



The Dental Health Insider

Dental Health Services offering you valuable health information from 35 years experience delivering dental benefit solutions....

January 2008—Series part 4 of 5

Answer Your Clients' Top 5 Concerns



Let us help you be the problem solver!

You be the one your clients go to for answers— You be the one your clients go back to for more business!

Last month's part 3 of 5: *How do I know if the dentists in the network provide quality service?*

4. If I decide to provide dental coverage for me and my family (or company), what's the advantage of going with Dental Health Services' prepaid plan?

Dental Health Services' prepaid dental plans free the member from any hassle. Members pay a low monthly premium as well as a copayment at the time of appointment. That's it... no deductibles, claim forms, waiting periods, or maximums. No hassle.

The alternative? People often think Indemnity plans are a superior form of dental coverage. While Indemnity plans offer the member the option of choosing any dentist he or she wishes to visit; they also include high deductibles, waiting periods for certain procedures, and annual limits for dollar amounts and/or number of covered services. These maximums cause a disturbance in the flow of necessary treatments for the patient. As a result, procedures are deferred, leading to a lack of proper care for one's oral health.



Limited Time Offer!

by request, we will send you a *free* print booklet to share with your clients; complete with all 5 series parts.

Dental Health Services allows patients the opportunity to receive all the treatment they need in order to bring them up to "maintenance mode" as quickly as possible. We care about the long term health of each of our patients. Our goal is to have each member take care of the problems that have been wreaking havoc on their oral health over time. According to the Dental Phobia Treatment Center of New York, almost 40 million people in this country are afraid to visit the dentist. As a result, people don't go to a dentist for years and when they do, require multiple appointments and procedures to get their mouth back to a healthy state. Dental Health Services allows patients to receive the treatment they need, when they need it.

February is
DOGGIE DENTAL
month!

We'll feature your
smiling 'canines' in
the next newsletter.

Send us your photos
today!!!

Happy 2008!

Quality Assured Dentists. Dental Health Services has a careful, thorough and selective screening process. Not only do we not have barriers to service, we review the work and guarantee the work of our dentists. We conduct ongoing audits of more than 100 rigorous Quality Assurance standards. This does not happen with most Indemnity plan dentists. Some people think Indemnity plans are superior because they can go to any dentist. It is a big risk to go to any dentist. Dental Health Services performs background checks on all of our network dentists to protect our members.



February is Our Special **FREE** Breakfast Month—Did Schedule *Yours* Yet?



Working Together

Call or email your Account Executive today! [Dental Health Services](#) wants to help you help us! Allow us to serve you and your co-workers breakfast while we provide helpful information about our complete dental benefit options. We want you to have all the information you need to feel confident in knowing you are offering the best possible solution in dental coverage to your clients. Call us today to set up a time that is convenient for you! (888.459.3314). *And remember: If you have questions or comments at any time, please don't hesitate to *ask!*

February is National Doggie Dental Month—Cutest Canine Contest!



Feature your canines in next month's **Dental Health Digest**—your doggie just may have the winning canine smile!

*Send us your photos by email or mail today.
Contest deadline is Friday, February 22, 2008.

[mailto: kbrown@dentalhealthservices.com](mailto:kbrown@dentalhealthservices.com)

Long Beach
3833 Atlantic Avenue
Long Beach, CA 90807
Tel 562.595.6000
Fax 562.424.0150

San Diego
2515 Camino del Rio S #242A
San Diego, CA 92108
Tel 619.294.4025
Fax 619.294.2098

Seattle
936 N 34th Street, Suite 208
Seattle, WA 98103
Tel 206.633.2300
Fax 206.624.8755

www.dentalhealthservices.com