

PATRICK O'ROURKE

NATIONAL PUBLIC SPEAKER,
PPO CONTRACT NEGOTIATOR

BIO

Patrick O'Rourke began his career in operations management at a dental & vision insurance company in Florida, which after several acquisitions and mergers, is now MetLife. He spent five years at Humana in Atlanta selling in the large group segment (100+ employees). In addition to several awards throughout his career, he has earned many professional certifications.

Understanding the nuances involved with all aspects of risk management helped business partners rely on his expertise to guide client recommendations. He is an insurance insider that has built dental networks, worked in operations management, designed dental plans, and opened markets.

In 2013, he founded Practice Quotient, which specializes in dental insurance PPO network contract analytics and reimbursement guidance, representing the dental provider.

When he's not negotiating contracts, Patrick serves on panels and as a guest speaker for dental associations and study clubs across the nation.

As a national public speaker, Patrick educates doctors on how dental managed care participation impacts the lifecycle of their business and its bottom line.



NATIONAL PUBLIC SPEAKER

Business partners rely on Patrick's expertise to guide client recommendations. Therefore, his goal is to educate and help determine the best fit for the client every time – no exceptions.

As a national public speaker, Patrick educates doctors on how dental managed care participation impacts up to 50% of practice revenue, the importance of diligent contract management, and how to develop criteria specific to a patient acquisition strategy for choosing the best carrier business partners.

FREQUENT SPEAKING TOPICS

- Top 3 Dental Insurance Trends & Their Impact on Your Income
- PPO's: The Good, The Bad, & The Ugly
- What You Should Know About Provider Networks
- Understanding PPO Insurance Contract Negotiations

AFFILIATIONS

- Podcast Show Host | Producer of Dental Business Radio
- Founder | CEO of Practice Quotient
- Founder | CEO of New World Benefits
- CEO of TruBlu Dental Network



PATRICK O'ROURKE



TESTIMONIALS

"Patrick is an expert in his industry. He Knows his business inside and out and can make a real impact on a dental business and its bottom line."

■ **E. Brown**
Georgia Dental Association

"Patrick is extraordinarily gifted with strategies for even engaging your staff. He brings with him a lot of great information you can use real time in your practice.."

■ **L. Galazka**
Affinity Bank
(Atlanta Dental Office Managers Association Sponsor)



"Simply Amazing!"
"Patrick delivers thought provoking, vital information for securing the right contracts that will drastically change bottom lines for the better."

■ **D. Booth, DDS**
Central Florida Dental Assoc.

CONTACT

✉ patrick@patrickorourke.me

🌐 www.patrickorourke.me

SOCIAL MEDIA

