

# BROKER BRUSH UP

**May, 2022**

To our broker partner community,

As we reflect on the year so far, we are extremely grateful for your continued partnership. We are thrilled to have introduced new updates and improvements that help our partners, providers and members get more from the Dental Care Plus Group. Heading into the remainder of the year, you can continue to expect us to find better ways for our members to access and receive care and our stakeholders to do business with us.

Take a look at how we are making it easier to:

- **Find Care**
  - **Updating the Find A Dentist instructions**
    - In an effort to simplify the process of locating an in-network dentist, we have updated our instructions on the Find A Dentist tool. Now, members will know to search by DCPG and not to search by state when searching for an in-network dentist.
    - You can find the updated instructions on the [Broker](#), [Member](#) and [Employer](#) Resources pages.
- **Receive Care**
  - **Providing oral health care to local children**
    - Last month, we were honored to sponsor and partner with the Cincinnati Bengals and TeamSmile to provide oral health care to local children along with some fun activities.
    - Through this experience, we are able to continue to support our mission of Preventistry and improving the oral health of all.
  - **Bringing strength through our robust network of providers**
    - We continue to represent the largest regional provider network in Southwest Ohio/Northern Kentucky through both our proprietary and DenteMax Plus networks.
    - We continue to enhance our member's access to quality care; over 40 providers have been recently added to the network in the Cincinnati region.
    - Our network of providers includes over 293,000 access points nationwide.
    - Our partnership with providers benefits members through negotiated discounts balancing access with affordability.
- **Do Business With Us**
  - **We have relaxed our Coordination of Benefits guidelines to facilitate a better member and provider experience**
    - We are relaxing our Coordination of Benefits guidelines, making it easier and quicker for claims to be paid.
    - Members no longer need to provide proof of primary or secondary coverage to process claims. DCPG will process based on information contained in the submission of the claim. No more back and forth!
    - Members and providers can expect this update to go-live on June 1, 2022.
- **NAPD State Sheets are live on [dentalcareplus.com](#)**
  - The NADP's annual Dental Benefits Fact Sheets have been released summarizing national and state enrollment data based on 2021 data.
  - The report showed 80% of the national population has dental benefits. In line with the national average are Ohioans at 81 percent and 83 percent in Indiana. Comparatively, Kentucky is at 79 percent and Tennessee was at 71 percent.
  - Access state-specific fact sheets below or at [dentalcareplus.com](#):
    - [Ohio](#)
    - [Kentucky](#)
    - [Indiana](#)
    - [Tennessee](#)
- **Reminders!**
  - Enrollment assistance
    - Be sure to point out to your employer groups that you, as their broker, can assist with enrollment:
      - Additions

- Terminations
- Changes
- Our Master Application allows the employer/group administrator to grant permission for their broker to assist on page 2. Please discuss your office's availability to assist with your employer groups when completing this form at point of sale.
- Avesis partnership
  - The Dental Care Plus Group partners with Avesis to offer quality vision products available to groups of all sizes.
  - Enjoy competitively rated plans as well as multi-year rate guarantees with our vision plans. Shelf rates are available and low participation requirements offer flexibility to smaller employer groups.
  - Vision shelf rates to 200, recently reduced rates for new sales by 5%, discounted dental rates when packaged together, rate guarantees for 4 years and easy install and administration.
  - You can find NEW updated Avesis group application and enrollment forms on [dentalcareplus.com](http://dentalcareplus.com):
    - [Ohio Group Materials](#)
    - [Kentucky Group Materials](#)
    - [Indiana Group Materials](#)
    - [Tennessee Group Materials](#)
- Updated [shelf rates](#) and [bonus offerings](#)
  - Our expanded shelf rates now are available for up to 99 eligible lives and you can earn up to \$1,000/group for selling.
  - We have recently lowered rates by 5% which are reflected in the rate sheets [HERE](#) for all new sales effective April 1, 2022 through December 31, 2022.
- Relaxed underwriting guidelines
  - Our [updated underwriting guidelines](#) make it even easier for groups to join.
  - Groups can take advantage of our relaxed participation and extended age limits.

Please do not hesitate to reach out to your dedicated Sales Representative or Account Manager with any questions you have.

We thank you for allowing us to better serve you and look forward to our continued partnership.

Jennifer

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