

# BROKER BRUSH UP

July, 2022

To our group broker partner community,

Welcome to the busiest, most productive time of the year! We want to help you make the most of your time by sharing our top-level initiatives and reminders that will help prepare you for the months to come:

## HOT OFF THE PRESS

**\$1,000 One-Time Broker Bonus**  
for sold groups of 100+ enrolled lives for 1/1/23!

*Stay Tuned for Details.*

- **Coming soon! 2023 shelf rates:**
  - We are finalizing the 2023 shelf rates and you can expect them prior to Q4. Watch for the new shelf rates in an upcoming newsletter and on [dentalcareplus.com](#).
- **Take advantage of Chamber and Association discounts:**
  - DCPG partners with a variety of Chambers and Associations to provide additional premium discounts to their members.
  - If you have a relationship with a current Chamber or Association and want to take advantage of an additional premium discount, please contact your sales representative for more information.
- **It's here! Our new comprehensive broker reporting package is ready!**
  - Our market-leading broker reporting package was created to provide you a better understanding of how your block of business is performing.
  - Your designated sales representative will be reaching out soon with your tailored reporting package. You can expect:
    - Trend and peer data
    - New and terminated group data
    - Loss ratios by block of business
    - Utilization data
    - And, much more!

### Reminders!

- **Plan benefits and options:**
  - **HMO to PPO conversions:** Please allow at least 60 days advance notice for current HMO groups to switch to a PPO plan.
  - **Self-funding options:** We can offer self-funded dental plans for groups with over 100 enrolled employees; a great option for some clients.
  - **Preventive benefits:** For all new sales, the preventive benefit no longer accumulates towards members' annual maximum benefit. Renewing groups can work with their account manager if they would like to add this benefit.
- **Discounts and bonuses:**
  - **Bundling discount:** Help your clients earn a 2 percent discount on their plan when they bundle with Avesis vision benefits.
  - **Expanded shelf rates:** Our [expanded shelf rates](#) now cover up to 99 eligible lives and you can earn up to \$1,000/group for selling including Jan. 1, 2023 effective dates.
  - **Discounted Sonic toothbrushes:** DCPG members can take advantage of discounts - **up to 60% off manufacturer suggested retail price** - on [Sonic toothbrushes and replacement heads](#).
  - **Dental commission statements:** You can find dental commission statements on the broker portal.
- **Broker checklist available**
  - Now on [dentalcareplus.com](#), you can find this useful tool containing helpful tips for a more seamless customer service experience.

**Contact Your DCPG Team**

Our DCPG team is here to serve you. Please do not hesitate to reach out to [your dedicated account manager or sales representative](#) with any questions you have.

**We genuinely thank you for allowing us to better serve you. We are always grateful for your feedback and look forward to our continued partnership.**

Jennifer Agnello  
Vice President, Commercial Market  
[Connect with me on LinkedIn](#)



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