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The Dental Care
PLUS GROUP
A DentaQuest Company

BROKER BRUSH UP

Dear Group Brokers,

We are excited to share our 2023 shelf rates - this year's shelf rates feature:

- Rate holds for all markets
- Preventive services do not accumulate against the annual maximum
- Two-year rate guarantees
- Bundled discount – 2% off dental when you sell vision

Click [here](#) to download 2023 [dental](#) and [vision](#) shelf rate documents. **And - don't forget about our [bonus offering for new groups of 51-99!](#)**

Additionally - we're giving you the opportunity to earn more with every qualifying group you sell! When you sell a qualifying group with an effective date of 1/1/2023, you'll earn an extra bonus, in addition to your commission.* For a group to qualify, a group must be:

- A new dental group to DCPG (AOR on existing DCPG business will not qualify)
- 100 or more enrolled Subscribers
- Effective date of 1/1/2023

Click [here](#) for additional details.

IN CASE YOU MISSED IT

Last week we sent out a [communication](#) regarding an update to your current agreement with Dental Care Plus Group (the "Agreement") to reflect a new improved bonus structure.

Quick Reference

- Click [here](#) to view the full email.
- Updated [Schedule 1](#) ("Schedule 1"), amend and replace Paragraph B in its entirety effective February 1, 2023.
- Updated [Agent/Broker Compensation Schedule](#) ("Exhibit B"). Paragraph B of Exhibit B is entitled Group Dental Override Commission.

INDUSTRY NEWS YOU CAN USE

[Cardiovascular health is connected to oral health](#)

Studies have indicated that gum health problems may increase a person's risk of heart disease. Harvard Medical School research suggests that people with gum disease have two to three times the risk of suffering a stroke or heart attack, and it's also been shown that gum disease contributes to inflammation, a factor in diabetes as well as cardiovascular disease.

FULL STORY: [DentistryIQ](#)

[Inflation is hurting the dental industry: 3 key articles explain why](#)

Inflation is fanning the flames of an already red-hot dental practice business landscape witnessing historic supply chain issues and a shrinking labor market. Read all about how top industry experts think inflation is affecting the dental practice marketplace and how it will shape it in the future in these three recent articles.

[Dental services affected by country's high inflation](#)

Dental services increased 1.9% in June, the largest monthly change for those services "ever recorded" since the U.S. Bureau of Labor Statistics began tracking such numbers in 1995.

[How macroeconomic challenges will affect DSOs](#)

A new report from Moody's Investors Service, a financial research firm, predicts DSOs will be heavily affected by slowing economic growth and rising interest rates. The company noted in its report that slowing economic growth and persistent inflation would lower demand for

elective or deferrable dental services that patients typically pay for out of pocket.

Challenges affecting dental practice finances in 2022

Inflation, supply chain disruptions and low reimbursement rates are among the top challenges affecting the economic success of dental practices in the U.S. Here are some economic challenges facing dentistry in 2022.

Thank you for your continued partnership! Talk soon,

Jennifer Agnello
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