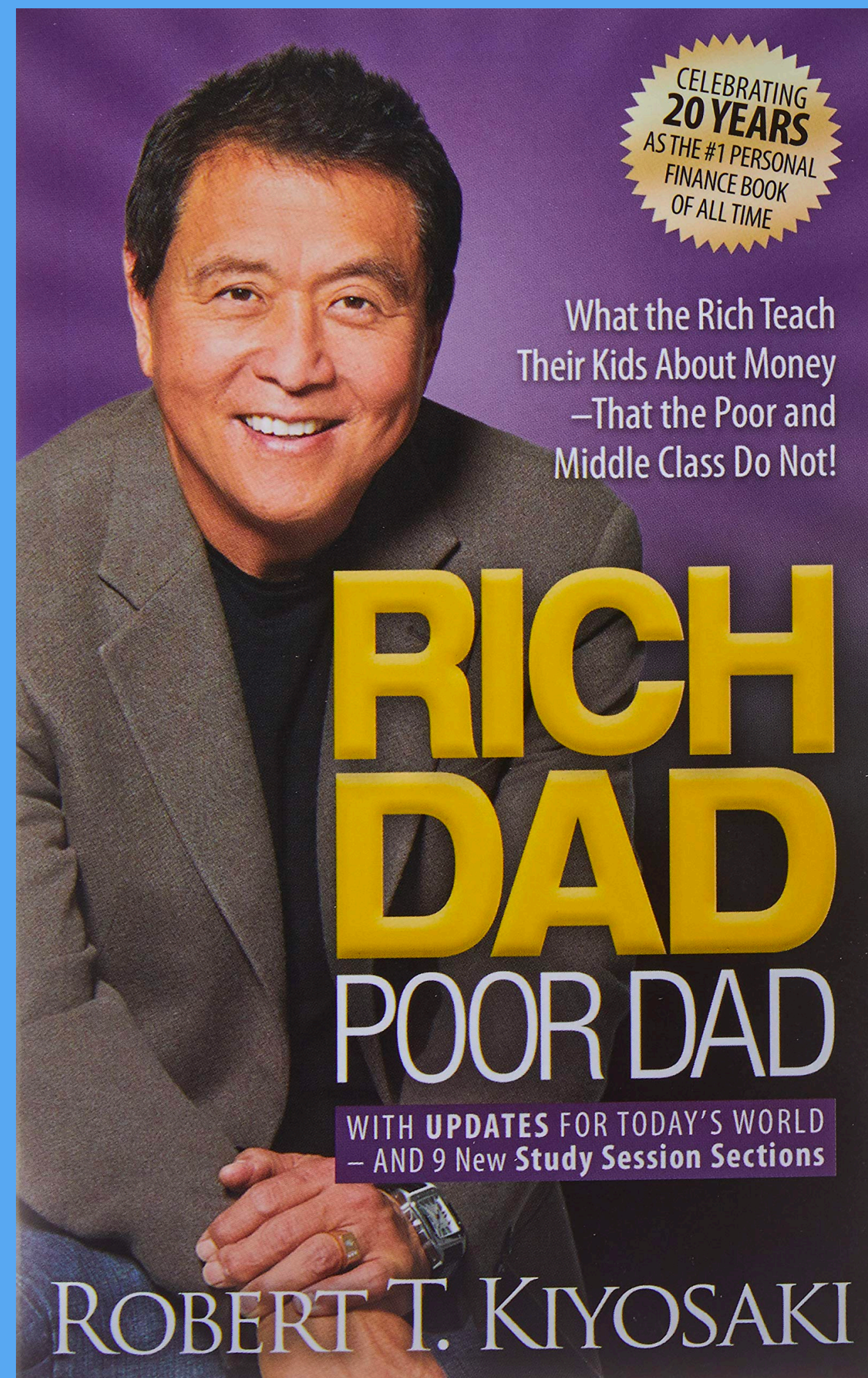
Valuations for your practice can be between 24X - 60X  
the MRR (Monthly Recurring Revenue)

**45,000/MRR = \$1,080,000 - \$2,700,000 in Value**



**“One of the best parts about creating Automatic Customers through **subscriptions** is that you insulate yourself from the worst of a potential recession.”**

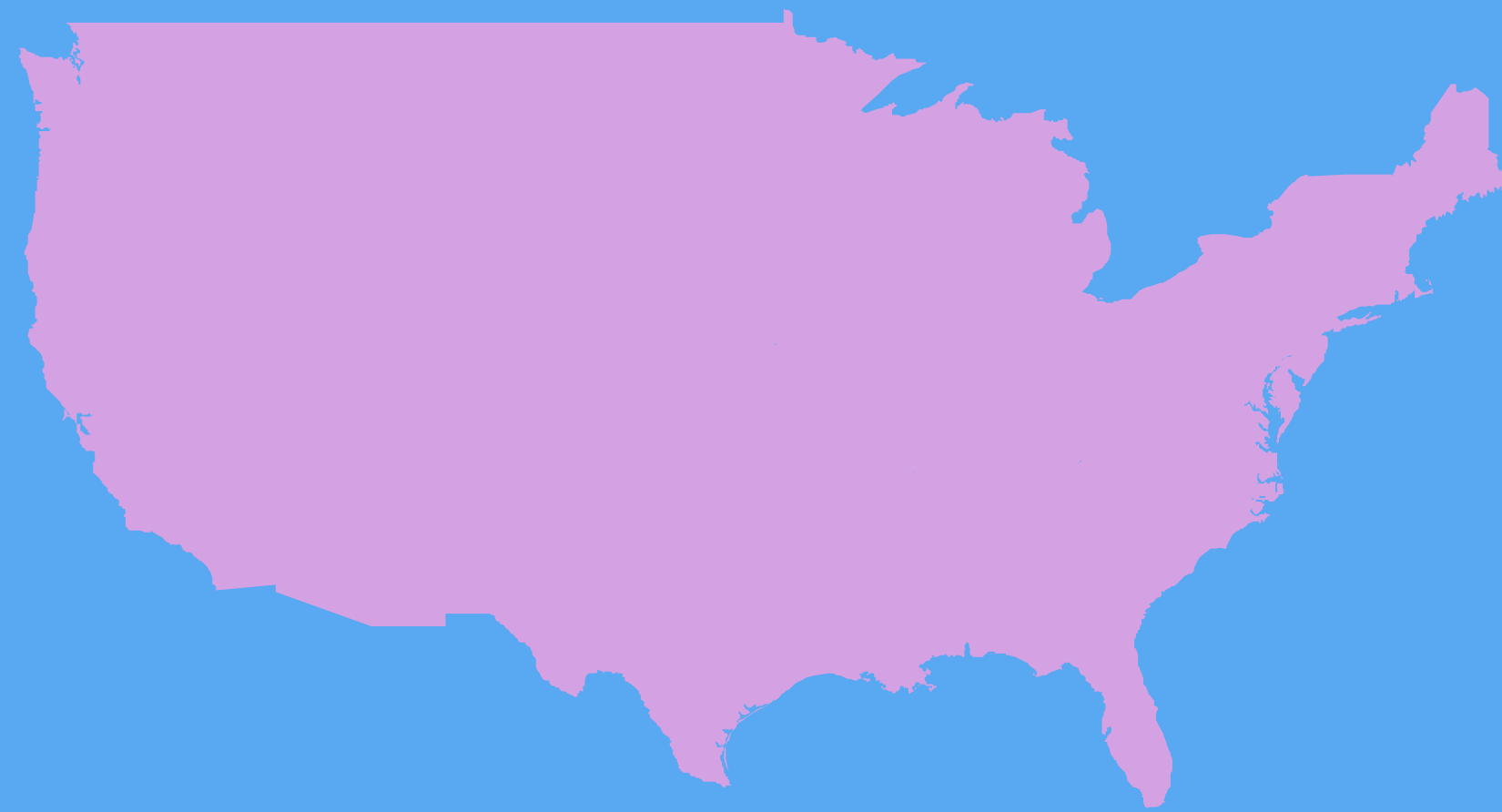
**- John Warrillow**



- Buy Assets, not Liabilities.
- **Choices** you make **today** decides your **tomorrow**.
- Take **Action** !!
- **Asset** - something that puts money into your pocket.
- **Liability** - something that takes money out of your pocket.

According to the US Surgeon General

**Over 108 million  
Americans lack  
dental insurance!**

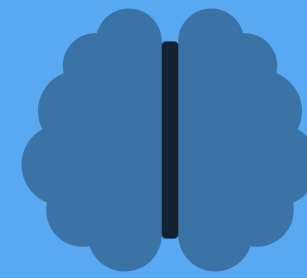


\*Estimates are now around **180,000,000** Americans that don't have dental insurance & all retirees lose their dental benefits

# Practice Benefits



- Patient loyalty system
- Generate Predictable Recurring Revenue
- Smooths out feast & famine months
- Increases valuation of the business
- Reduces dependence on PPOS
- Reduces patient cancellations



# Membership Growth Mindset

Successful practices think about their membership program this way.

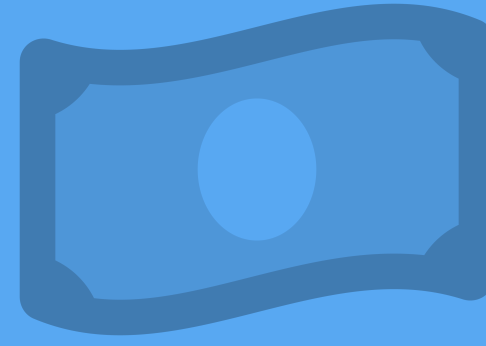
Patient Attraction Tool



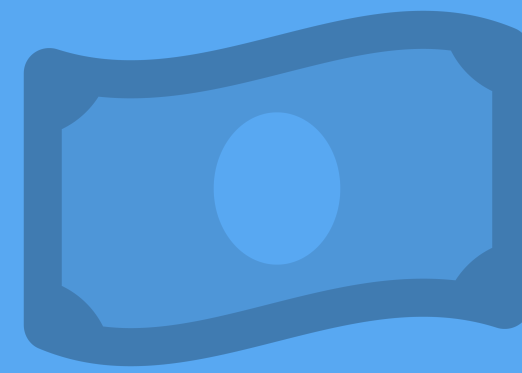
**Predictable  
Recurring  
Revenue**

Patient Retention Tool

Case Acceptance Tool



# CASH FLOW STRATEGIES



# Cash Flow

Cash flow is the money that is moving (flowing) in and out of your business in a month.

**Cash flow** = the timing of money



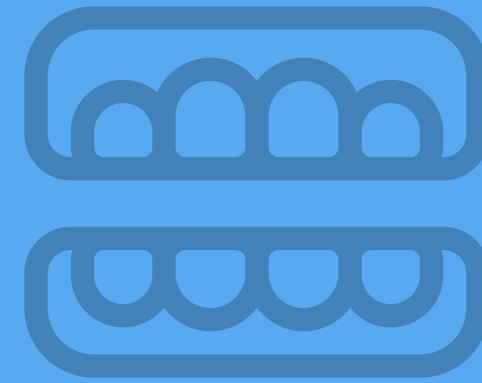
**“Planning, monitoring, tracking,  
and managing your **cash flow** and  
cash balance is always important.**

**In an economic downturn this  
becomes, perhaps, your most  
important business management  
activity.”**



# How to **Prepare** for a Recession

1. Use a percentage based budget
2. Allocate a 10% - 30%+ to profit/free cash
3. Start a membership plan now
4. Build automated recurring revenue/cash flow
5. Build strong marketing systems (Expand patient base)
6. Heavily Invest into your practice (Controlled assets)



**Can you give quality dentistry &  
stay afloat when your profits are  
deeply cut?**

**CUT OUT PPOs!**

# Imagine if you signed up...



300 members at \$35/mo = \$10,500/mo (\$126,000/yr)

500 members at \$35/mo = \$17,500/mo (\$210,000/yr)

1,000 members at \$35/mo = \$35,000/mo (\$420,000/yr)

2,500 members at \$35/mo = \$87,500/mo (\$1,050,000/yr)

# Members Buy More



We looked at Practices across the nation and found that “non-members” spent an average of **\$772.79** in a years time

Whereas a “Member” spent **\$1,576.12** in a years time

Dental Membership patients spend  
**2X - 3.5X more** than “non-members”.



**“When recessions come, options disappear.  
When you build something new, options  
reappear.**

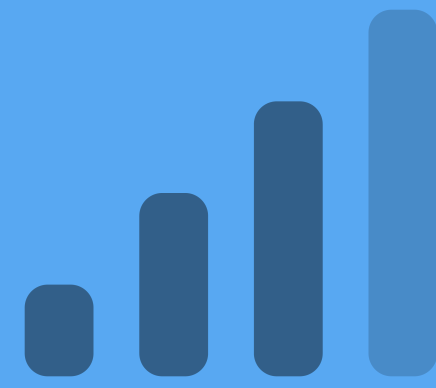
- Jason Schenker, Economist

**Build a membership program!**

# Recurring Revenue Compounds



**Recurring revenue compounds** — it builds over time as you add more subscriptions. This is what makes businesses with a recurring revenue model so appealing. Adding a new customer means adding cumulative ongoing revenue.



# HOW TO SCALE

# Marketing helps you scale



## Internal

Existing patients

- Start with existing uninsured
- Flyers/Brochures
- Email
- Letter to patients

## External

Potential patients

- Social Media
- Direct mail
- Google/website
- Live presentations

# Marketing Ideas



## Social

FB Ads  
FB posts  
FB Live  
FB Videos  
Instagram  
Linkedin

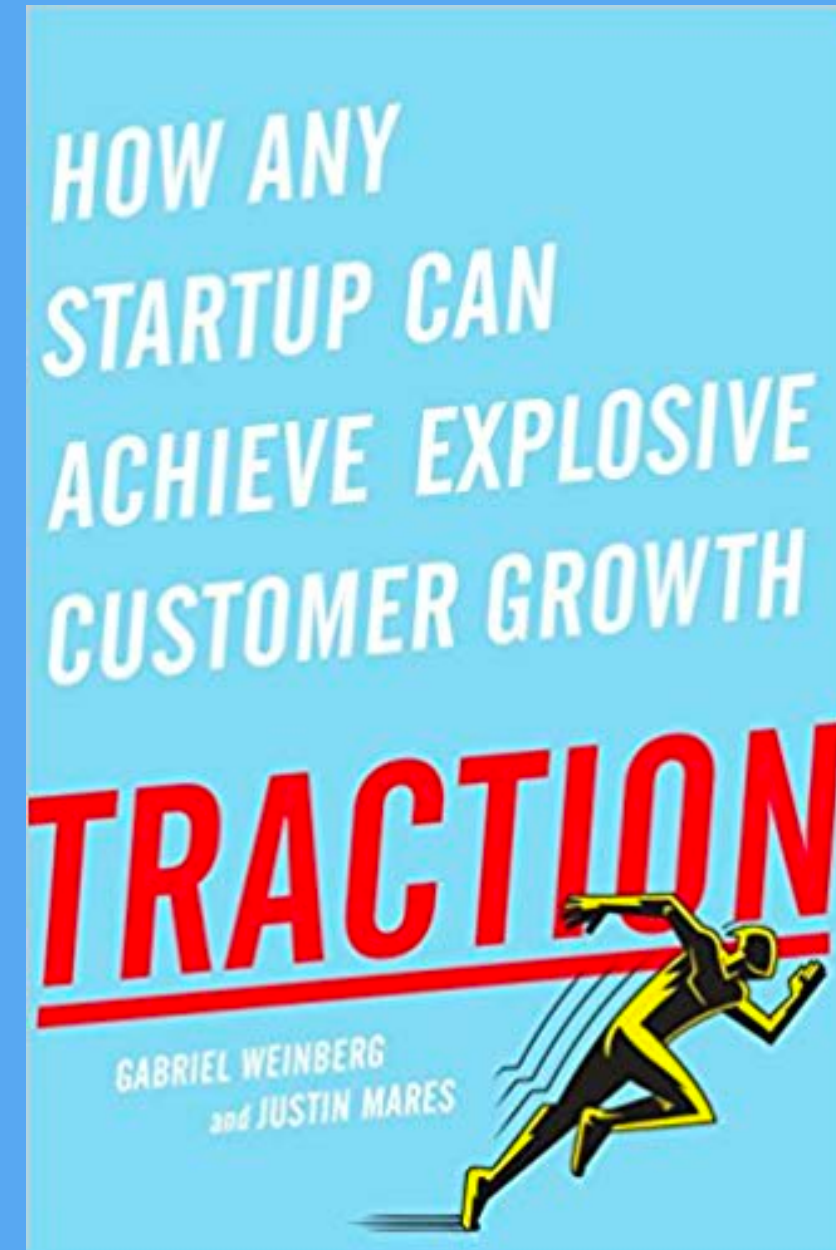
## Offline

Flyers  
Direct mail  
Statement flyers  
Live presentations

## Online

Email Marketing  
Website/Blog  
PPC Ads  
News websites  
News interviews

# Marketing Book

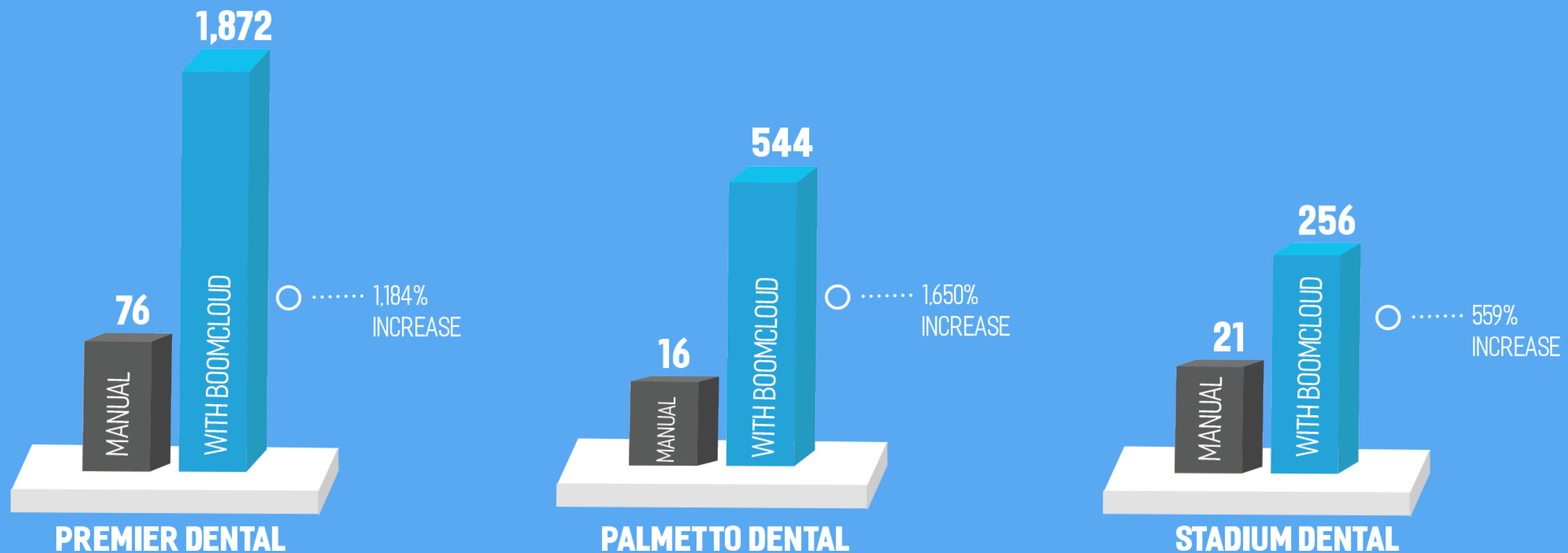


## Read “Traction”

This book will help you understand marketing channels and how to use them to grow your membership program.

# Systems Help You Scale

Practices that use BoomCloud, grow their membership program by 1,000% in a year.





# CASE STUDIES



**\$1,965.00**

## 1.



**\$6,839.47**

## 2.



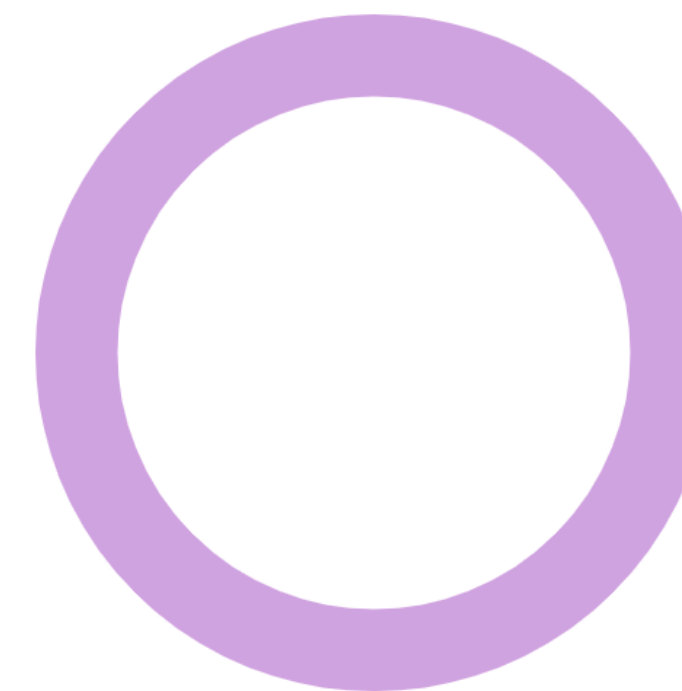
281

**\$82,069.00**

0



- IN OFFICE
- ONLINE
- DEACTIVATED



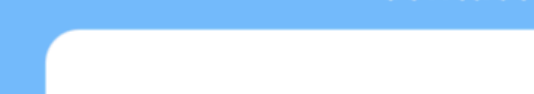
148

**\$35,343.80**

80

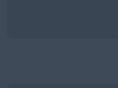
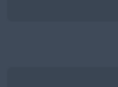
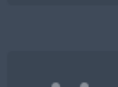
**\$2,600.00**

ID	Contact	Gross	Net	Charge Date
51484		\$299.00	\$0.00	10/6/2020
51453		\$548.00	\$0.00	10/6/2020
51454		\$299.00	\$0.00	10/6/2020
51363		\$26.00	\$24.95	10/5/2020
51365		\$26.00	\$24.95	10/5/2020

ID	Contact	Projected Amount	Charge Date
45991		\$52.00	10/7/2020
47989		\$26.00	10/7/2020
47990		\$26.00	10/7/2020
46223		\$52.00	10/9/2020
49918		\$26.00	10/9/2020







Collected This Month ?

\$3,617.00

Monthly Recurring Revenue ?

1.  
\$46,907.89

Active Members

2.  
1957

Yearly Recurring Revenue ?

\$562,823.93

Updated Declined Cards ?

0

New Members This Month

- IN OFFICE
- ONLINE
- DEACTIVATED

New Members ?			Revenue Collected ?	
36			\$9,338.22	
ID	Contact	Gross	Net	Charge Date
			\$260.03	9/3/2020
			\$430.92	9/2/2020
			\$290.03	9/1/2020
			\$290.03	8/31/2020
			\$290.03	8/31/2020

</





# BOOMCLOUD

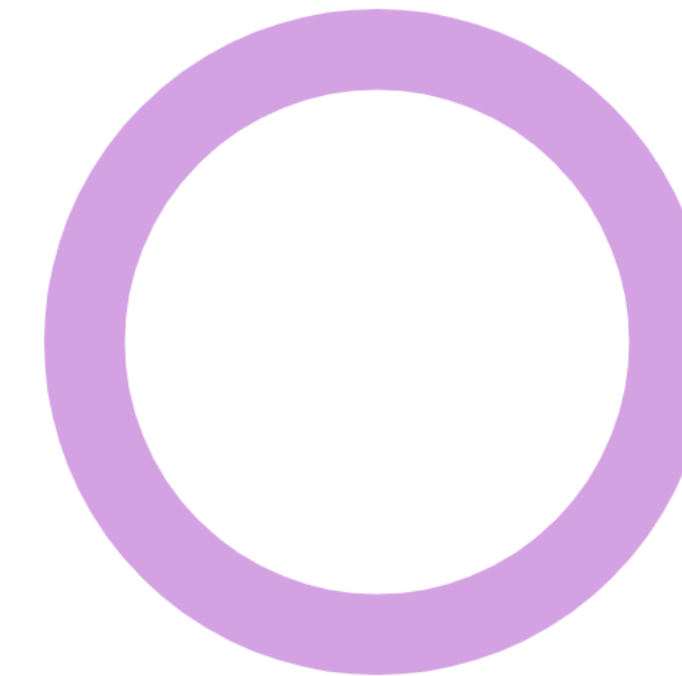
## DEMO



# 1957



- IN OFFICE
- ONLINE
- DEACTIVATED



36

**\$9,338.22**

[illegible]

\$260.03	9/3/2020
\$430.92	9/2/2020
\$290.03	9/1/2020
\$290.03	8/31/2020
\$290.03	8/31/2020

219

**\$68,861.00**

1. *Journal of the American Medical Association*, 2000; 283: 2639-2645.

\$299.00	9/10/2020
\$299.00	9/10/2020
\$299.00	9/10/2020
\$299.00	9/10/2020
\$299.00	9/10/2020





# 1. Choose Your Plans

We've done the hard work for you!

These plans are proven to be successful for your practice. Select the plans you want to offer for your patients. You can edit your selected plans after you click Done!

## Monthly Plans

### Standard Propy Plan

\$34.00/per member

Benefits

- ✓2 Exams
- ✓1 Emergency Exam
- ✓2 Cleanings
- ✓2 Fluoride Treatments
- ✓2 Oral Cancer Screenings
- ✓2 Periodontal Screenings
- ✓All X-Rays as Needed
- ✓20% OFF Treatments

+ Add

### Standard Perio Plan

\$54.00/per member

Benefits

- ✓2 Exams
- ✓1 Emergency Exam
- ✓4 Periodontal Maintenance
- ✓2 Fluoride Treatments
- ✓2 Oral Cancer Screenings
- ✓2 Periodontal Screenings
- ✓All X-Rays as Needed
- ✓20% OFF Treatments

+ Add

### Standard Pediatric Plan

\$27.00/per member

Benefits

- ✓2 Exams
- ✓1 Emergency Exam
- ✓2 Cleanings
- ✓2 Fluoride Treatments
- ✓4 Bite wings
- ✓2 PA X-rays
- ✓Additional X-rays Needed
- ✓20% OFF Treatments

+ Add

## Yearly Plans

### Standard Propy Plan

\$399.00/per member

Benefits

- ✓2 Exams
- ✓1 Emergency Exam
- ✓2 Cleanings
- ✓2 Fluoride Treatments
- ✓2 Oral Cancer Screenings
- ✓2 Periodontal Screenings
- ✓All X-Rays as Needed
- ✓20% OFF Treatments

+ Add

### Standard Perio Plan

\$649.00/per member

Benefits

- ✓2 Exams
- ✓1 Emergency Exam
- ✓4 Periodontal Maintenance
- ✓2 Fluoride Treatments
- ✓2 Oral Cancer Screenings
- ✓2 Periodontal Screenings
- ✓All X-Rays as Needed
- ✓20% OFF Treatments

+ Add

### Standard Pediatric Plan

\$324.00/per member

Benefits

- ✓2 Exams
- ✓1 Emergency Exam
- ✓2 Cleanings
- ✓2 Fluoride Treatments
- ✓4 Bite wings
- ✓2 PA X-rays
- ✓Additional X-rays Needed
- ✓20% OFF Treatments

+ Add

Dashboard



Locations



Plans



Members



Payments



Reports



Logout



Members

Add New Member

Search

Click on table header to sort data.

ID	Active	Type	Primary Contact	Members	Plan	Next Bill Date	
24597	<div><div>✔</div><div><div></div><div></div></div></div>	CREDIT	Peter Parker	Jane John Sarah Hans		05/11/2019	<div>⚙️</div> <div>🗑️</div>
24760	<div><div>✔</div><div><div></div><div></div></div></div>	CREDIT	Donna Holly Test	donna holly	NuLife Dental Membership Plan Test	04/15/2020	<div>⚙️</div> <div>🗑️</div>
25189	<div><div>✔</div><div><div></div><div></div></div></div>	CREDIT	Calvin	Hannah Seth		10/23/2019	<div>⚙️</div> <div>🗑️</div>
26318	<div><div>❗</div><div><div></div><div></div></div></div>	CREDIT	Steven Rogers	Donna Troy	Progressive Test	10/13/2019	<div>⚙️</div> <div>🗑️</div>
29103	<div><div>✔</div><div><div></div><div></div></div></div>	CREDIT	Jordon C Comstock	Jordon C Comstock child	BoomCloud Plan	10/27/2019	<div>⚙️</div> <div>🗑️</div>
29609	<div><div>❗</div><div><div></div><div></div></div></div>	CASH	Testing a Member	Zach Johnson	Test	08/10/2019	<div>⚙️</div> <div>🗑️</div>
29658	<div><div>✔</div><div><div></div><div></div></div></div>	CREDIT	Test Prac	test member	Test Production Plan	10/11/2019	<div>⚙️</div> <div>🗑️</div>
29722	<div><div>✔</div><div><div></div><div></div></div></div>	BANK	Test Member	Test member	Test Production Plan	10/11/2019	<div>⚙️</div> <div>🗑️</div>
29752	<div><div>✔</div><div><div></div><div></div></div></div>	CREDIT	Test prac member	Alexa	Test Production Plan	10/24/2019	<div>⚙️</div> <div>🗑️</div>
29965	<div><div>✔</div><div><div></div><div></div></div></div>	CASH	Dup Email Test	Name	Testing Mirror plan	08/17/2019	<div>⚙️</div> <div>🗑️</div>
29967	<div><div>✔</div><div><div></div><div></div></div></div>	CASH	Dup Email Test 2	Name	Testing Mirror plan	08/17/2019	<div>⚙️</div> <div>🗑️</div>
29982	<div><div>✔</div><div><div></div><div></div></div></div>	CREDIT	Failed Charge Test	Test	Testing Mirror plan	10/17/2019	<div>⚙️</div> <div>🗑️</div>
29983	<div><div>✔</div><div><div></div><div></div></div></div>	CREDIT	Failed Charge Test	Test Member	Testing Mirror plan	07/22/2020	<div>⚙️</div> <div>🗑️</div>
30197	<div><div>✔</div><div><div></div><div></div></div></div>	CASH	Test Duplicate Email	Test		01/01/0001	<div>⚙️</div> <div>🗑️</div>
31224	<div><div>❗</div><div><div></div><div></div></div></div>	CREDIT	Jordon C Comstock	Jordon C Comstock	BoomCloud Plan	11/09/2019	<div>⚙️</div> <div>🗑️</div>
31687	<div><div>⚠️</div><div><div></div><div></div></div></div>	BANK	Wrong name	Team Member 1		08/19/2019	<div>⚙️</div> <div>🗑️</div>
31826	<div><div>❗</div><div><div></div><div></div></div></div>	BANK	Bank Account Testing	Member	Testing Mirror plan	08/31/2019	<div>⚙️</div> <div>🗑️</div>

- Dashboard
- Locations
- Plans
- Members
- Payments
- Reports
- Logout

Member Details

Back to Members

- Primary Contact
- Patient Financing
- Agreement
- Benefit Tracking
- Payment History
- Notes

Primary Contact

Full Name\*

Address\*

City\*Zip\*

Phone\*

( ) -

Email

\*Required Fields Once a member has been saved with all required fields filled out, the Patient Financing tab will be available.

Members

Note: You must add at least one member

Full Name

Age

- Dashboard
- Locations
- Plans
- Members
- Payments
- Reports
- Logout

Patient Financing

Open Invoices

Current Balance: \$2000

Invoice#	Desc.	Date	Service Date	Amount	Paid	Balance	
123	Implant Crown	10/10/2019	10/10/2019	\$2,000.00	\$0.00	\$2,000.00	🗑

Add New Invoice

Payment Details

Monthly Due Date ?

1

Late Fee Schedule ?

10

Late Fee ?

\$25.00

Interest Rate ?

5.00 %

Total Balance

\$2,000.00

Monthly Payment ?

\$350.00

Calculate

Number of payments needed: 6

Revenue from interest: \$56.25

Pay Off Date: 5/1/2020

Next Pay Date: 11/1/2019

Next Pay Amount: \$350.00

- Dashboard
- Locations
- Plans
- Members
- Payments
- Reports
- Logout

Member Details

Back to Member

- Primary Contact
- Patient Financing
- Agreement
- Benefit Tracking
- Payment History
- Notes

Agreement

Your uploaded agreement will appear below. Don't see one? Click the upload button to upload a new, or replace an existing agreement.

Upload

MEDICAL RETAINER AGREEMENT

Definitions

- 1. Patient. In this Agreement, "Patient" means the persons for whom the Dentist shall provide care, and who have signed this agreement or are listed on the document attached as Appendix B, which is a part of this agreement.
- 2. Services . In this Agreement, "Services", means the collection of services, offered to you by Us in this Agreement. These Services are listed in Appendix A(1), which is attached and a part of this Agreement.
- 3. NOTICE: THIS MEDICAL RETAINER AGREEMENT DOES NOT CONSTITUTE INSURANCE, IS NOT A MEDICAL PLAN THAT PROVIDES HEALTH INSURANCE COVERAGE FOR PURPOSES OF THE FEDERAL PATIENT PROTECTION AND AFFORDABLE CARE ACT AND COVERS ONLY LIMITED, ROUTINE HEALTH CARE SERVICES AS DESIGNATED IN THIS AGREEMENT.
- 4. Term. I understand that this agreement will last for one year, starting on today.
- 5. Renewal. I understand that the agreement will automatically renew each year on the anniversary date of the agreement, unless either party cancels the Agreement by giving 30 days written cancellation notice.
- 6. Termination. I understand that regardless of anything written above, you always have the right to cancel this agreement. Either party can end this agreement at any time by giving the other party 30 days written notice.
- 7. Payments and Refunds ? Amount and Methods. I understand and agree that the services (see Appendix A(1)) are provided if I agree to pay the practice, a monthly fee or yearly fee in the amount that appears in Appendix C, which is attached and is part of this Agreement.

- Dashboard
- Locations
- Plans
- Members
- Payments
- Reports
- Logout

Member Details

Back to Member

- Primary Contact
- Patient Financing
- Agreement
- Benefit Tracking
- Payment History
- Notes

Payment History

Export to PDF

Payment Number	Description	Date	Type	Time	Amount	Fee	Net
80688	Member Finance Charge	09/15/2019	MEMBER	6:35PM	\$100.00	\$0.00	\$0.00
75204	Member Finance Charge	08/15/2019	MEMBER	11:04AM	\$100.00	\$0.00	\$0.00
53991	New Member Payment	04/11/2019	MEMBER	6:27AM	\$140.00	\$0.00	\$0.00

You refunded  
this payment  
on 09/26/2019

Refund

Refund

Save

Save & Exit

Online Bill Pay

Account Number

Required \*

Basic Details

First Name

Required \*

Last Name

Required \*

Email

Required \*

Billing Address

City

State

AK

Zip

Payment Details

Cardholder Name

Card Number

Month

01

Year

18

CVC

Amount to be paid

BOOMCLOUD

Dashboard

Locations

Plans

Members

Payments

Reports

Logout

Welcome, BoomCloud Demo!

Global Payments

Download to Excel

Download to PDF

Click on table header to sort data.

Payment Number	Charge Type	Status	Member Name	Description	Date	Time	Amount	Fee	Net	
85418	CREDIT	NA	Test Member	Member Charge	10/10/19	8:17AM	\$30.00	\$0.00	\$0.00	<div>Refund</div>
85422	CREDIT	NA	Test #355	Member Charge	10/10/19	8:17AM	\$60.00	\$0.00	\$0.00	<div>Refund</div>
85192	CREDIT	NA	Jordon C Comstock	Member Charge	10/09/19	7:27AM	\$30.00	\$0.00	\$0.00	<div>Refund</div>
85227	CREDIT	NA	Tony O'Tony O'Clark	New Member Payment	10/09/19	8:38AM	\$122.00	\$0.00	\$0.00	<div>Refund</div>
85228	CREDIT	NA	Tony O'Tony O'Clark	New Member Payment	10/09/19	8:38AM	\$122.00	\$0.00	\$0.00	<div>Refund</div>
85229	CREDIT	NA	Tony O'Tony O'Clark	New Member Payment	10/09/19	8:38AM	\$122.00	\$0.00	\$0.00	<div>Refund</div>
85230	CREDIT	NA	Tony O'Tony O'Clark	New Member Payment	10/09/19	8:39AM	\$122.00	\$0.00	\$0.00	<div>Refund</div>
85231	CREDIT	NA	Tony O'Tony O'Clark	New Member Payment	10/09/19	8:39AM	\$122.00	\$0.00	\$0.00	<div>Refund</div>
85232	CREDIT	NA	Steven O'Rogers	New Member Payment	10/09/19	8:42AM	\$1.00	\$0.00	\$0.00	<div>Refund</div>
85233	CREDIT	NA	Peter Parker Test 1	New Member Payment	10/09/19	8:48AM	\$122.00	\$0.00	\$0.00	<div>Refund</div>
85236	CREDIT	NA	Donna Troy	New Member Payment	10/09/19	8:52AM	\$122.00	\$0.00	\$0.00	<div>Refund</div>
85235	CREDIT	NA	Donna O'Donna O'Troy	New Member Payment	10/09/19	8:50AM	\$122.00	\$0.00	\$0.00	<div>Refund</div>
83755	CREDIT	NA	Jordon C Comstock	Member Finance Charge	10/01/19	8:45AM	\$300.00	\$0.00	\$0.00	<div>Refund</div>
83795	CREDIT	NA	Peter Parker	New Member Payment	10/01/19	1:25AM	\$30.00	\$0.00	\$0.00	<div>Refund</div>
83800	CREDIT	available	Toggle5	New Member Payment	10/01/19	2:03PM	\$1.00	\$0.33	\$0.67	You refunded this payment on 10/01/19
82975	CREDIT	NA	Jordon C Comstock	Member Charge	09/28/19	8:42AM	\$50.00	\$0.00	\$0.00	<div>Refund</div>
82484	CREDIT	NA	Peter Parker	New Member Payment	09/26/19	4:54AM	\$30.00	\$0.00	\$0.00	<div>Refund</div>

BOOMCLOUD

Dashboard

Locations

Plans

Members

Payments

Reports

Logout

Welcome, BoomCloud Demo!

Reports

Revenue Forecasting

Download to Excel

Download to PDF

Report Type

Start Date

End Date

Revenue Forecasting

10/10/2019

11/10/2019

Generate Report

Forecasted Amount: \$3,754.70

ID	Name	Description	Charge Date	Amount
32927	Name	Member Charge	10/11/2019	\$30.00
32922	Zach Stanford	Member Charge	10/11/2019	\$30.00
29658	Test Prac	Member Charge	10/11/2019	\$0.90
32928	Name	Member Charge	10/11/2019	\$30.00
29722	Test Member	Member Charge	10/11/2019	\$0.90
26318	Steven Rogers	Member Charge	10/13/2019	\$30.00
33215	chrome	Member Charge	10/17/2019	\$30.00
29982	Failed Charge Test	Member Charge	10/17/2019	\$1.00
33397	Redirect Test	Member Charge	10/19/2019	\$30.00
25189	Calvin	Member Charge	10/23/2019	\$90.00
29752	Test prac member	Member Charge	10/24/2019	\$0.90
33803	Peter Parker	Member Charge	10/26/2019	\$30.00
33804	Peter Parker	Member Charge	10/26/2019	\$30.00
33748	Tony Stark	Member Charge	10/26/2019	\$30.00
33798	Peter Parker	Member Charge	10/26/2019	\$30.00
33799	Peter Parker	Member Charge	10/26/2019	\$30.00
33807	Peter Parker	Member Charge	10/26/2019	\$30.00
33743	Peter Parker	Member Charge	10/26/2019	\$30.00
33744	Peter Parker	Member Charge	10/26/2019	\$30.00

Reports

Download to Excel

Download to PDF

Revenue Forecasting

Report Type

New Members

New Members

Payment Types

Revenue Forecasting

Failed Charges

Forecasted Amount: \$3,754.70

ID	Name	Description	Charge Date	Amount
32927	Name	Member Charge	10/11/2019	\$30.00
32922	Zach Stanford	Member Charge	10/11/2019	\$30.00
29658	Test Prac	Member Charge	10/11/2019	\$0.90
32928	Name	Member Charge	10/11/2019	\$30.00
29722	Test Member	Member Charge	10/11/2019	\$0.90
26318	Steven Rogers	Member Charge	10/13/2019	\$30.00
33215	chrome	Member Charge	10/17/2019	\$30.00
29982	Failed Charge Test	Member Charge	10/17/2019	\$1.00
33397	Redirect Test	Member Charge	10/19/2019	\$30.00
25189	Calvin	Member Charge	10/23/2019	\$90.00
29752	Test prac member	Member Charge	10/24/2019	\$0.90
33803	Peter Parker	Member Charge	10/26/2019	\$30.00
33804	Peter Parker	Member Charge	10/26/2019	\$30.00
33748	Tony Stark	Member Charge	10/26/2019	\$30.00
33798	Peter Parker	Member Charge	10/26/2019	\$30.00
33799	Peter Parker	Member Charge	10/26/2019	\$30.00
33807	Peter Parker	Member Charge	10/26/2019	\$30.00
33743	Peter Parker	Member Charge	10/26/2019	\$30.00
33744	Peter Parker	Member Charge	10/26/2019	\$30.00

## Adventure Dental Savings Plan - Monthly

Pediatric

From Age 0 to 18

1 Members and Up

\$27.00 \Mo Per Person

### Benefits

- ✔2 Exams
- ✔1 Emergency Exam
- ✔2 Cleanings
- ✔2 Fluoride Treatments
- ✔4 Bite wings
- ✔2 PA X-rays
- ✔Additional X-rays as Needed
- ✔20% Off Additional Treatments

\*This is not insurance

Select This Plan



**Adventure Dental**  
DR. MIKE CHRISTENSEN • DR. BRENT DEHART  
Pediatric Dentistry

Username

admin

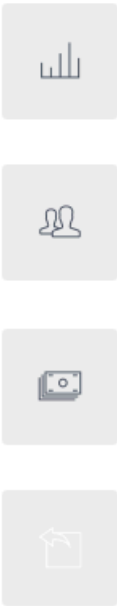
Password

.....

Forgot password?

LOGIN

Don't have an account? [Sign up now](#)



Patient Dashboard

Plan Name

Adventure Dental Savings Plan - Monthly

Plan Price

\$54.00/Mo

Next Billing Amount

\$54.00/Mo

Next Billing Date

11/04/19

Plan Benefits

- |                          |                               |
|--------------------------|-------------------------------|
| <input type="checkbox"/> | Exams                         |
| <input type="checkbox"/> | Emergency Exam                |
| <input type="checkbox"/> | Cleanings                     |
| <input type="checkbox"/> | Fluoride Treatments           |
| <input type="checkbox"/> | Bite wings                    |
| <input type="checkbox"/> | PA X-rays                     |
| <input type="checkbox"/> | Additional X-rays as Needed   |
| <input type="checkbox"/> | 20% Off Additional Treatments |

Payment History

- |                       |
|-----------------------|
| \$54 Paid on 10/04/18 |
| \$54 Paid on 11/05/18 |
| \$54 Paid on 12/04/18 |
| \$54 Paid on 01/04/19 |
| \$54 Paid on 02/04/19 |
| \$54 Paid on 03/05/19 |
| \$54 Paid on 04/04/19 |
| \$54 Paid on 05/06/19 |
| \$54 Paid on 06/04/19 |
| \$54 Paid on 07/05/19 |
| \$54 Paid on 08/05/19 |
| \$54 Paid on 09/04/19 |
| \$54 Paid on 10/04/19 |

# Online Training

Once a practice signs up with BoomCloud they go through our online training and automated checklist. As well as check in calls and plan creation calls.

(385)-225-9364

info@boomcloudapps.com

Practice Login

Home

Testimonials

Tour

Pricing

University

Blog

Resources ▾

Support ▾

Schedule a Demo

# Online Training

25 minutes

This is where you and your team will learn about BoomCloud and how to use it in your practice. Watch all the videos and schedule a time to talk with our team about your membership program!

SCHEDULE A CHECK IN CALL

## Section 1 : Logging in to BoomCloud

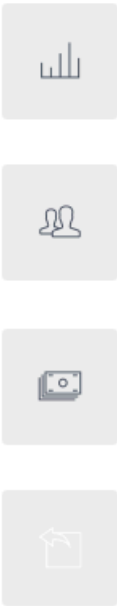
In this section, you will learn how to login to BoomCloud and how to save your account to your desktop.

Jennica Johnson

Instructor

Jennica Johnson is a Customer Success Rep for BoomCloud.

She focuses on consulting dental practices on building their membership plans, training



# Patient Dashboard

Plan Name

Adventure Dental Savings Plan - Monthly

Plan Price

\$54.00/Mo

Next Billing Amount

\$54.00/Mo

Next Billing Date

11/04/19

Plan Benefits

- |                          |                               |
|--------------------------|-------------------------------|
| <input type="checkbox"/> | Exams                         |
| <input type="checkbox"/> | Emergency Exam                |
| <input type="checkbox"/> | Cleanings                     |
| <input type="checkbox"/> | Fluoride Treatments           |
| <input type="checkbox"/> | Bite wings                    |
| <input type="checkbox"/> | PA X-rays                     |
| <input type="checkbox"/> | Additional X-rays as Needed   |
| <input type="checkbox"/> | 20% Off Additional Treatments |

Payment History

- |                       |
|-----------------------|
| \$54 Paid on 10/04/18 |
| \$54 Paid on 11/05/18 |
| \$54 Paid on 12/04/18 |
| \$54 Paid on 01/04/19 |
| \$54 Paid on 02/04/19 |
| \$54 Paid on 03/05/19 |
| \$54 Paid on 04/04/19 |
| \$54 Paid on 05/06/19 |
| \$54 Paid on 06/04/19 |
| \$54 Paid on 07/05/19 |
| \$54 Paid on 08/05/19 |
| \$54 Paid on 09/04/19 |
| \$54 Paid on 10/04/19 |

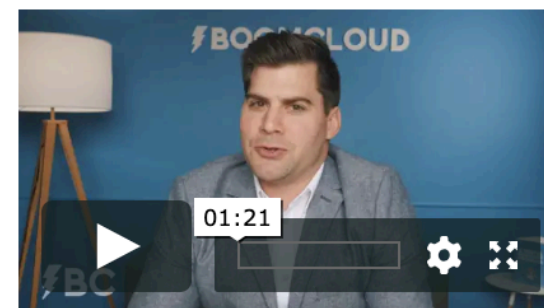
# BoomCloud University

Practices can get online training on the concept of a dental membership program and how they can create, grow and automate their dental membership program.



## THE BOOMCLOUD UNIVERSITY

Where you and your team can learn everything you need to know about in-house dental membership programs. See courses below.



Click on each section to watch each chapter.



Membership Basics



Marketing



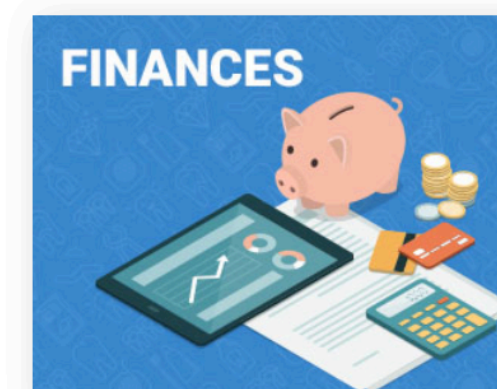
Sales



Management



Legal



Finances

# Print Kits

Brochures, posters and postcards are an essential tool to help you grow your dental membership program. When you sign up for BoomCloud, our professional design team helps create and customize your brochures based from our professional templates.



# Practice Bring BoomCloud in when:

- They are ready to reduce dependence on PPOs
- When the office staff is spread to thin and they need to save time
- When they have a difficult time creating and growing a dental membership plan
- They want to give a better option to patients
- Create recurring revenue
- Stabilize Cash flow
- Attract uninsured patients
- Increase patient Loyalty
- Increase case acceptance by 2.5X

# What makes BoomCloud different:

- Customer Service
- ACH payments
- Credit Card Decline Minimizer
- Robust reporting
- Benefit Tracking
- In-house Payment Plans
- Bill Pay
- Customer Funded
- Flexible payment options
- Continued education
- Call Campaigns
- Text Campaigns
- Email Campaigns

# What BoomCloud Customers Say



**Kim Barnes**

Dilley Dentistry

*"Great to work with and a very simple platform for our office and our patients to sign up."*

**STEVEN L. DILLEY, D.D.S.**



**Ann Bisseger**

Booth Dental

*"The BoomCloud program has been well received in our practice."*



**Bonnie Rinta**

Design Dentistry

*"We have been happy with program. Easy to use."*



**Daniel Reardon**

Black Canyon Dental

*"Great option for our patients that are uninsured. Very straight forward and easy to use."*



# FREE Resource!

Free Membership Ebook

<http://boomcloudapps.com/book>

[jordon@boomcloudapps.com](mailto:jordon@boomcloudapps.com)

[thrivingdentist.com](http://thrivingdentist.com)



Schedule Demo

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

# BOOMCLOUD

## Pricing

“I rarely see the “do it myself” plans really working as intended. Jordon Comstock and I just did a podcast about this. Make sure you understand the difference between a discount plan and a recurring revenue system!

**Genevieve Poppe**

“Being a dentist/business owner, time is a precious commodity. The more you grow your plan, the more labor intensive it will become to track and manage your membership plan. I’m not sure why a dentist would want to incur the expense of paying an employee or add another job to their already busy life and career. I’ve made some bad decisions in my career, but the decision to use BoomCloud to manage my membership plan is not one of them.

**Dr. Stacy Wince**



**BoomCloud**

**\$499**/mo

---

\$2.50/member/mo (\$30/yr)

Dental Membership Management  
Reporting  
Bill Pay  
Patient Financing  
Card Decline Minimizer  
Success Rep  
Growth Rep

**Sign Up Now!**