

Reasons to sell Delta Dental

We know you have your small groups' best interests in mind, so we make it easy for you to coordinate benefits solutions with a broad toolbox of features and options. Here are some ways to address your clients' needs, and how our Small Business Program can help.



Why should my small business clients offer Delta Dental benefits?

More than 80 million people trust Delta Dental as their dental benefits provider.¹ With a Delta Dental plan, your clients can offer the same benefits as larger companies in similar industries. We provide coverage for employees of **more than 42% of Fortune 1000 companies.**¹



My clients have specific benefits goals, how does your portfolio meet these needs?

Offer your clients choices with our robust portfolio of plans, including choice of annual maximums, voluntary, dual choice and Core/Buy-Up plans, as well as the option to add orthodontic coverage and more.



Do you offer any value-added benefits for small groups?

Delta Dental PPO plans offer comprehensive benefits that include additional services for expectant mothers and enrollees with qualifying medical

conditions through SmileWay® Wellness Benefits. Other standard benefits include implant coverage, no missing tooth exclusion and white fillings.

DeltaCare® USA² offers a **unique orthodontic takeover provision** that allows patients in active treatment³ to keep their current orthodontist (even if they are not in our network!). Our copay product also delivers attractive benefits like **teeth whitening, night guards, white fillings and additional cleanings** — all at clearly defined, affordable copayments with **no additional lab charges or material upgrade fees.**





How is your PPO network access?

Five out of ten practicing dentists are in our PPO network. Plus,

an additional **three out of ten** dentists nationwide are contracting Delta Dental Premier® dentists. Together, nearly **eight out of ten** dentists nationally offer some level of claims savings to enrollees.⁴



My clients are looking for a carrier they can trust for a long-lasting benefits experience. How does

Delta Dental meet that need? We treat your clients how you treat your clients. With a **97% client satisfaction rating**, your clients can trust us to deliver an exceptional benefits experience.⁵



Some of my clients are purchasing benefits for the first time. Are they eligible for your plans?

Absolutely — our portfolio is available to **groups with no prior dental coverage**, so new business owners (or business owners new to dental benefits) can offer valuable coverage to help attract and retain top talent. Plus, **we offer employer-paid plans with no waiting periods** — so enrollees can enjoy their benefits immediately.

Contact a Delta Dental sales representative for a quote or more information. Visit deltadentalins.com/brokers/small-business for a list of contacts.

¹ Delta Dental Plans Association Fact Sheet, January 2020. Delta Dental of California, Delta Dental of New York, Inc., Delta Dental of Pennsylvania, Delta Dental Insurance Company and our affiliated companies are members, or affiliates of members, of the Delta Dental Plans Association, a network of 39 Delta Dental member companies

² Delta Dental PPO is underwritten by Delta Dental Insurance Company in AL, DC, FL, GA and NV and by not-for-profit dental service companies in these states: CA — Delta Dental of California; PA, MD — Delta Dental of Pennsylvania; NY — Delta Dental of New York, Inc.; WV — Delta Dental of West Virginia, Inc. In Texas, Delta Dental Insurance Company provides a Dental Provider Organization (DPO) plan.

DeltaCare USA is underwritten in these states by these entities: AL — Alpha Dental of Alabama, Inc.; CA — Delta Dental of California; DC, FL, GA, WV — Delta Dental Insurance Company; MD, TX — Alpha Dental Programs, Inc.; NV — Alpha Dental of Nevada, Inc.; NY — Delta Dental of New York, Inc.; PA — Delta Dental of Pennsylvania; Delta Dental Insurance Company acts as the DeltaCare USA administrator in all these states. These companies are financially responsible for their own products.

³ Active treatment means tooth movement has begun. Enrollees are responsible for all copayments and fees under their prior dental plan.

⁴ Unique Dentists Network Penetration Report, Delta Dental Plans Association, June 2020

⁵ Based on client survey responses published in Delta Dental 2018 Annual Report, August 2019