

Employer News

FEBRUARY 2008



We've Got a New Look—and Gone Green, Too!

The redesigned *Employer News* debuts with this issue. With its new masthead and layout, *Employer News* embodies the look and spirit of our nationwide Delta Dental brand. The imagery associated with our Delta Dental brand is a reminder of our promise to you: Delta Dental is committed to providing our customers, partners and communities with the resources to promote good oral health and ultimately achieve a better quality of life. Our printed materials, publications and Web site have all been redesigned so they can deliver strong, positive and memorable brand messages.

But there's more to *Employer News'* improvements than just meets the eye. Starting with this issue, *Employer News* has gone green. Our printer,

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Foundation Grants More than \$700,000 to Support Oral Health Care for the Underserved

The Delta Dental of New Jersey Foundation will donate more than \$700,000 to 19 community organizations and dental clinics throughout New Jersey and Connecticut in 2008. This is the largest year's donation ever given by the Foundation to help treat the underserved. The money will be used to fund dental clinics and subsidize dental care for underserved children and families, developmentally disabled, and senior citizen populations.

"Delta Dental is proud that in 2008 we will give back to the community more than ever before," says Gene F. Napoliello, DDS, president of the Foundation. "Every year we fund the organizations and healthcare facilities that will best use the grants to make dental care accessible to those in need.

"This is the first time we will be partnering with Head Start programs to deliver dental care to the children in that program," says Dr. Napoliello. "We chose two programs that best demonstrated their commitment to the oral health of their students."

"I am always impressed with the dignified manner with which the clinic staff treats their patients," adds Diane Belle, Foundation Trustee and Delta Dental of New Jersey Vice President, Corporate Communications.

For more about our 2008 Foundation grants, visit our Web site at www.deltadentalnj.com and click "About Us" and the "press releases" link under "Press Kit."

Important Notice about Overage Dependents

Delta Dental is making changes in the way we handle coverage of persons who are in the age group eligible for coverage as full-time students. Please read the important notice enclosed with your bill. Please note that all of the changes may or may not apply to your group. If you are not the person who handles your group's billing and/or eligibility, please forward the notice that is enclosed with the bill to that person.

You can refer to the list of "Frequently Asked Billing Questions" on our Web

site. Go to www.deltadentalnj.com/employers/employers.shtml and click on "Frequently Asked Billing Questions" in the "What's New" section. If you need to submit student documentation, please fax it to (973) 285-4141.

Should you have any other billing questions, please contact Delta Dental's Billing Department at (973) 285-4119 or (973) 285-4065. Should you have any questions about eligibility or student documentation, please contact our Enrollment Department at (800) 452-9310.

New Data Shows Delta Dental Continues Offering Largest Networks

A new report shows that the Delta Dental national PPO networks remain the largest in the nation, a position we have held for more than five decades.

The Delta Dental Premier® dental network offers more than 124,000 participating individual dentists in more than 179,000 office locations nationwide. The Delta Dental PPO network includes more than 62,000 individual dentists in more than 102,000 office locations. Both networks represent the largest in their respective classes, with three out of every four dentists in the nation participating in one or more of our networks.

Your employees can easily find which of these participating dentists practice near their home or office using our Web site. Just go to www.deltadentalnj.com and click “Delta Dental’s Dentist Search” under “Looking for a Dentist?” on our home page to get started.

“Having the largest networks of dentists in the nation is tremendously important because it means we can deliver maximum access and freedom of choice with minimal disruption or inconvenience to our 50 million subscribers,” says Kim

Volk, president and CEO of Delta Dental Plans Association. “Our networks represent a critical part of fulfilling our commitment to promoting good oral health by creating access to affordable dental care.”

The size and strength of our networks relies on a number of factors. First, the 39 independently operating member companies that comprise our national system allow for locally based recruitment and dentist relationships, even while all part of a single, uniform nationwide network.

From everyday operations to the highest levels of management, we also employ more licensed dentists and dental professionals on staff than other dental carriers. This ensures that dentistry’s needs and concerns are represented—imperative to maintaining network credibility and stability.

“We work hard at developing and maintaining relationships with dentists, and it shows in our networks,” says Volk. “They’re more than just numbers to us—they’re partners in helping to advance solutions for great oral health.”

Member News Helps Employees Take Charge

You can help educate your employees about the importance of oral health. One way is by encouraging them to subscribe to *Member News*. *Member News* is our free monthly e-mail newsletter. Articles cover oral health and dental benefits issues. To subscribe, visit our Web site at www.deltadentalnj.com. Scroll over “Members,” click “Newsletter,” then enter your e-mail address into the subscription box.

To help get the word out about *Member News* to your employees, we have a free promotional flyer you can download and distribute. The flyer was recently updat-

ed to reflect the publication’s new look and name. You can post the flyer on bulletin boards, or distribute it through e-mail, interoffice mail or with people’s paychecks.

To download a copy, visit our Web site at www.deltadentalnj.com. Click “Employers” and then “Member News Flyer” in the Document Download area.

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We’ve Got a New Look

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Graphic Concepts Printing of Bound Brook, New Jersey, uses renewable energy and sustainable materials. Its environmental printing services are certified by both the Forest Stewardship Council (FSC) and Green-e. *Employer News* is created with Green-e certified renewable energy and with paper materials derived from a well-managed, FSC-certified forest. In addition, the inks used in its offset printing process are made from environmentally-friendly soy and vegetable oils derived from crops primarily grown in the U.S.

We’re proud that *Employer News* helps protect our natural resources keeping our brand promise to you.

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In Connecticut, Delta Dental Insurance Company writes dental coverage on an insured basis and Delta Dental of New Jersey administers self-funded dental benefit programs.

