



NEWS RELEASE

For Immediate Release

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Delta Dental of Virginia Appoints Brian Shields as Director of Sales

RICHMOND, Va. (June 18, 2015) – Delta Dental of Virginia is pleased to announce the appointment of Brian Shields as director of sales and account management.

In his new position, Shields will be responsible for managing all retention activities for group markets across Virginia. He will work in the company's Richmond office.

Prior to joining Delta Dental of Virginia, Shields worked for United Healthcare in Richmond where he served as director of sales and account management.

Shields brings more than 20 years of healthcare and insurance sales experience to the Delta Dental of Virginia team. He is a graduate of the University of Richmond and holds a Bachelor of Arts in Economics.

About Delta Dental of Virginia

Delta Dental of Virginia was created in 1964 as a not-for-profit service corporation. Delta Dental provides employee dental benefits through a variety of managed fee-for-service and PPO plans covering more than 1.9 million enrollees in more than 4,400 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 more than 62 million people in more than 114,000 groups across the nation. For additional information about Delta Dental of Virginia, visit www.deltadentalva.com. For more oral health information, subscribe to our [blog](#) and follow us on [Facebook](#) and [Twitter](#).

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