

DENTAL HEALTH INSIDER

Quarterly news exclusively for brokers, consultants, producers, and agents



Leading the Way in Network Quality

From our careful dentist selection process to our thorough credentialing procedures, meticulous utilization monitoring, our 107-point Quality Assurance program, and our intensive in-person service, Dental Health Services focuses on prepaid network quality at every level.

Can your preferred dental carrier match our high network quality standards?

To offer our dental benefit solutions and personalized service to your clients, contact your Client Service Manager at 888-459-3314 today. Our employee-owners will be happy to help you! ■

"Working with Dental Health Services from the producer side is a wonderful experience in the often frantic world of employee benefits. They are pleasant people to work with, trained professionals who know how difficult this industry can be."

- Gary T., Broker



Dental Health Services

Your New Director of Sales

Dental Health Services welcomes 2014 with tremendous growth, and what better way to continue our success in the new year and beyond than to welcome our new Director of Sales, Kevin Heinz. "Kevin is here to make sure we continue delivering the high level of personal service we are known for, and which allows us to serve and - we hope - amaze each of our brokers' and agents' clients," said Josh Nace, Dental Health Services' Executive Vice President.

Kevin comes to Dental Health Services with over 20 years' experience in sales, training, and management. He will be working directly with all of our Client Service Managers in California, Washington, and Oregon. Kevin is most excited to begin forging relationships with brokers and agents and to help them find new ways to provide value for their clients beyond just the spreadsheet.

His history of results-oriented sales across multiple industries, including medical devices, software, and shipping, combined with the ability to motivate and develop sales talent will serve as a great foundation for Dental Health Services in 2014 and beyond!

Kevin is based in our Long Beach office and lives in Pasadena with his wife and son. In his free time, Kevin enjoys



traveling and volunteering with his son's school and sports teams. He has played most team sports at some level and is a recovering triathlete who is rediscovering his love of running.

Kevin is ready to meet with motivated brokers and agents who are ready to build long-lasting relationships with their clients. Although many of you have a great relationship with your local Client Service Manager, Kevin is eager to meet with you personally, whether you're in Blaine or Baja, to talk about how Dental Health Services can serve you and your clients.

Welcome, Kevin! ■

Add Value and Earn Additional Commission with Group Dental

Attracting and retaining a skilled workforce is the key to your clients' success. Since the second most popular employer benefit behind only health insurance is dental, a business's ability to provide dental coverage to its employees is critical.

If you have clients that don't currently offer a dental plan to their staff, now is a great time to let them know what options are available.

Dental Health Services can help you create the perfect dental benefit solution for any need. To find out how, contact your Client Service Manager at 888-459-3314 today. You will not only show your clients that you're committed to their overall success, but also gain an additional source of commission! ■

Send us your RFPs

Find out how your group clients can save thousands of premium dollars every year with our value-driven dental benefit solutions. With a standard 48-hour turnaround, we'll ensure your groups have their quotes in a timely manner. If your group needs the information sooner, let us know - we're here to help you. Submit your requests for proposals to sales-support@dentalhealthservices.com, and we'll get your groups on their way to their best dental health yet. ■



Your Privacy is Our Priority

If you've recently contacted Dental Health Services through email, you may have noticed a couple changes to how you receive and view our messages.

As a proactive approach to ensuring your privacy - as well as that of our valued members, dentists, and partners - is protected, Dental Health Services has recently set up an encryption system to protect all of our outbound emails that may contain sensitive member health and personal information. This new procedure is also in compliance with Health Insurance Portability and Accountability Act (HIPAA) regulations.

Typically, you will receive an initial email asking you to set up a log in account. From there, you will be able to log in securely to view our email messages. Be sure you reply directly to your Client Service Manager or Sales & Support Coordinator instead of the default email address.

We thank you for your patience and for helping us protect you, your clients, and our members against anything that may compromise your personal information and privacy.

If you have any questions, please call us at 888-459-3314. We're always happy to help you! ■

Have your clients considered Dental Health Services?

Our employee-owners have been delivering high-value prepaid dental benefits to satisfied group and individual clients in California for more than 38 years.

Find out how, with our value-driven solutions, your group clients can save thousands of premium dollars every year.

Send us your sponsored and voluntary dental benefit proposals today and experience the Dental Health Services difference for yourself. All you have to do is contact your Client Service Manager at 888-459-3314 today. Our employee-owners will be happy to help you! ■



Dental Health Services

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LONG BEACH | SAN DIEGO

888-459-3314

www.dentalhealthservices.com