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# BENEFIT BUZZ

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## 7 Ways to Get a Leg Up on the Competition

### Our value-added dental benefits make it easy

Whether you're attracting new business or retaining existing groups, our dental products give you the edge. The difference is in our innovative programs — designed to help members stay motivated and on top of their preventive care, including:



**Diagnostic and Preventive services waived from the annual maximum and deductible — adding nearly \$500 of additional annual maximum value per member.<sup>1</sup> Included in all PPO plans.**



**An extra cleaning for diabetics and expecting mothers.** Included in all PPO, Select Plan<sup>2</sup> and ePPO<sup>3</sup> plans.



**Prevention Rewards Program** provides a \$20 reward payment to the subscriber for each family member who receives their two semi-annual teeth cleanings from a network dentist. Included in all shelf PPO, Select Plan and ePPO plans and also available for custom quoting on all products (15+ eligible employer-paid and 25+ eligible voluntary).



**SmileDirectClub's Clear Aligner Program.**<sup>4</sup> Members can achieve significant savings on orthodontia (up to 67%) compared to the national average cost of traditional braces and Invisalign.<sup>5</sup> Available to all dental plan members.<sup>6</sup>



**Ortho Discount Program**<sup>4</sup> offers voluntary orthodontia to all group members on an individual basis, providing access to richer benefits while keeping rates competitive. Available to all group plans.



**Hearing Discount Program.**<sup>4</sup> We've teamed up with Amplifon Hearing Health Care to bring members an average discount of 64% off the retail price on over 1,400 hearing aid options with access to over 5,000 provider locations across the country. Available to all dental plan members.



**DigiBite Teledentistry Program.**<sup>7</sup> This innovative, easy-to-use mobile app includes live video consultations, offline submitted requests and second opinions through a licensed dentist. Ask your Sales Executive if your quote or group includes this great feature. Included in all shelf PPO, Select Plan and ePPO plans and also available for custom quoting on all products (15+ eligible employer-paid and 25+ eligible voluntary).

1. Dominion National Internal Report, 2019. Based on Context4Healthcare's 50th percentile in zip 223 for the following procedures: two oral exams, one complete series X-ray and two teeth cleanings.
2. Managed care plan with exclusive network, fixed member copayments, no annual maximum dollar limits, no waiting periods and no deductibles.
3. In New Jersey, the product is called EPO Copayment Plan.
4. This is not an insurance plan. It is a reduced fee-for-service program designed specifically for individuals. Members pay a predetermined reduced fee for listed services provided by contracted providers. Dominion does not pay contracted providers for services.
5. Cost of traditional braces and traditional invisible aligners based on average total fees for treatment of mild-to-moderate malocclusion. Data on file at SmileDirectClub.
6. Dominion members with orthodontia coverage on their PPO plans will receive in-network coverage of SmileDirectClub's convenient, remote orthodontic care. Dominion members without PPO orthodontia coverage will have access to SmileDirectClub's offerings through discounted pricing.
7. DigiBite is initially being made available to Dominion individual and commercial group dental program members residing in Maryland, New Jersey, Pennsylvania, Virginia and Washington, D.C. Dominion covers DigiBite virtual consults as in-network services. Any teledentistry services provided will count toward applicable benefit frequency limitations.