

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.**²



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.



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 contracted Delta Dental Premier[®] dentists. Together, nearly **eight out of ten** dentists nationally offer some level of claims savings to enrollees.²



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

Our Delta Dental PPO^{™3} plans offer attractive standard benefits, such as white resin fillings for all teeth, a **third exam and cleaning for expectant mothers and missing tooth coverage**, typically not covered by other carriers. Other standard benefits include implant coverage and SmileWay[®] Wellness Benefits for additional cleaning or gum care services available for enrollees with qualifying medical conditions.





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.



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

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 Unique Dentists Network Penetration Report, Delta Dental Plans Association, January 2020.

³ Delta Dental PPO is underwritten by Delta Dental Insurance Company in LA, MT and UT and by Delta Dental of Delaware, Inc. in DE.

⁴ Based on client survey responses published in Delta Dental 2018 Annual Report, August 2019