It’s a Good Time to Go PPO!

Delta Dental of Virginia appreciates all of our participating dentists, as our networks continue to give us a competitive advantage. If you are still a Delta Dental Premier® only dentist, now is the right time to take another look at Delta Dental PPO™. Delta Dental PPO is quickly becoming the plan of choice for employers seeking a more cost efficient solution for dental benefits while lowering the out-of-pocket costs for their employees. Employers actively encourage their employees to select Delta Dental’s PPO network dentists because their out-of-pocket expenses may be lower.

Following is a list of new companies that have signed on with Delta Dental for 2014 and included PPO in their contracts:

<table>
<thead>
<tr>
<th>Group Name</th>
<th>Location</th>
<th># of Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Norfolk Schools</td>
<td>Norfolk</td>
<td>10,000</td>
</tr>
<tr>
<td>VCU Health System</td>
<td>Richmond</td>
<td>4,200</td>
</tr>
<tr>
<td>American Woodmark</td>
<td>Winchester</td>
<td>3,600</td>
</tr>
<tr>
<td>Orange County</td>
<td>Orange County</td>
<td>800</td>
</tr>
<tr>
<td>Isle of Wight County Schools</td>
<td>Smithfield</td>
<td>560</td>
</tr>
<tr>
<td>ENSCO, Inc.</td>
<td>Falls Church</td>
<td>450</td>
</tr>
<tr>
<td>Sumitomo Machinery Corp.</td>
<td>Chesapeake</td>
<td>340</td>
</tr>
<tr>
<td>Eggleston Services</td>
<td>Norfolk</td>
<td>245</td>
</tr>
<tr>
<td>Associated Distributors</td>
<td>Chesapeake</td>
<td>216</td>
</tr>
<tr>
<td>Virginia Eye Institute</td>
<td>Richmond</td>
<td>215</td>
</tr>
<tr>
<td>Rosner Automotive Group</td>
<td>Fredericksburg</td>
<td>207</td>
</tr>
<tr>
<td>Newport Hospitality Group</td>
<td>Williamsburg</td>
<td>200+</td>
</tr>
<tr>
<td>Haley Automotive Group</td>
<td>Richmond</td>
<td>180</td>
</tr>
<tr>
<td>Dominion Youth Services</td>
<td>Richmond</td>
<td>130</td>
</tr>
<tr>
<td>SyCom Technologies</td>
<td>Richmond</td>
<td>129</td>
</tr>
</tbody>
</table>

It is also important to note that, effective October 2013, the Tricare Retiree Dental Program classified Delta Dental Premier as Out-of-Network.

Whether you are a new dentist looking to build your practice, an established dentist wanting to expand or take on a new associate, or you are near retirement and want to build the value of your practice, joining the Delta Dental PPO network could be right for you.

If you would like more information about Delta Dental PPO participation, please contact Provider Relations at 800.367.3531.
Benefits Designed for Better Health

Delta Dental has several benefit programs designed to encourage proactive oral health care and manage high risk conditions. Help your patients understand how these valuable programs may improve their oral health and help save with out-of-pocket expenses.

Prevention First

Prevention First™ is available to our groups and is a great way to encourage employees to have regular preventive dentist visits. With this benefit, visits to the dentist for preventive care and diagnostic services (typically X-rays, exams and cleanings) will no longer count against the plan year maximum benefit amount. Employees won’t be “penalized” for their regularly scheduled cleanings and checkups, but will be rewarded with the entire annual maximum benefit amount for other covered services when needed throughout the plan year. The exclusion of preventive and diagnostic services from the annual benefit maximum does not affect any of the other valuable benefits already included in their dental coverage. Cleanings and preventive visits are still covered at the current co-insurance level of the group’s dental plan benefits.

MaxOver

MaxOver® is an added feature to the plan’s annual maximum benefit allowance, designed to reward employees who do not use all of their annual maximum during a benefit period. This feature is standard on most small group plans and can be added as an option to large group plans.

The MaxOver benefit rewards members who receive preventive care services by allowing them to roll over a portion of their annual maximum for use in future years. Generally, members are eligible for MaxOver if they meet the following criteria:

1. Members must have at least one preventive exam during their benefit period.
2. Members with natural teeth must have at least one cleaning during their benefit period (this requirement is waived for members who have no natural teeth).
3. Claims paid during the benefit period must be less than the MaxOver claims threshold.
4. Waiting periods on Major Services (if applicable) must be met.

Once met, the appropriate MaxOver amount will be carried forward for use at a future date. That means the level of coverage to which members have access can actually increase over time. So, when members need a procedure that costs more than the plan’s annual maximum, the funds in the MaxOver account can help meet the difference.

A Healthy Smile can mean a Healthy You

Healthy Smile, Healthy You® offers additional benefits for four important health conditions connected to oral health:

- Pregnancy
- Diabetes
- Certain High Risk Cardiac Conditions
- Cancer being treated via radiation and/or chemotherapy

Members who have one of these conditions can enroll in the program to become eligible for one additional cleaning and exam beyond the ordinary limit per benefit period. For pregnant members, the additional service will be during the term of their pregnancy. Cancer patients will also be eligible for an additional fluoride application beyond the age limit specified by their group contract.

Not sure if your patient has one of these benefits? It’s easy to determine by accessing their benefits through our secure website at DeltaDentalVa.com!
Delta Dental of Virginia Foundation 2014 Grant Recipients

The Delta Dental of Virginia Foundation is proud to announce our 2014 grant recipients! In December 2013, the Foundation awarded $716,000 to 30 organizations in Virginia for programs working to improve oral health through education, research, or access to care for the under-served. For the complete list please visit our website: DeltaDentalVa.com/grantrecipients2013.aspx.

Delta Dental of Virginia Foundation is currently accepting grant applications from Virginia non-profit organizations seeking funding for initiatives to improve oral health. Applications are being accepted now through September 30, 2014.

Organizations eligible to receive grants include governmental agencies or educational institutions, entities holding a 501(c)(3) tax-exemption, or organizations with a 501(c)(3) tax-exempt fiscal sponsor. Additional information about the Delta Dental of Virginia Foundation and the grant application process can be found at DeltaDentalVa.com/ddvafoundation.aspx.

Don’t Miss Our CE Course in August!

Join us on August 15 for our annual CE Seminar, this year featuring Laura Jamison, one of dentistry’s most successful and highly respected consultants, presenting “Team Building.” Learn how to attract and hire exceptional employees, create professional training programs and have productive team meetings while improving your patients’ perception of your practice.

Register today using the enclosed Seminar Registration form. Hurry! Space is limited, discounted hotel rates will only be available if you book before July 15.

Housekeeping – All Dentists Must Be Registered

Please note that all dentists in a practice, not just the owners of the practice, must be registered with us by providing their name, Tax ID number, license number and effective date. There are two areas on the claim form – one for practice information and one for the treating dentist information. The dental office must always report the actual treating dentist name and not use the owner’s name as the treating dentist for associates. Claims payments will continue to go to the billing provider’s address or be drafted to the billing provider’s account.

Also, please notify us if a location closes or an associate or dentist leaves the practice.
Get Paid Faster with EFT!

Don’t take it from us. Meet Melinda Marlow, Office Manager at Dr. William Hefele, DDS, Ashland, VA.

“I love Delta Dental’s Direct Deposit… it’s awesome! It’s right there, right now! You get paid within a week. It’s easy and simple! It makes my life easier and is one less thing I have to worry about!”

So jump on the EFT bandwagon and see why Melinda Marlow thinks it’s awesome. You can submit the form included with this newsletter or download it directly from the Provider portal of our website.
Back by popular demand, combine your summer break with 6.5 AGD Continuing Education (CE) credit hours and Delta Dental of Virginia! Join us on August 15, 2014 for our annual summer CE Seminar featuring Laura Jamison from Jamison Consulting. One of dentistry’s most successful and highly respected consultants, Laura will present “Team Building,” a seminar where you will learn how to attract and hire exceptional employees, create professional training programs, have productive team meetings, resolve conflict with consideration, and develop value for your team while learning more about your own personality. Improve your patients’ perception of your practice by learning essential team building skills that will boost both employee morale and the bottom line. All course materials, break refreshments and lunch will be included.

Send in your registration information and course fees today to continue your education with Delta Dental.

Provider Name:_________________________ Provider License Number:____________________
Address:_________________________________________________________________________
City:_________________________ State:____________________ ZIP:____________________
Phone Number:_________________________ Fax Number:_________________________
Email Address:_________________________
Attendee Name:_________________________ Attendee Name:_________________________
Attendee Name:_________________________ Attendee Name:_________________________

CE Seminar Registration Fees
(non-refundable course fee must be included with registration form):

Participating offices: $25 each attendee x _________ = __________
Non-Participating dentist: $295 each attendee x ___________ = __________
Non-Participating office staff: $110 each attendee x __________ = __________

Parking is not included in registration fee; Attendee will be responsible for any parking charges.

Space is limited, so reserve your seats today.
Make checks payable to Delta Dental of Virginia and return to:
Delta Dental of Virginia; ATTN: Provider Relations
4818 Starkey Road, Roanoke, VA 24018
Fax 540.774.7797
For more information, please call 800.367.3531, ext. 3328
Please return this form to: Delta Dental of Virginia, 4818 Starkey Road, Roanoke, VA 24018

**Reason for Submission:**
- ☐ New Authorization: Complete sections A, B, C, D, and G
- ☐ Cancellation: Complete sections A and F
- ☐ Changes to an existing Authorization: Complete sections A, B, C, E, and G

### A. Dentist Information

<table>
<thead>
<tr>
<th>Provider's Complete Legal Name:</th>
<th>Practice Name:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address:</td>
<td>City:</td>
</tr>
<tr>
<td>Phone Number:</td>
<td>Fax Number:</td>
</tr>
<tr>
<td>Name of Office Contact:</td>
<td>Email Address:</td>
</tr>
<tr>
<td>Provider National Provider Identifier (NPI) if applicable:</td>
<td>Assigning Authority:</td>
</tr>
<tr>
<td>Provider Tax Identification Number (TIN):</td>
<td>Provider License Number:</td>
</tr>
</tbody>
</table>

### B. Banking / Financial Institution Information (Please Print or Type)

<table>
<thead>
<tr>
<th>Financial Institution's Name:</th>
<th>Account Number:</th>
<th>Routing Number:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Address:</td>
<td>City:</td>
<td>State:</td>
</tr>
<tr>
<td>Telephone Number:</td>
<td>Type of Account:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>☐ Checking</td>
<td>☐ Savings</td>
</tr>
<tr>
<td></td>
<td>☐ Provider TIN</td>
<td>☐ NPI</td>
</tr>
<tr>
<td>Account Number Linkage to Provider Identifier:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>☐ Provider TIN</td>
<td>☐ NPI</td>
<td></td>
</tr>
</tbody>
</table>

### C. ERA Enrollments

Are you planning on using a Clearing House to receive your ERA?  ☐ Yes  ☐ No
Method in which you will receive the ERA:  ☐ Website  ☐ Other
If Yes, please provide the Clearing House name:

### D. New Authorization

I authorize and request Delta Dental of Virginia (hereinafter called DDVA) to send the net claims check directly to my bank or other financial institution as specified in Section B of this form. I understand I may terminate this agreement at any time by completing another “Direct Deposit Authorization” or in any event by sending a thirty (30) day written notice to terminate (with new request/instructions for future payment).

__________  ____________
Dentist Signature  Date Signed

### E. Change Authorization Statement

I authorize and request DDVA to make the changes indicated on this form. I will allow DDVA thirty (30) days from date of receipt of this document to accomplish these changes.

__________  ____________
Dentist Signature  Date Signed

### F. Cancellation Statement

I authorize and request DDVA to terminate authorized direct deposits to my account. I will allow DDVA thirty (30) days notice from receipt date of this document to accomplish these changes. Unless otherwise noted, upon such cancellation (future) payments will be made to the participating dentist.

__________  ____________
Dentist Signature  Date Signed

### G: This step is EXTREMELY important, as your application cannot be processed without a voided check.

Please mark the validation attached:  ☐ A voided check  ☐ Your bank’s letterhead with account and routing numbers

If you have any questions or comments regarding the completion of this form, please contact Delta Dental of Virginia at 800.367.3531.