

The Dental Health Insider

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

Industry News: Optional Treatment

Top 7 Questions: Members Might Want to Ask the Dentist

TESTIMONIAL Continuous Care & Service

Dental Health Services has many programs specifically designed to support and educate each of the participating dentists in our network. We recently sponsored an Open House at Dr. Kenny Ratanatharathorn's dental office in Calexico.

Our dedicated Group Service Specialists take pride in servicing their groups and fostering long-term loyal relationships with their groups who account for some of our most valued members.

Dental Health Services continuously and consistently service our groups in an effort to eliminate issues and concerns—providing our valued brokers with *piece of mind* so that you may have more time available to work with new clients and potential members.

In addition to the many procedures listed in members' *Schedule of Covered Services and Copayments*, a dentist may choose to offer extra treatment options. These additional services are always optional, and members may decline them and select only those covered by their plan.

When your clients understand their coverage and the choices available, the healthier and happier they and their family will be, and everyone will have *A Great Reason*



My staff and I would like to thank Dental Health Services for organizing the Open House Mixer at our office on September 3, 2008.

We consider having an event like this a privilege for us to introduce ourselves to the entire community and an opportunity to meet with patients and allow us to answer any questions of their concern.

Good Oral health is an integrated part of an overall healthy body, thus; it is essential for us to provide patients with the best quality dental care to the community as a whole.

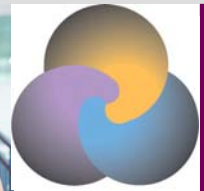
Again, I would like to thank you for making this event possible for us and our patients.

Thank you very much!

Sincerely,

Thomas K. Lee, DDS &
Kenny Ratanatharathorn DDS

- 1) How often do I need my teeth cleaned?
- 2) How often do I need to have x-rays taken?
- 3) Is there anything else I should be doing for my oral health besides brushing and flossing every day?
- 4) I have a medical/health condition called _____. What suggestions do you have for my oral health care?
- 5) Is the treatment you are recommending a covered benefit? Or are you recommending optional treatments?
- 6) Can I see my treatment plan in writing?
- 7) I don't think I understood everything you described—can you repeat it?



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

A Great Reason to Smilesm