



NEWS RELEASE

For Immediate Release

Delta Dental of Virginia
4818 Starkey Road
Roanoke, VA 24018

Contact:
Jamie Akers, Communications Manager
Delta Dental of Virginia
540-989-8000 X 3192

DELTA DENTAL OF VIRGINIA ADDS TO SALES TEAM

Roanoke, VA – May 5, 2009 – Robin King has joined Delta Dental of Virginia as Small Group Sales & Broker Relations Manager. In this role, King is responsible for overseeing new small group business development and retention of existing accounts, as well as maintaining and enhancing relationships in the broker/consultant community throughout Virginia. King will work in Delta Dental’s sales office in Richmond.

King most recently held the position of Senior Consultant for Wachovia Insurance Services and, prior to that, spent over 20 years with Anthem Blue Cross and Blue Shield.

“Robin’s experience and expertise enable him to work with small business owners to develop and maintain affordable, quality dental benefits coverage for their employees,” said Dave Werner, director of sales, Delta Dental of Virginia. “He is a real asset to our small group sales team and the small business owners he serves.”

About Delta Dental of Virginia

Delta Dental of Virginia, headquartered in Roanoke, was created in 1964 by the Virginia Dental Association and chartered by the General Assembly, as a not-for-profit service corporation the same year. Delta Dental provides employee dental benefits through a variety of managed fee-for-service and PPO plans covering over 1.3 million enrollees in over 3,100 groups. Delta Dental of Virginia is a member company of the Delta Dental Plans Association, the nation’s largest, most experienced dental benefits carrier providing dental coverage to over 51.6 million people in over 93,000 groups across the nation.

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