

# The Bridge

News you can use from Delta Dental of Tennessee

Fall 2007



*Drs. Christ & Pillion  
Bristol*

*For Participating Dentists and Staff*

## What's New:

### New Individual Plan introduced

Coverage no longer limited to groups

### Evidence-based dentistry

New benefits for those with heart condition

### Still growing

See insert for the latest update of new Delta Dental groups.

## Delta Dental and Nashville Predators Encourage Kids to "Protect Your Fangs"

The Nashville Predators and Delta Dental of Tennessee have teamed up for the "Protect Your Fangs" campaign, an initiative to encourage use of mouth guards to prevent injury and maintain oral health.



*Nashville Predator Jordin Tootoo and Delta Dental CEO Phil Wenk, D.D.S., assist a young hockey player with his mouth guard.*

The National Youth Sports Safety Foundation estimates that sports-related injuries will result in the loss of about 5 million teeth for U.S. youth this year, with nearly \$500 million spent on replacing these teeth. Without protection, children's teeth are 60 times more susceptible to damage.

"Mouth guards are critical to preserving the oral health of children who participate in sports and extreme play. By the age of 10, most children have developed the majority of their permanent teeth, and damage to, or loss of, these teeth will have a lifetime effect," says Phil Wenk, D.D.S., president and CEO of Delta Dental of Tennessee.

The Predators Youth and Amateur Hockey Department distributed more than 3,000

free "boil and bite" mouth guards to all registered ice and inline hockey players ages 4 to 17 across the state.

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## UT Annual Seminar



The Delta Dental of Tennessee/UT Annual Seminar was held September 14 at Embassy Suites Cool Springs. Thomas E. Dudney, D.M.D., presented his course, "The Art and Science of Dental and Facial Aesthetics" to the nearly 100 dentists and staff in attendance.

The day was filled with Dr. Dudney's practical informational "pearls" that providers and staff could take back to their offices and incorporate into their diagnosis and treatment regimens for their aesthetic cases.

Continuing with the tradition of supporting continuing education for participating dentists, Delta Dental will work with UT to bring you new and enlightening programming next year.

## Claims Notice: Submission Requirement

When submitting claims to any Delta Dental, the **license number of the treating dentist must be on the claim.** For group practices and associates, the claim will be paid to the Taxpayer Identification Number, but the treating dentist is required to submit the claim with his/her license number.

We ask that any changes in your practice be submitted in writing to our Professional Relations Department. Examples would be:

- Another dentist joining your practice
- A dentist leaving your practice
- An additional office location or closing of an office location
- Address, telephone number
- Tax Identification Number

# Delta Dental Debuts Individual Coverage

**D**elta Dental of Tennessee is now offering the Delta Dental Individual Plan, dental coverage plans for individuals and families residing in Tennessee. After more than 35 years in the industry, Delta Dental's new Individual Plan is the first of its kind in company history.

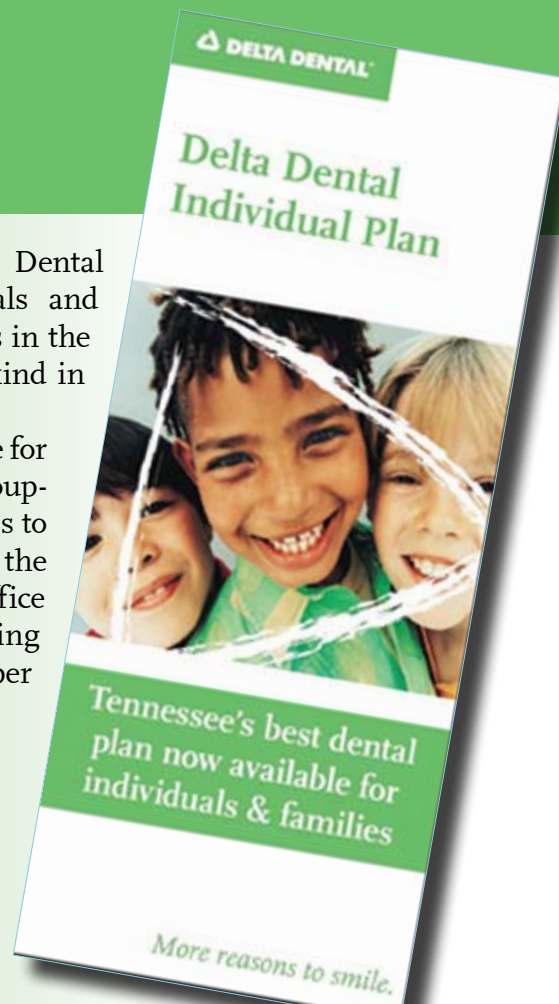
The Delta Dental Individual Plan offers an affordable alternative for individuals and families who otherwise do not have access to group-based dental insurance. Enrollees of the new plan will have access to the Delta Dental Premier Network. This network is the largest in the nation with more than 121,000 dentists in more than 174,000 office locations. The Individual Plan features superior benefits, including preventive, basic and major services starting at less than \$30 per month. As an added value, members will also enjoy:

- Vision care discounts up to 30 percent through EyeMed Vision Care<sup>SM</sup>
- Hearing care discounts and free screenings from Beltone<sup>TM</sup>
- Pharmacy discounts from CareMark<sup>®</sup>
- Access to Passport Dental<sup>SM</sup>, an international referral service

"Not everyone is fortunate to have access to employer-based group benefits such as dental insurance," says Phil Wenk, D.D.S., president and CEO of Delta Dental of Tennessee. "We created this plan for working class citizens, as well as retirees, across Tennessee so they can better maintain their oral health and potentially keep their overall healthcare costs down."

Since its inception, Delta Dental has provided dental benefits to Tennessee's leading employers. In addition to the Individual Plan, the company offers group benefits starting with only two employees. For more information on the Individual Plan call (800) 223-3104 or visit [www.DeltaDentalTn.com](http://www.DeltaDentalTn.com).

**Brochures are available for your office. Please contact [mstewart@deltadentaltn.com](mailto:mstewart@deltadentaltn.com).**



SERVICE**	COVERAGE (after deductible)		WAITING PERIOD
	In-network Delta Dental	Out-of-network	
<b>PREVENTIVE</b> Initial and Periodic Exams Routine Cleanings Fluoride Treatments X-rays	100% (deductible waived)	80%	None
<b>BASIC SERVICES</b> Emergency Treatment Fillings Simple Extractions Sealants	80%	60%	None
<b>MAJOR SERVICES I</b> Endodontics (Root canals) Oral Surgery Surgical Extractions Periodontics (Gum disease)	50%	40%	6 months
<b>MAJOR SERVICES II</b> Crowns Implants Bridges Partials and Dentures	50%	40%	12 months
<b>ANNUAL MAXIMUM</b>	\$1,000 per member		
<b>INDIVIDUAL DEDUCTIBLE</b>	\$50		
<b>FAMILY DEDUCTIBLE</b>	\$150		

# Preventing Infective Endocarditis

Delta Dental has expanded group coverage for patients with certain heart conditions to help them avoid infective endocarditis, a deadly heart infection. Delta Dental is the first dental benefits carrier in the United States to offer such coverage.

The announcement comes on the heels of new guidelines from the American Heart Association (AHA) recommending that only patients whose heart disease places them at the highest risk for infective endocarditis receive antibiotics as a preventive measure prior to dental treatment. This is a major change from previous recommendations, which called for premedication for a much larger group of patients with heart conditions. Instead, the AHA concluded that an increased emphasis should be placed on maintaining good oral health, citing that the cumulative exposure to bacteria from routine daily activities during one year may be as high as 5.6 million times greater than the exposure resulting from one tooth extraction. Infective endocarditis occurs when bacteria, often from the mouth, enters the bloodstream and attacks the lining of the heart.

Specifically, the benefit increases the frequency of dental or periodontal cleanings to four annually (versus the traditional two) for individuals with heart conditions that place them at high or moderate risk for developing infective endocarditis. The conditions include:

- A history of infective endocarditis
- Certain congenital heart defects such as having one ventricle instead of the normal two
- Individuals with artificial heart valves
- Heart valve defects caused by acquired conditions like rheumatic heart disease
- Hypertropic cardiomyopathy, which causes abnormal thickening of the heart muscle
- Individuals with pulmonary shunts or conduits
- Mitral valve prolapse with regurgitation (blood leakage)

## Welcome New Participating Dentists!

Lale Adams, Memphis  
Pradeep Adatrow, Memphis  
Stacie Arbor, Memphis  
Hilary Baer, Memphis  
James Dietrich, Nashville  
Joseph Dove, Memphis  
Elizabeth Forgey, Elizabethton  
Brenda Fowler, Germantown  
Chad Fowler, Franklin  
Thomas Gatgens, Jefferson City  
Mike Glasmeier, Antioch  
Alexander Goodman, Nashville  
Christal Hall, Cordova  
Brandon Harbin, Nashville  
Hugh Holliday, Nashville  
James Howard, Hendersonville  
Jeffrey Kalmowicz, Memphis  
Bennett Kizer, Knoxville  
Jeremy Lassetter, Hermitage  
Grace Lee, Clarksville  
Patrick McGee, Germantown  
Young Moon, Springfield  
Chad Porter, Gallatin  
Swati Rawal, Memphis  
Michael Reardon, Chattanooga  
Rosie Richmond, Memphis  
Emily Sheppard, Eads  
Kevin West, Hendersonville  
Jason White, Dyersburg  
Travis Wiles, Jonesborough  
Eric Wing, Kingsport  
Philip Witherspoon, Memphis



**Dr. Charles Christ & Dr. Todd Pillion**  
**Cover Shots**  
**Bristol Pediatric Dentistry**

When we began our buy-out transition and process of becoming a group practice, the task of switching provider information with all of the insurance companies seemed daunting.

Delta Dental was the first company to step forward and help us through this change. Mary Stewart guided us through the paperwork flawlessly. Our pediatric practice has worked with Delta for over 25 years and has always had a wonderful relationship. Their professional staff and extensive knowledge of dentistry allows easy communication and quick turn around time on claims.

Becoming a group practice has made no change in the top of the line service we have grown to love from Delta. As pediatric dentists, we love Delta Dental of Tennessee because a referral is not needed to be appointed with our specialty office. Dental surgery approvals are quick and do not put our patients at risk like the dragging feet of most insurance companies. Pre-determinations are processed in only a few days which allows our office to keep our patients informed. As our practice grows and expands into different areas of Tennessee, we look forward to continuing our relationship with Delta Dental of Tennessee.



If you would like a new 2008  
Delta Dental Desk Calendar  
please contact  
Professional Relations:

[mstewart@deltadentaltn.com](mailto:mstewart@deltadentaltn.com)



# Delta Dental / Nashville Predators Protect Your Fangs Campaign



*Nashville Predators Darcy Hordichuck and Jordin Tootoo hand out mouth guards to youth hockey players courtesy of Delta Dental and the Nashville Predators. Read the full story on page 1.*

## *Delta Dental Challenges all UTHSC Dental Alumni!*

In January, Delta Dental of Tennessee officially announced a challenge pledge of \$1.25 million toward the renovation of the University of Tennessee Health Science Center (UTHSC) Dunn Dental Building. For every dollar pledged by College of Dentistry alumni toward the refurbishing of the Dunn Building, an additional dollar, up to \$1.25 million, has been committed by Delta Dental of Tennessee.

We would like to remind all UTHSC Dental alumni how important these facilities are to the success of the College of Dentistry.

Persons interested in making a gift or pledge to the Dunn Building Renovation Gift Fund can contact Tim Lanier, Director of Development, at 800-733-0482 or [tlanier@utm.edu](mailto:tlanier@utm.edu).

**Save the Date!**  
**14th Annual Delta Dental/TDA**  
**Annual Charity Golf Classic**  
**Date: May 2, 2008**  
**Place: Hermitage Golf Course**  
**President's Reserve**

Delta Dental of Tennessee  
240 Venture Circle  
Nashville, TN 37228-1699

