

Employer News

NOVEMBER 2010



Thanks for Participating in Our Survey!

More than 500 benefits managers responded to our annual Delta Dental Benefits Manager Survey. We appreciate everyone's feedback. Our survey helps us measure our performance and identify opportunities to serve you even better. You can be assured that we read every comment and we value your input.

Our annual benefits manager survey is just one way we track customer satisfaction. We also conduct shorter "pulse" surveys, which we send to a small group of benefits managers each quarter. And, twice a year we also survey our members.

Thank you again for your participation!

Good Oral Health Can Keep Members Smiling Through Their Golden Years

Fifty years ago, people expected to lose their teeth by the time they became grandparents. Now, many people live well into their eighties and beyond with their full set of teeth.

Delta Dental emphasizes the importance of good oral health at every stage of life—and it's especially critical as we age. Poor oral health may be linked to serious, even life-threatening, conditions including diabetes, heart disease, and stroke. Delta Dental recently created a public service announcement video to remind us about the connection between oral health and overall health.

"Dental care doesn't stop when you get older," says Dr. Andrew Greenberger, the New Jersey periodontist who narrat-



ed the video. "It's more important than ever to take good care of your mouth, whether you have your natural teeth or wear partial or full dentures. Good oral health leads to good overall health, and by contrast, poor oral health can lead to serious disease."

To view the video, go to www.deltadentalnj.com. Click "Video Library" and "Senior Dental Health Awareness Video."

Benefits Connection Puts Claims Info at Employees' Fingertips

Hardly anyone can fully recall details of events that happened months ago. But with Benefits Connection, members can access important information about their previous dental appointments.

This free online tool allows members to access several years' worth of Delta Dental claims for themselves and their dependents. With just a few clicks, they can find the name of the treating dentist, dates of service, procedures performed, payment information, and more.

And that's not all. Benefits Connection also provides detailed information about their benefits and eligibility information—all conveniently and securely available via their computer.

To help you educate employees about Benefits Connection, we developed a free downloadable flyer, which you can post on bulletin boards or e-mail. Go to www.deltadentalnj.com. Click "Employers" and "Member News Flyer" under "Resource Center."

Research Confirms Possible Association between Periodontal Disease and Cardiovascular Disease; New Option Provides Additional Benefits

The Delta Dental Plans Association (DDPA) recently commissioned the University of Michigan School of Dentistry to review existing scientific research concerning the association between periodontal disease and cardiovascular disease. The result was a comprehensive report citing evidence that periodontal disease may play a role in severe and often fatal cardiovascular events.

DDPA recognizes that the emerging science underscores the importance of managing periodontal disease. In order to provide access to appropriate levels of care, employers may want to consider covering additional periodontal maintenance for patients with cardiovascular conditions.

Delta Dental of New Jersey has already begun to offer additional benefits for these patients. Our Integrated Oral Health Option enables companies to offer extra protection to their members with cardiovascular disease and certain other conditions with no impact to their benefit dollar the first year. Eligible members will receive up to four dental cleanings and/or periodontal maintenance procedures per benefit period. (Most plans limit these treatments to two per year.)

By offering this extended benefit to those who need it, you can help employees better manage periodontal disease and their overall health. For information about our Integrated Oral Health Option, please call your Account Executive or our Marketing Department at 800-624-2633.

Delta Dental Classic Raises \$46,500 for Special Olympics

Special Olympics New Jersey (SONJ) was the big winner of the Twentieth Annual Delta Dental Golf Classic on June 30th. The annual event helps support SONJ programs and services. Over the past 20 years the Delta Dental Classic has raised more than \$760,500 for SONJ.

Winning golfers include:

1st Place Low Gross (Women):

Dr. Barbara Rich

1st Place Low Gross (Men):

Jim Schulz

1st Place Gross Team: Dr. Augie

Pellegrini, Dr. Charles Perle,
Dr. Barbara Rich, and Jim Schulz

Special thanks to all of our participants and sponsors, whose contributions enable more Special Olympians realize their athletic dreams. Stay tuned for details about the Twenty-First Annual Delta Dental Golf Classic, which will take place in 2011.

For more information, please e-mail Jennifer Appaluccio at jappaluccio@deltadentalnj.com or call 973-285-4059.



Delta Dental volunteers at this year's annual golf outing include (from left): Annette Baker, Jonelle Kleiven, Jon Jensen, MaryAnn Rosamilia, Diane Belle, Christine Biss, Jen Appaluccio, and Sonal Paoello.

Team Wins Award for Building Dental Network

Delta Dental's network coordinators won Silver Awards at the Delta Dental Plans Association Provider Relations Seminar in July. The awards were for achievement in network growth. Pictured from left are: Dental Network Coordinator Kim Alberico, Dental Network Coordinator Susan Chase, Dental Network Manager Bobbi Homeyer, and Dental Network Coordinator Beth DeCapio.



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