

New Plans and Summer Fun!

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Direct Access Dental Plans- NEW NETWORK = MORE STATES!

We often say that not all dental plans are created equal. Our team is driven to provide uniquely valuable products and services to our members. Part of our core mission is to provide access to quality affordable dental care and succeeding in that mission involves an ongoing analysis of products, networks, and services. It is a project, but it ensures that we are offering the best products to members across the country.

After a thorough review, the products in Utah and Idaho are not changing. Our current provider network is comprehensive and offers some of the best discounts we have seen anywhere. You can be confident in knowing that Utah and Idaho members are receiving tremendous value.

To facilitate our accelerating nationwide expansion, we have partnered with a new national provider network. This new network is in addition to our current network partner, DenteMax. **The result is more providers to choose from in 45 states!**

Beginning July 1st, 2014, Direct Access products will be available in 47 states!

The new products will be called Direct Access Value, Direct Access Value Plus, Direct Access Premier, and Direct Access Premier Plus. They will be available everywhere but: UT, ID, WA, VT, and MT.

The concept is the same, members will save 20%-60% on dental care, but will now have access to **over 200 credentialed dental access points nationwide**. The "Plus" products will include discounts on vision, hearing, and Rx.

Part of this transition will involve members in states other than UT, ID, WA, VT, and MT receiving new cards. The new combined network will include all of the same dentists, plus many more, so no change or paperwork is necessary. Simply start using the new card beginning July 1. If you or your clients have any questions, please contact us anytime.

Please be aware that marketing materials are now state specific. Please include your target states in your materials requests so we can ensure you receive the proper sales literature. We are excited for the opportunity that this new network will provide!

Dental Education: What foods are damaging your teeth?

Did you know that some foods can cause more damage to your teeth than others? The American Dental Association has compiled a list of the top 9 foods that damage teeth (see below). For more information please visit www.mouthhealthy.org. **ICE** - specifically, chewing ice. Ice is great to cool off your summer drink, but chewing it causes damage to your teeth.

CITRUS - Citrus is an important part of our diet, however, too much can damage the enamel on your teeth.

COFFEE and TEA - high acidity, staining, dry mouth, and sugary additions all make this a potential problem. If you do consume coffee or tea, consider following it with a glass of water.

STICKY FOODS - dried fruits and trail mix can be a healthy alternative to sugary sweets. However, they are generally a sticky food that can stay stuck to your teeth longer than other types of food. The next time you reach for a healthier snack don't forget to rinse with water and then brush and floss your teeth later.

STARCH - everyone enjoys the occasional crunch of potato chips, especially with a summer BBQ. The next time you indulge, be sure and floss well to ensure all starch has been removed from between teeth since starch can increase plaque build-up.

SUGARY FOOD and DRINKS - the next time you enjoy a soda, sports drink, or sugary treat don't forget the water. Plaque uses sugar to produce acids that damage the enamel of your teeth. Even diet soda is acidic and therefore bad for your teeth. By drinking water with or after consuming soft drinks or sugar, you will help reduce the acid in your mouth.

ALCOHOL - can cause dry mouth and dehydrate your body. Those who consume excessive amounts of alcohol may notice an increasingly dry mouth over time. When there is not enough saliva being produced, the risk for tooth decay and oral infection increases. The solution: limit your intake and make sure you are staying hydrated.

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