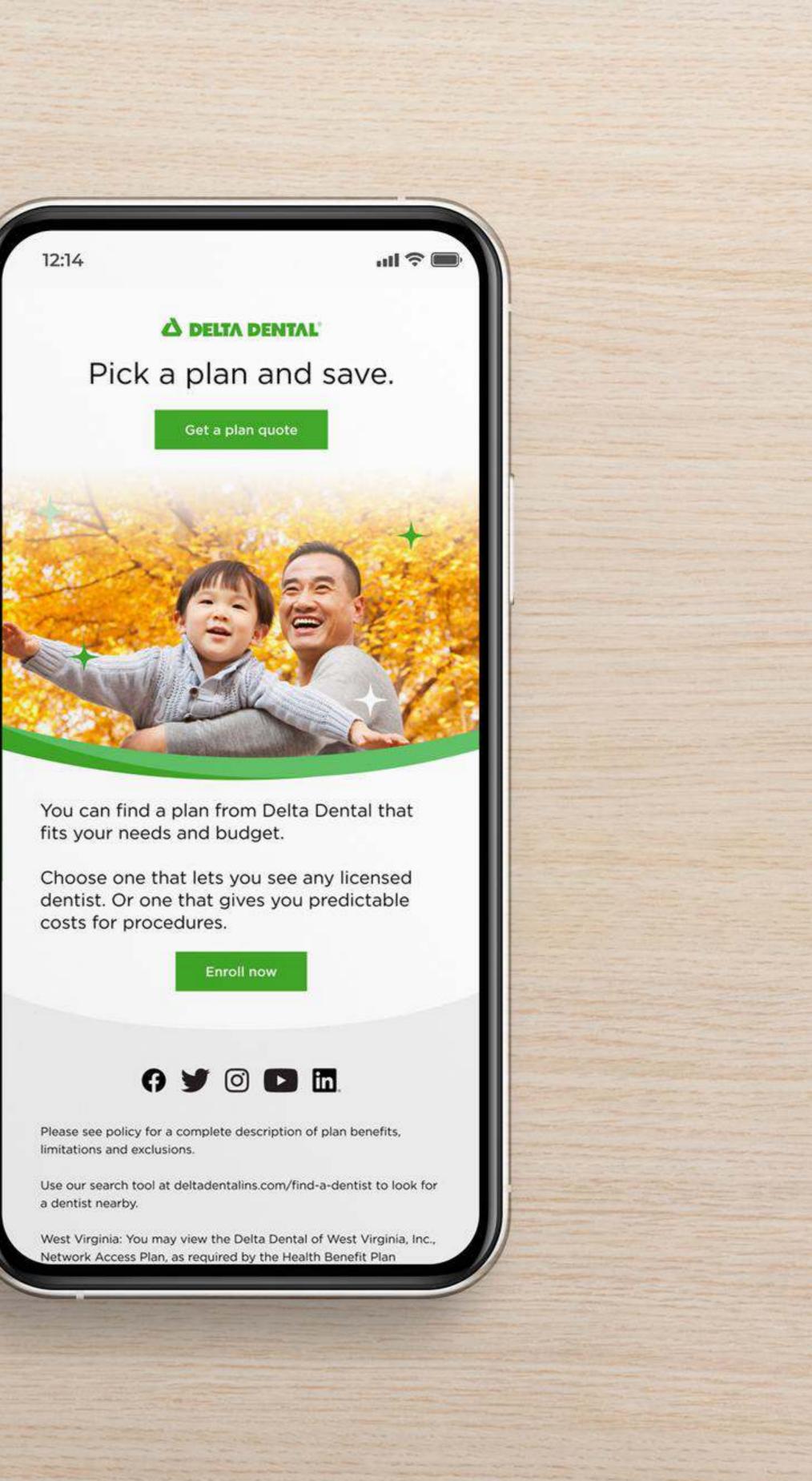
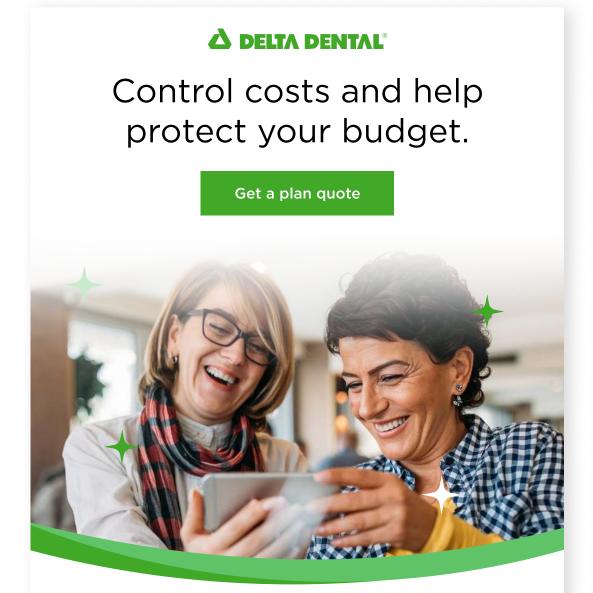
# Win back Emails

Our win back email series A/B tested two different messaging theories for a full year to better understand what motivates customers to re-enroll in a dental plan with us: health messaging or savings messaging.



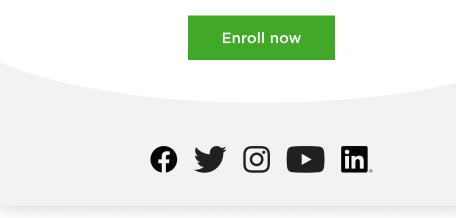


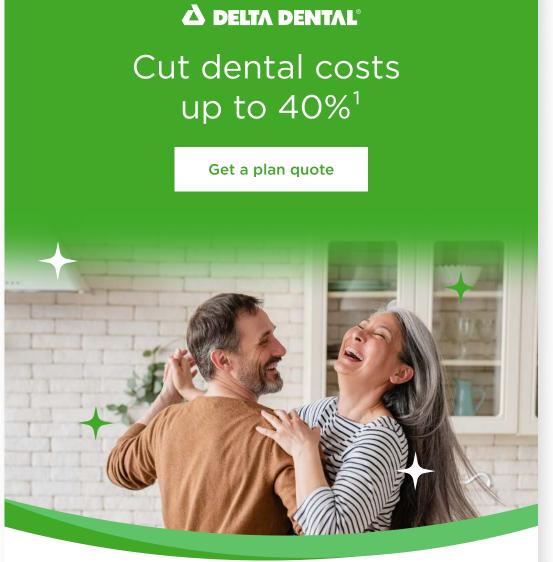
### Test A: Savings messaging



Don't get caught without coverage.

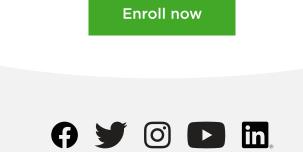
Dental insurance can save you money. Our plans cover cleanings and exams,<sup>1</sup> and you'll save up to 40% on more advanced treatment.<sup>2</sup>





Delta Dental's insurance plans can save you money.

Cleanings and exams are covered.<sup>2</sup> If you need more advanced care, we've negotiated rates with dentists to save you up to 40%.<sup>1</sup>



## **Test B: Health messaging**

### **A DELTA DENTAL**®

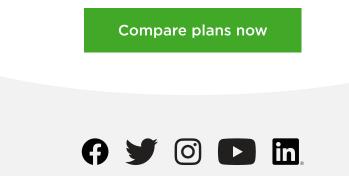
From routine care to root canals, we've got you covered.<sup>1</sup>

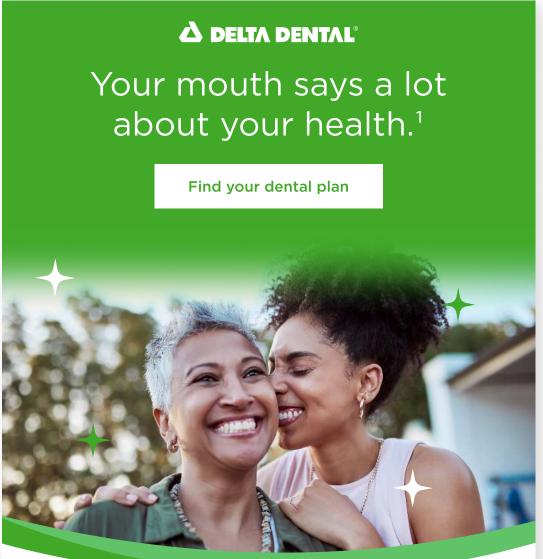




Taking care of your health includes taking care of your mouth.<sup>2</sup>

Delta Dental's plans can help you stay on top of your cleanings and exams so you can prioritize your health. From preventive care to more complicated procedures, the right coverage is right here.





Oral health care is essential for overall health.<sup>2</sup>

An individual dental insurance plan from Delta Dental helps pay for preventive care. There are also options for you if you need advanced treatment. Don't wait. Get covered again.<sup>3</sup>

