

# BROKER BRUSH UP

January, 2023

## Post Open Enrollment Period – Selling Dental

With the conclusion of Medicare and Marketplace Open Enrollment, now is a good time to focus on ancillary sales. Your clients can enroll in an individual dental plan at any time – helping round out their healthcare coverage needs.

It's simple for your clients to get a quote and enroll in a plan using your personalized URL. Remember: you will be assured to receive credit for your sales when your client enrolls online using your personalized URL. If you don't have a PURL, request one by clicking [here](#).

## Dental Plan Options

The DentaQuest family offers a variety of dental plans at affordable price points to fit the needs of individuals and families. With no open enrollment requirements, you can enroll your clients year-round.

If you need additional information on the plans that are available in your area, please [contact us](#).

## In Case You Missed it - Paul Chester Joins the Team

As previously announced, we are excited to announce the addition of **Paul Chester** to the individual product consultant team. Paul joins DentaQuest with almost two decades of experience in area management and insurance sales.

Prior to joining the company, Paul spent the last 15 years in the Medicare space as a broker - responsible for driving Medicare sales through partnerships, analyzing customer needs and providing product solutions.

Paul is a motivated team leader, driven to boost revenue through innovative management and sales techniques.

Paul is the individual product consultant handling broker support for all individual business. In his role as individual product consultant, Paul will be responsible for cultivating strong DentaQuest, DCPG and CDN broker relationships, driving client retention and optimizing new opportunities.

## Get Started!

Not appointed? Please [click here](#) to get the appointment process started.

## Individual Plan Rate Sheets

- [California Dental Network \(Available in CA\)](#)
- **2023 Dental Care Plus \* RATES HELD FOR 2023 \*** (Available in IN, KY, and OH)
  - [Ohio HMO](#) (for residents of Butler, Clermont, Hamilton and Warren counties)
  - [Ohio PPO](#) (for residents OUTSIDE of Butler, Clermont, Hamilton and Warren counties)
  - [Kentucky HMO](#) (for residents of Boone, Campbell, Kenton and Pendleton counties)
  - [Kentucky PPO](#) (for residents OUTSIDE of Boone, Campbell, Kenton and Pendleton counties)
  - [Indiana PPO](#)
- **DentaQuest (Available in AZ, FL, GA, IN, IL, LA, MO, OH, PA, TN, TX, and VA)**
  - [Arizona](#)
  - [Florida](#)
  - [Georgia](#)
  - [Georgia - Enhanced](#)
  - [Indiana](#)
  - [Illinois](#)
  - [Louisiana](#)
  - [Missouri](#)
  - [Ohio](#)
  - [Pennsylvania](#)
  - [Tennessee](#)
  - [Texas](#)

- [Virginia](#)

## QUESTIONS?

Please contact your Individual Product Broker Support Consultant at 877-508-9582 or email us at [DQBrokerSalesSupport@DentaQuest.com](mailto:DQBrokerSalesSupport@DentaQuest.com).



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