

Dental Health Services, offering you a special news update for insurance producers, consultants, brokers and agents...

Help Your Clients Cushion the Impact of a Lay-off!

Most employers who have to do "reductions in force" will do whatever they can to help cushion the impact of a lay-off. Since most lay-offs are now due to economics, an employer is more apt to offer some sort of severance package.

Dental coverage is considered almost as crucial and valuable as medical coverage. For only a couple hundred dollars, an employer could send their employee away with a 1 year prepaid plan - prepaid! Even if the employer doesn't purchase the coverage, it will bring their attention to the topic and may help facilitate your conversion of the group member to an individual plan. **And that added member equals money in your pocket too!**

The Doc is In — Broker Breakfast Program

Who's in it for you...?

Benefit from a Dental Health Services Broker Breakfast Program. Dr. Stanley Ayers is now available to participate—don't miss out, schedule yours today!

Dr. Stanley Ayers joined our Dental Health Services team over a year ago as our Director of Dental Services and Compliance. He is responsible for overseeing the service provided by the company's network of dentists in all three of our regions—California, Washington, and Oregon (coming).

Dr. Ayers brings over 23 years of dental industry experience with him. Prior to Dental Health Services, Dr. Ayers had a distinguished career as a practicing dentist for three years in Switzerland and 10 years in downtown San Francisco. He has seven years prior experience in Dental Quality Management and has been a member of the Dental Plan survey team for Managed Healthcare Unlimited utilized by the Department of Managed Health Care for Dental Plan Surveys for three years. He is a California Association of Dental Plans Certified Auditor as well as Dental Consultant for the American Association of Dental Consultants. Dr. Ayers is a Certified HIPAA Professional and has received extensive training on fraud detection and prevention from the National Health Care Anti-Fraud Association.

Dr. Ayers has been a leader in integrating aspects of our Plan from Credentialing to Quality Assurance. Dr. Ayers has played a vital role in facilitating a mutually beneficial relationship between our members and our participating network dentists.

Schedule your Broker Breakfast today — 888.459.3314

"The value of a Dental Health Services' dental plan is not just in its price, but in the intangible benefits - the 'extra mile' feeling that makes the client, broker and Dental Health Services have a win-win-win partnership. We do business with many health plans, and in 23 years we have never seen a company so committed to client services as Dental Health Services. They work with you to get the business, and work for you to keep the business." — Lynn Arthurs, LFA Insurance Services, Inc.

IEAHU 18th Annual Sales Symposium

(Inland Empire Association of Health Underwriters)

February 19

What's in it for you?

- A FUN and INFORMATIVE day!
- Network with new and current contacts!

When & Where:

- Thursday, February 19, 2009: 7am — 3:30pm

WAHU Spring Symposium

(Washington Association of Health Underwriters)

March 4 & 5

What's in it for you?

- A FUN and INFORMATIVE day!
- Network with new and current contacts!

When & Where:

- Thursday, February 19, 2009: 7am — 3:30pm

Send us your RFPs! Call today to request a proposal, additional materials, or to discuss any questions or suggestions you may have. We look forward to helping you create solutions for your clients' dental needs! **888.459.3314**

A Great Reason to Smilesm



Dental Health Services

www.dentalhealthservices.com