

REPASHGLOBAL

MEDIA KIT

Michelle Repash

Dental Revenue Systems Strategist

Author | Speaker | Professional Question-Asker

Revenue breaks upstream.

Revenue Protection Architecture™

Speaking • Workplace Neurodiversity

repashglobal.com | revenueprotectionarchitecture.com

ABOUT MICHELLE

Michelle Repash

Michelle Repash is a dental revenue systems strategist, author, speaker, and creator of Revenue Protection Architecture™. After decades working across clinical, front desk, management, insurance, billing, A/R, consulting, and business ownership, she began noticing the same pattern: revenue problems often became visible in billing long after the real breakdown had occurred upstream.

Today, Michelle helps dental practice owners identify where earned revenue is becoming vulnerable, strengthen financial control points, and put systems in place that verify what is actually happening.

AT A GLANCE

- 36 years across dental clinical, administrative, revenue, and leadership roles
- Founder of RepashGlobal LLC
- Creator of Revenue Protection Architecture™
- Author of Revenue Protection Architecture: Why Revenue Breaks Upstream and How to Fix It
- Women-Owned Small Business (WOSB)
- Primary NAICS: 541611 - Administrative Management and General Management Consulting Services

Revenue does not fail at A/R.

A/R is where failure becomes visible.

Revenue Protection Architecture™ examines the connected upstream systems that shape revenue before the aging report ever sees the result. The work is designed to help practice owners move beyond repeated cleanup and strengthen the controls that protect revenue at the source.

SIX FINANCIAL CONTROL POINTS

01 **Strategy**

04 **Documentation**

02 **First Contact**

05 **Claim Submission**

03 **Verification**

06 **Owner Oversight**

WAYS TO WORK TOGETHER

- Revenue Protection Assessment - identify where revenue is becoming vulnerable
- Strategic Advisory - clarify controls, priorities, accountability, and owner visibility
- Implementation Support - put the necessary functions, checks, and workflows in place

SPEAKING

Topics that make people look twice.

The Reactive Revenue Cycle

Why practices keep fixing downstream problems instead of strengthening the systems that created them.

From Owner to Revenue Leader

How practice owners build visibility, accountability, and financial control without micromanaging.

Protect Your License

Why documentation, coding, operational controls, and oversight matter long before a claim is challenged.

Embezzlement Prevention

How financial controls and independent oversight reduce opportunity and expose patterns earlier.

What You Said. What I Heard. Hello, HR.

A workplace neurodiversity talk about communication gaps, assumptions, and the double-empathy problem.

BOOK

Revenue Protection Architecture

Why Revenue Breaks Upstream and How to Fix It

by Michelle Repash

This book challenges the assumption that revenue failure begins in billing or A/R. It shows practice owners how policies, first contact, verification, documentation, claim submission, and owner oversight shape financial outcomes long before revenue appears on an aging report.

USEFUL FOR

- Dental practice owners and executive leaders
- Office managers and revenue-cycle leaders
- Consultants, educators, and industry partners
- Podcasts, panels, workshops, and leadership programs

BOOK PAGE: repashglobal.com/revenue-protection-architecture-book

MEDIA

Conversations worth hearing.

Michelle is available for podcasts, interviews, panels, articles, webinars, and media conversations on dental revenue systems, owner oversight, workplace neurodiversity, communication, and the systems behind recurring problems.

ORIGINAL AUDIO

A/R Didn't Do It

An original RepashGlobal song built around the idea that accounts receivable is often blamed for problems that started much earlier.

PODCAST / INTERVIEW THEMES

- Why production can look strong while collections tell a different story
- Where revenue leakage actually begins
- Owner oversight without micromanagement
- Why recurring problems are usually system problems
- Neurodivergent communication in the workplace

BUSINESS QUALIFICATIONS

RepashGlobal LLC

Women-Owned Small Business (WOSB)

Primary NAICS 541611

BOOKING / MEDIA INQUIRIES

repashglobal.com

Revenue Protection Architecture™

Speaking | Author | Media | Strategic Advisory

Additional brand assets, podcast appearances, and media resources are available through the RepashGlobal Media page.