



DENTAL • VISION • LIFE • DISABILITY
anthem.com/specialty

Setting you up to close Q4 and Q1 business

Big savings for your clients.

- Q4 Specialty rate pass and 24 month rate guarantee on new dental, vision, life and disability plans.
- 9% average dental rate reduction on Metallic dental plans.
- 5% bundling discount when new dental is purchased with vision, life and/or disability.
- Additional premium discounts available on new 26+ dental quotes and 10+ L&D quotes. Contact your sales rep or Connect team at connect@anthem.com or 877-567-1802.

New products. No waiting periods.

- New Metallic dental plans with more benefits for 1/1/19 effective dates, quoting begins 10/1/18.
- New Dental Net DHMO plans with more than 200 additional covered procedures for 1/1/19 effective dates, quoting begins 11/1/18.
- No waiting periods on employer sponsored dental plans.

Easy enrollment.

- Lowered participation to 25%, requires only two enrolled on 5-100 groups; and 65% participation with only two enrolled on 2-4 groups.
- No DE-9C required when enrolling dental, vision, life and/or disability.

Sales tools to win more business.

- Updated Metallic PPO dental rate cards:
Q4 2018: [Platinum](#), [Gold 80th OON](#), [Gold 90th OON](#), [Silver](#), [Bronze](#)
Q1 2019: [Platinum \\$2000](#), [Platinum \\$2500](#), [Gold](#), [Silver](#), [Bronze](#)
- Updated [2019 Dental Net DHMO rate cards](#)
- Updated [one-page Benefit Modification form](#) enables in force medical groups to add Specialty benefits without a group application form.

Top Selling Dental Plans

1. Platinum Dental Complete PPO (includes implants and posterior composite restorations, 90th OON)
2. Gold Dental Complete PPO (includes implants and posterior composite restorations, 80th or 90th OON)
3. Silver Dental Complete PPO (80th OON)

Top Selling Vision Plans

1. Blue View Vision: A1 and A4 (12/12/12) and
2. Blue View Vision: B3 and B4 (12/12/24)

Contact Anthem Connect

connect@anthem.com

877-567-1802