

## Delta Dental of Washington

### Individual and Family Broker Webinar

#### **FAQ from webinar**

##### **Q. What is your best I&F seller?**

A. The Premium Plan is the best seller at 42%, the Clear Plan second with 25%.

##### **Q. Can you purchase just a vision plan?**

A. DeltaVision is only available bundled with dental.

##### **Q. Compared to VSP why is DeltaVision better?**

A. VSP is a partner, not a competitor. Both plans are comparable in premium and benefits. And they use the same network, VSP Choice.

##### **Q. Can we get a notification when our clients renew to address any new options for them?**

A. If you are logged into the I&F portal you can view client renewal dates. Add-ons or changes can only occur within 30 days of renewal time.

##### **Q. Will the \$25 promotion be for any new I&F business or can it only be applied if vision is added?**

A. It can be applied for adding vision and any new business that is effective Aug 1 or Sep 1.

##### **Q. How does the CE voucher work?**

A. The CE voucher is only available to those who attended the webinar. We will be sending a follow up email to you and include your personal course code. This code can be used on the WebCE website to pay for your classes.

##### **Q. Can we see our group business in the I&F portal?**

A. No there are separate portals, one for group business and one for I&F business.

##### **Q. Can the dental plans be used along with a Medicare Advantage dental rider?**

A. Yes a person can have multiple individual plans.

**Q. Are any plans available to minors only?**

A. The Clear plan allows dependent only coverage.

**Q. For plans with a waiting period, are you waiving the waiting period for prior coverage with any carrier or just prior Delta coverage?**

A. Yes, prior comprehensive dental coverage with any carrier waives waiting period. Here is the language used in our filed contracts “Any waiting periods will be waived for you if you were covered under another insured dental plan for at least 12 continuous months before you enrolled in this plan, but only if there was no more than a 63-day gap between your previous plan and this plan.”

**Q. Family Advantage Plus Plan Ortho – does the wait period still apply even if they have had comprehensive coverage?**

A. This plan has not been filed yet. We will share more information after it is filed with the WA Office of Insurance Commissioner.

## **Important Contact information**

### **DELTA DENTAL OF WASHINGTON INDIVIDUAL PLANS**

Your Wisconsin team

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