



## Offer employers reasons to smile with Principal® Dental

With year-end fast approaching, here are three key talking points if you're looking to move a client to a new dental carrier.

### Takeover flexibility

Principal offers the following:

- Takeover of members' current rollover amount from the prior carrier. The transfer amount is limited to the lesser of the calendar-year maximum with us, or \$2,000. Members must be able to provide documentation of their maximum from prior carrier. [Share details](#)
- Refreshed annual maximums when the group becomes effective
- Credit for deductible amounts paid in prior plan.

### Competitive rates

**12 additional  
states approve  
new Critical  
Illness product**

**See  
current  
state  
approvals.**

We recently reduced rates in many states and may now be more competitive in your market. Contact your local sales representative for more information.

## **Large network of providers**

Our nationwide dental network has increased from 117,000+ to nearly 127,000 unique providers.<sup>1</sup> [Find providers](#)

## **Additional talking points**

[Visit our Dental site for value-added features and marketing materials](#)

<sup>1</sup> September 2020 Zelis Network360<sup>®</sup> Analytics Suite.