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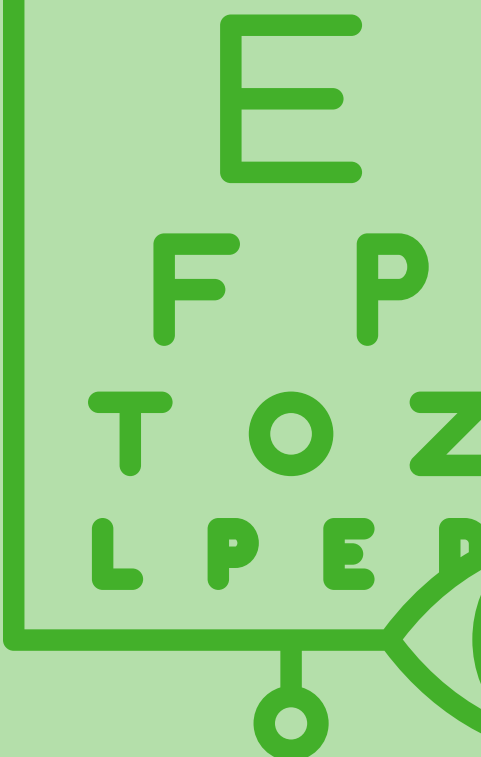
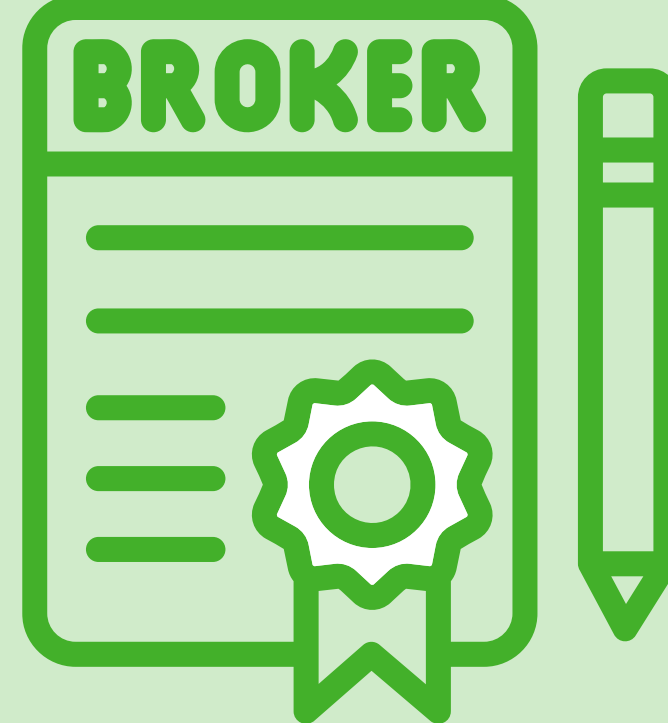
# Delta Dental

broker event

Delta Dental of South Dakota

20

25



CLAIM



# Meet our team members

## Group Admin & Sales



**Jeff**

President & CEO



**Dayna**

VP Growth &  
Customer Experience



**Jodie**

Sales &  
Account Management



**Ronelle**

Group  
Administration Manager



**Bronson**

Underwriting &  
Sales Management



**Micah**

Sales &  
Marketing Coordinator



**Kerrigan**

Group  
Administration

# About Delta Dental



A healthy smile can break the ice, brighten a day, and warm your heart. You feel like there's nothing you can't do. At Delta Dental, we believe in the power of your smile.



Nonprofit South Dakota company, member of the national Delta Dental Plans Association (DDPA).



Dedicated to advancing and improving oral health.





# DeltaVision<sup>®</sup>

The selling experience

Christine Dietz, EyeMed





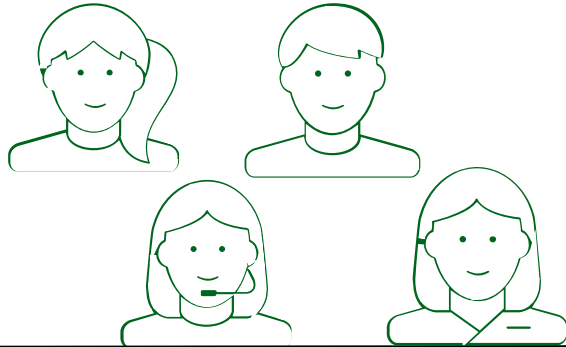
# VISION 101





# EssilorLuxottica: The Global Leader in Vision Care

Our People




> **200,000** Employees in over **150** countries focused only on the Vision Care ecosystem


46% North America

5% Latin America



37% EMEA

12% Asia-Pacific







Lens & Lens Treatments




Prescription Frames / Sun & Wearables




Contact Lenses



Managed Vision Care



Retail



Online Providers

Varilux®

Transitions™ Eyezen®

Crizal®  
Kodak LENS

TRUclear®

X-CEL™  
OPTICAL COMPANY

SharpView+®

Shore  
LENS COMPANY

ESSILOR  
ideal

ADVANCED

SA  
Signet Armorlite

Accolade  
Freedom™  
With FrameOptusion™ Technology

KB<sup>CO</sup>

FOSTER GRANT®

GLACIER

PLUS

Ray-Ban®

OAKLEY

COSTA

vogue  
eyewear

A | X  
ARMANI EXCHANGE

NATIVE  
EYEWEAR

RALPH  
RALPH LAUREN EYEWEAR

ARNETTE


COACH  
NEW YORK

MICHAEL KORS

EMPORIO ARMANI

SWAROVSKI

POLO  
RALPH LAUREN



TORY BURCH

TIFFANY & CO.

JIMMY CHOO

VERSACE

GIORGIO ARMANI

BURBERRY

DOLCE & GABBANA

RALPH LAUREN

miu miu

PRADA


Ferrari

MONCLER


alain mikli  
paris

CHANEL


OLIVER PEOPLES  
COVYEN




BRUNELLO CUCINELLI




essilor  
CUSTOM CONTACT LENS  
SPECIALISTS



NASSAU OOGP™  
VISION GROUP




X-CEL  
SPECIALTY CONTACTS



LENSCRAFTERS®

PEARLE  
EST. 1961  
VISION™

OPTICAL®

 sunglass hut

LENSCRAFTERS®


OPTICAL®


Ray-Ban

OAKLEY

GLASSES.COM

contactsdirect

 COSTA



Johnson & Johnson

CooperVision

BAUSCH + LOMB

Alcon

\* Not in PS  
Perimeter but  
distributed by EL

ESSILOR  
INSTRUMENTS

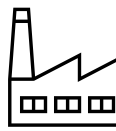
VISION SOURCE®

OPTI-PORT

perc

WALMAN

HELIX

 ESSILOR  
Labs & Partner  
lab Network

PULSE  
AUDITION

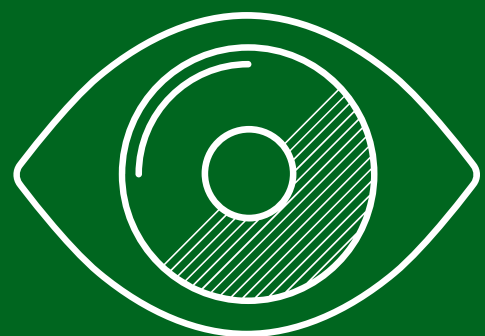


Affecting ***1 in 3 adults over 40 with diabetes***, what is the #1 cause of blindness in Americans?

A. Cataracts

B. Myopia

C. Diabetic Retinopathy



# KEYTA KEAWA YS



**Vision exams  
are important  
for a person's  
overall health.**

An annual routine  
eye exam could  
prevent 95% of  
vision loss caused  
by diabetes<sup>3</sup>.



**Vision plans are  
simple.**

Unlike other health  
plans, a vision plan is  
made up of just two  
components:

***Professional  
Services and a  
Materials Benefit.***



**Vision plans are  
valuable.**

On average, a vision  
plan will save a  
member 71%  
compared to paying  
retail.



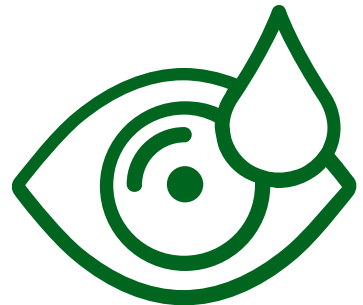
# **The Importance of Vision Care**



# VISION TRENDS – CONSUMER INSIGHTS



On average, employees log over **96 hours of screen time a week** with over one-third of that occurring at work – more with younger workers and those working remote<sup>1</sup>.



**50% of workers have at least one eye issue**, including blurred or poor vision, eyestrain and fatigue, or dry/itchy eyes. 63% of workers affected by these issues report they have a **negative impact on their productivity**, 55% say it affects their ability to focus, and 42% indicate it affects mental health<sup>1</sup>.



43% of all workers and **54% of Gen Z employees said their eye health was worsening.**<sup>1</sup>

<sup>1</sup>. [New Research from VSP Vision Care and Workplace Intelligence Finds 82% of Gen Z Employees Work Nights and Weekends, 54% Report Declining Eye Health](#)



# THE IMPORTANCE OF VISION CARE

Vision awareness and annual eye exams are an important component of an employee's overall health



## The need for vision care is real

- **75.8 % of US adults** wear some form of vision correction<sup>1</sup>
- The number of people in the United States who need vision correction is expected to increase to 192 million by 2025, up from 174 million<sup>2</sup>



## Employees value the benefit

- **91% of employees view vision benefits as important or very important<sup>3</sup>**
- 87% of employees would be more likely to stay at their company if offered high-quality vision benefits<sup>3</sup>



## Employers benefit by offering vision

- Regular vision care has been linked to improvements in overall health and wellness, productivity and member satisfaction<sup>4</sup>
- **Early intervention can save thousands for members with chronic conditions<sup>4</sup>**



Comprehensive eye exams are often early indicators of serious health conditions<sup>1</sup>

People are 4x more likely to get an eye exam than an annual physical.



The eye is the only opportunity to view blood vessels without expensive imaging or dissection

Early intervention can save thousands for members with chronic conditions<sup>3</sup>



Diabetes



Macular Degeneration



Melanoma



Alzheimers

1. US Dept. of Health, National Health Statistics Report #8, August 2008; 2. EyeMed book of business, 2017; 2. Centers for Disease Control and Prevention, 2015. 3Workforce.com” Special Report: Vision and Dental Benefits – More to See, More to Chew on”. 2015. 4 <https://www.optomap.com/optomap-screening/Image-Gallery-Blocks/#>

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Understanding consumer  
managed vision care  
trends helps clients  
**understand the vision  
care needs of their  
unique workforce<sup>1</sup>**

### **YOUNGER GENERATIONS:**

- Increasingly enrolling in vision benefits-increased screen time
- More proactive in using their vision benefit
- Most likely to get annual eye exams
- More likely to spend more money for fashionable frames

### **MIDDLE-AGED GENERATIONS:**

- Highest rate of managed vision care coverage
- Use their benefits only when necessary
- Have advanced and changing vision needs
- Willing to buy the fashion frames they want
- Spend more on lens products

### **AT OR BEYOND RETIREMENT AGE:**

- More likely to have managed vision care benefits
- More likely to get annual eye exams
- Have advanced vision needs
- More likely to simply replace their lenses
- 25% less likely to purchase contact lenses
- Twice as likely to buy only frames



<sup>1</sup>New Findings: How Do Different Generations of Patients Utilize Optical Care & Exercise Purchasing Power? Review of Optometric Business"; reviewob.com; March 24, 2023.



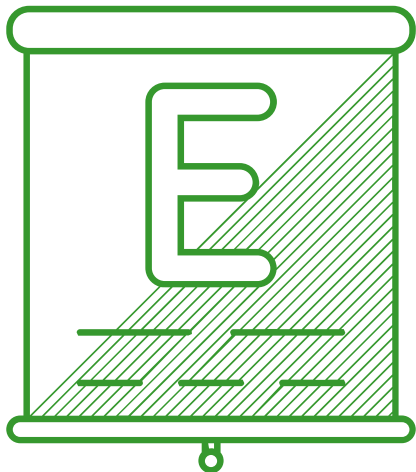


**VISION PLANS  
ARE SIMPLE**



# A snapshot of the vision benefit

Professional Services



**Comprehensive  
Eye exam**  
With a co-pay,  
every 12 months

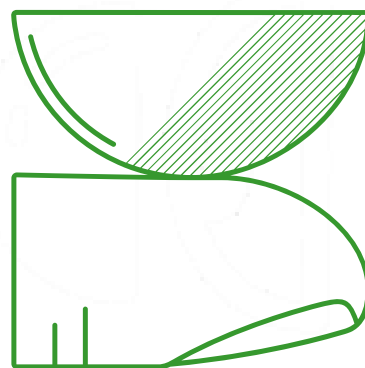
Materials Benefit



**Frame allowance**  
Every 12 or 24  
months



**Lenses**  
With a co-pay, plus fixed  
pricing on options, every  
12 months



**Contacts  
Allowance**  
With fit and follow-up,  
every 12 months

Sample - exam & materials benefit

Benefit	Member Cost	OON Reimbursement*
Eye Exam	\$10 copay	\$XX
Frame Allowance	\$0 copay; \$150 allowance, 20% off balance	\$XX
Standard Lenses (Single, Bifocal, Trifocal)	\$25 copay	Up to \$XX
Lens options: <ul style="list-style-type: none"><li>• Tint</li><li>• UV</li><li>• Scratch</li><li>• Polycarbonate</li><li>• Standard Anti-reflective</li><li>• Other Add-ons and services</li><li>• Standard Progressive</li><li>• Premium Progressive</li></ul> <div>Tier 1</div> <div>Tier 2</div> <div>Tier 3</div> <div>Tier 4</div>	\$15	N/A
	\$15	N/A
	\$15	N/A
	\$40	N/A
	\$45	N/A
	20% off retail price	N/A
	\$65 copay	N/A
	\$85 copay	Up to \$XX
	\$95 copay	Up to \$XX
	\$105 copay	Up to \$XX
Standard Contac t Lens Fit & Follow-up	\$75 copay; 20% off retail price less \$120 allowance	Up to \$XX
Contact Lenses	Up to \$40	N/A
	\$0 copay; \$150 allowance, 15% off balance on conventional lenses	Up to \$XX



A woman with long, wavy blonde hair is looking upwards and to the left. A professional, whose face is partially visible on the left, is holding a small, black, handheld device near the woman's chin. The background is a clinical setting with a white wall and a red chair.

# **Professional Services**

Eye exams Contact lens  
fitting

# Comprehensive Eye Exams

## More than just refraction

**Eye exams uncover needs for vision correction and contribute to overall wellness.**

Eye exams include:

- Case history
- Evaluation of visual system's status
- Refractive status Binocular function
- Dilation is included in all exams at no additional charge
- Assessment, diagnosis and treatment plan



# 25%

of EyeMed's utilizing members received a comprehensive eye exam in 2024.



### **What is fit and follow-up and what is the difference between premium and standard?**

*Similar to being fitted for prescription eyeglasses, patients who wear contacts must also be fitted for the appropriate contact lens. Every eye is different, so contact lens fittings serve as an extra service provided by the doctor to find the right kind of contact lens for a patient.*

#### **Standard fit:**

- Routine applications of soft, spherical daily wear contact lenses for single vision prescriptions

#### **Premium fit:**

- More complex applications, including, but not limited to toric, bifocal/multifocal, cosmetic color, post-surgical and gas permeable

#### **Follow-Up:**

- Follow-up visit, not exceeding 45 days of initial fitting, allowing provider to give a complete evaluation of the contact lens

# Materials Benefit

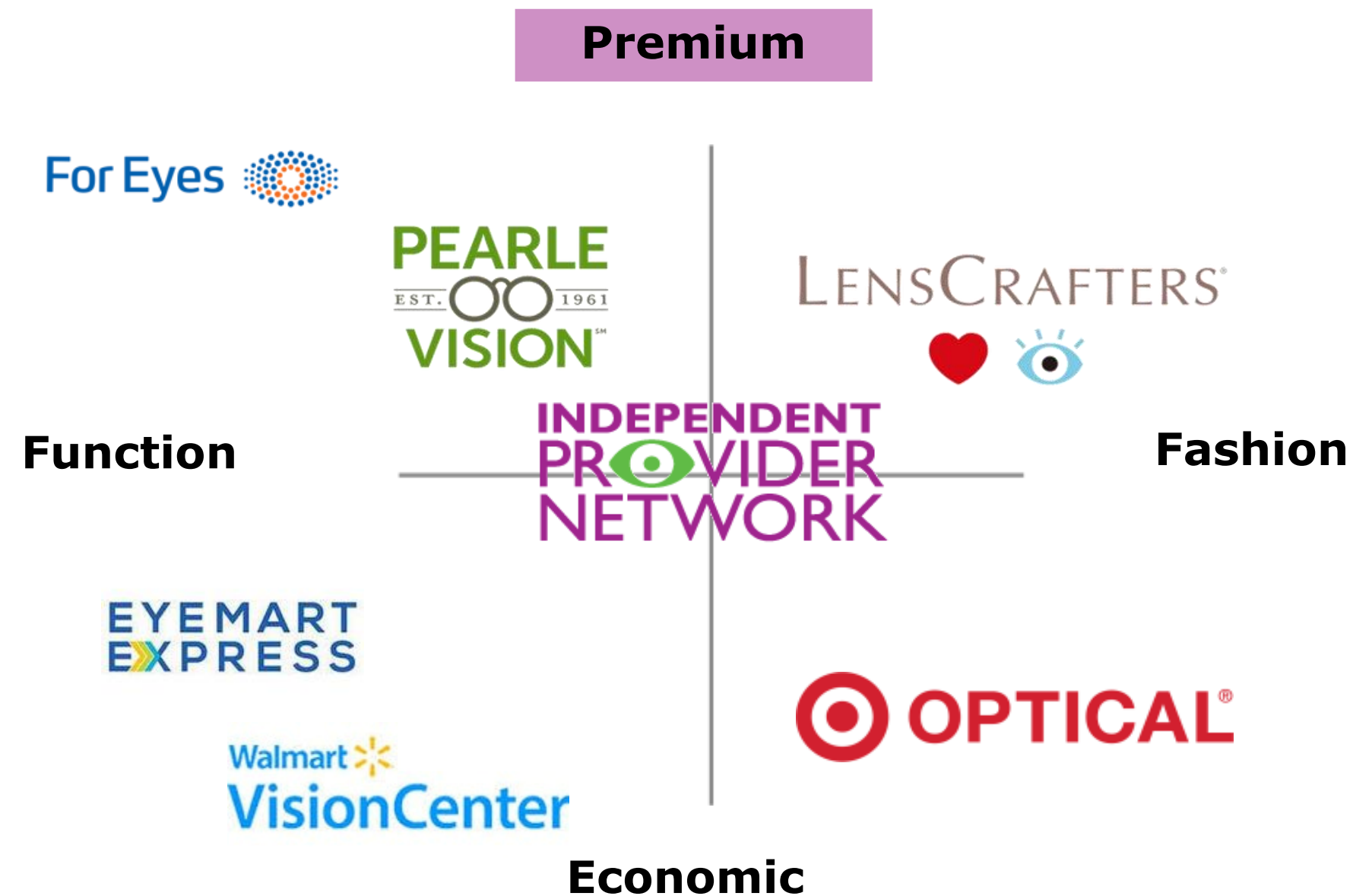
Frame Lens Contact lens





# A network with convenience and choice

No matter how your members buy, we have them covered



At least  
**100**

frame choices  
within the \$130  
allowance at each  
provider location

# Network overview<sup>1</sup>

	National Insight	South Dakota Insight
# of locations 2 in	29K	91
10 urban/sub. 1 in	99%	97%
20 rural	96%	79%

## National Retail Providers

INDEPENDENT  
PROVIDER  
NETWORK



LENSCRAFTERS

PEARLE  
EST. 1961  
VISION

OPTICAL

## Online Providers

LENSCRAFTERS   
lenscrafters.com

OPTICAL  
targetoptical.com

GLASSES  
glasses.com

contactsdirect  
contactsdirect.com

Ray-Ban  
ray-ban.com/insurance

OAKLEY

DeltaVision<sup>®</sup>



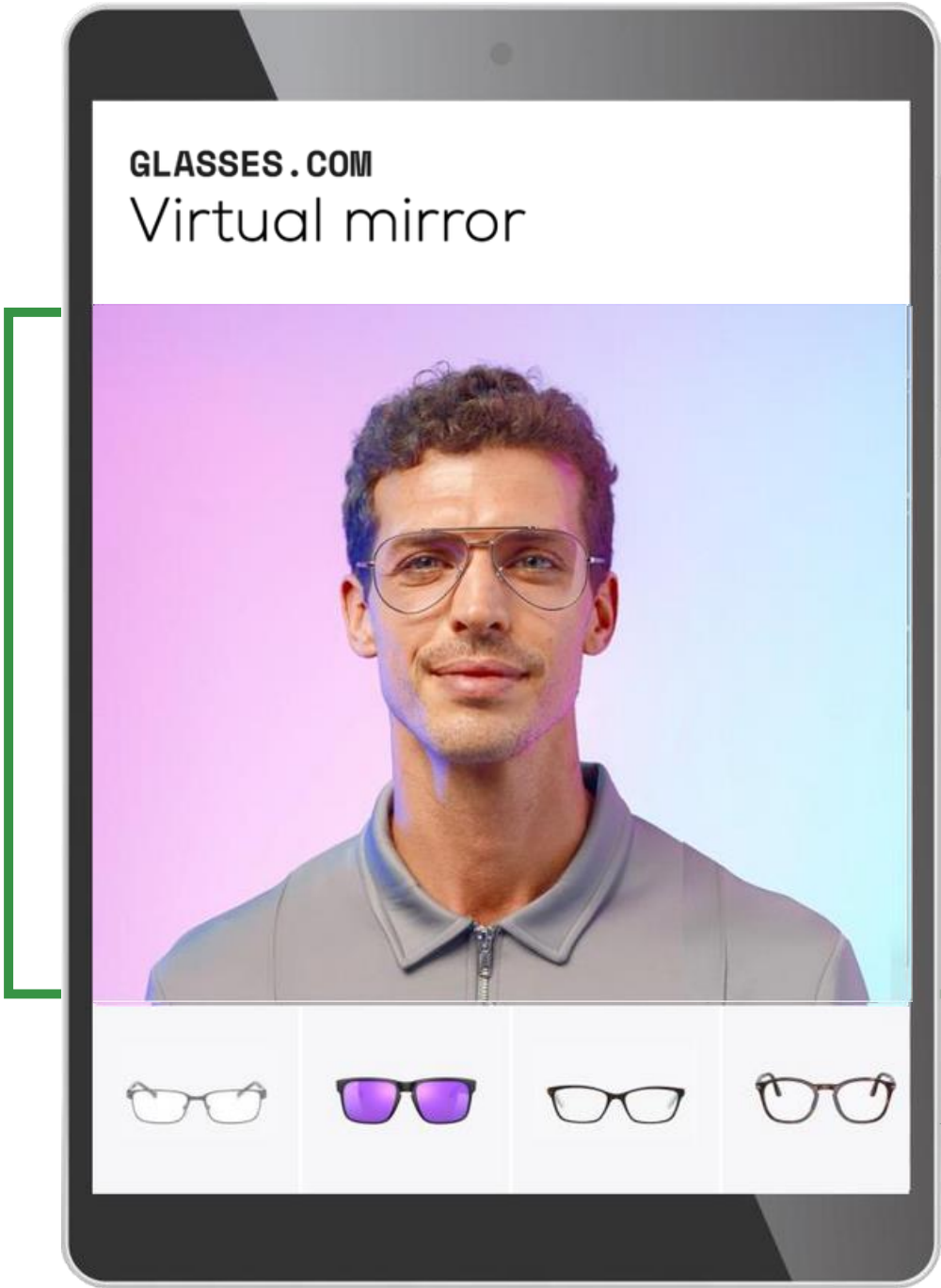
<sup>1</sup>EyeMed network data, 2022. Competitor network data from NetMinder, 2022. Geo access data from NetMinder, 2022.

ONLINE IN-NETWORK

Our online providers offer the brands members want most

We’re helping set the standard with a seamless online in-network experience.

- One of the **widest selections**
- **Benefits applied in cart**—no paperwork or claims to file
- **Virtual try-on and Frame Advisor tools**
- **Easy prescription verification**—just snap a pic and send
- Shop online with **in-store adjustments**
- **Free shipping and return**



15,000+ frame styles

ONE OF THE LARGEST ONLINE COLLECTION OF EYEWEAR AND LENSES

LENSCRAFTERS®	OPTICAL™
contactsdirect	Ray-Ban®
GLASSES.COM	OAKLEY® *

[Online Benefits Demo Video](#)

\*Insured benefits cannot be used on Oakley® custom sunglasses, ski goggles or accessories, footwear and apparel. Only EyeMed and its health and ancillary plans deliver an in-network, online, auto-adjudicated member claims experience with no forms, no calls and no manual intervention through 2024.



# MATERIALS BENEFIT - LENS TYPES



Single Vision  
*Highest Utilization*



Progressive



Bifocal



Trifocal



# Lens options either enhance the performance of the lens or change the lens material

### Anti-Reflective coating

- Reduces glare and enhances your appearance by removing distracting reflections

### Polycarbonate lens

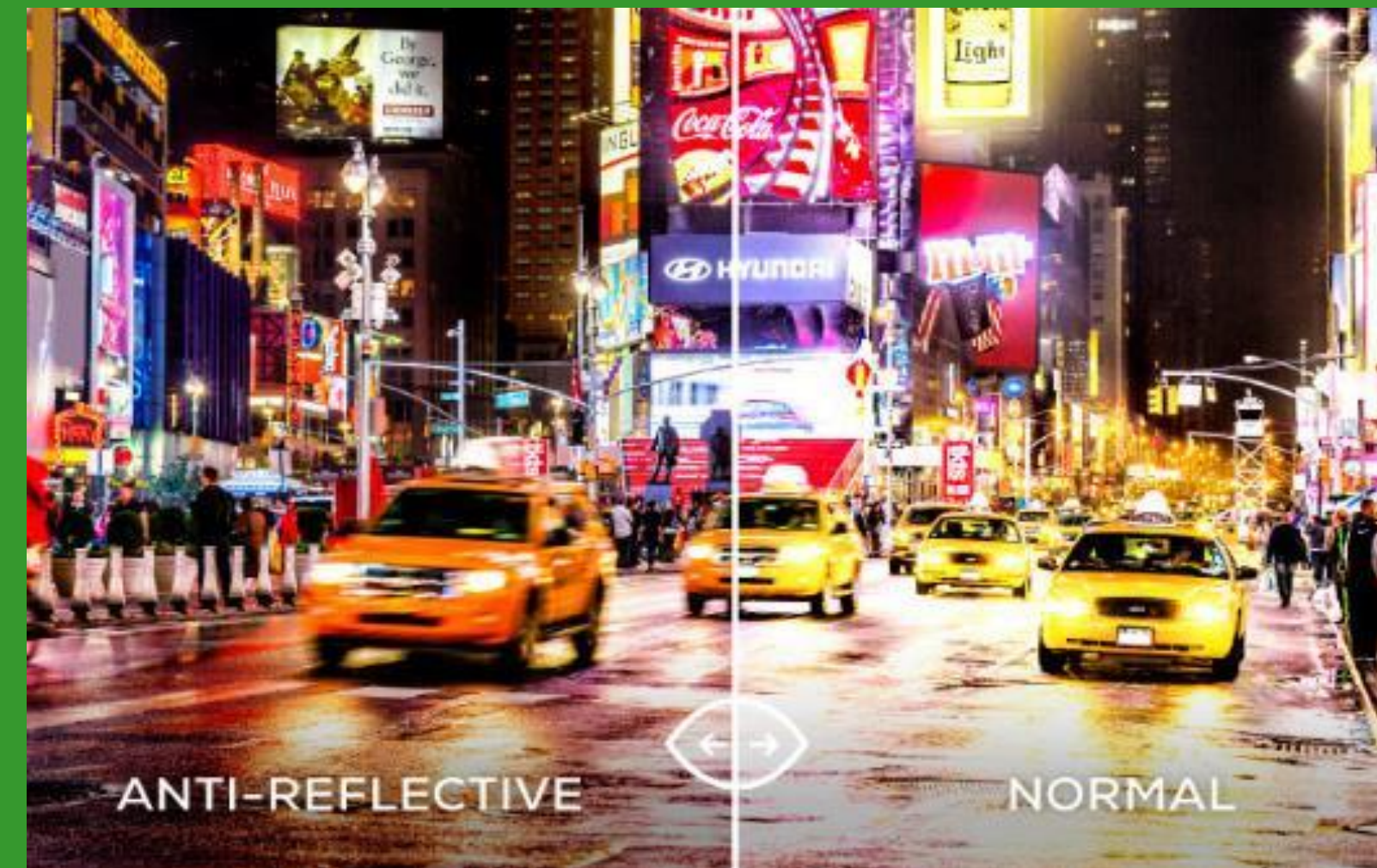
- Very lightweight and have greater impact resistance than plastic and glass lenses

### Anti-Scratch coating

- Lenses treated with a coating creating a harder surface that is more resistant to scratching

### Photochromic lens

- Lenses that are clear indoors and darken automatically when exposed to sunlight





# MATERIALS BENEFIT-CONTACT LENSES

## Disposable

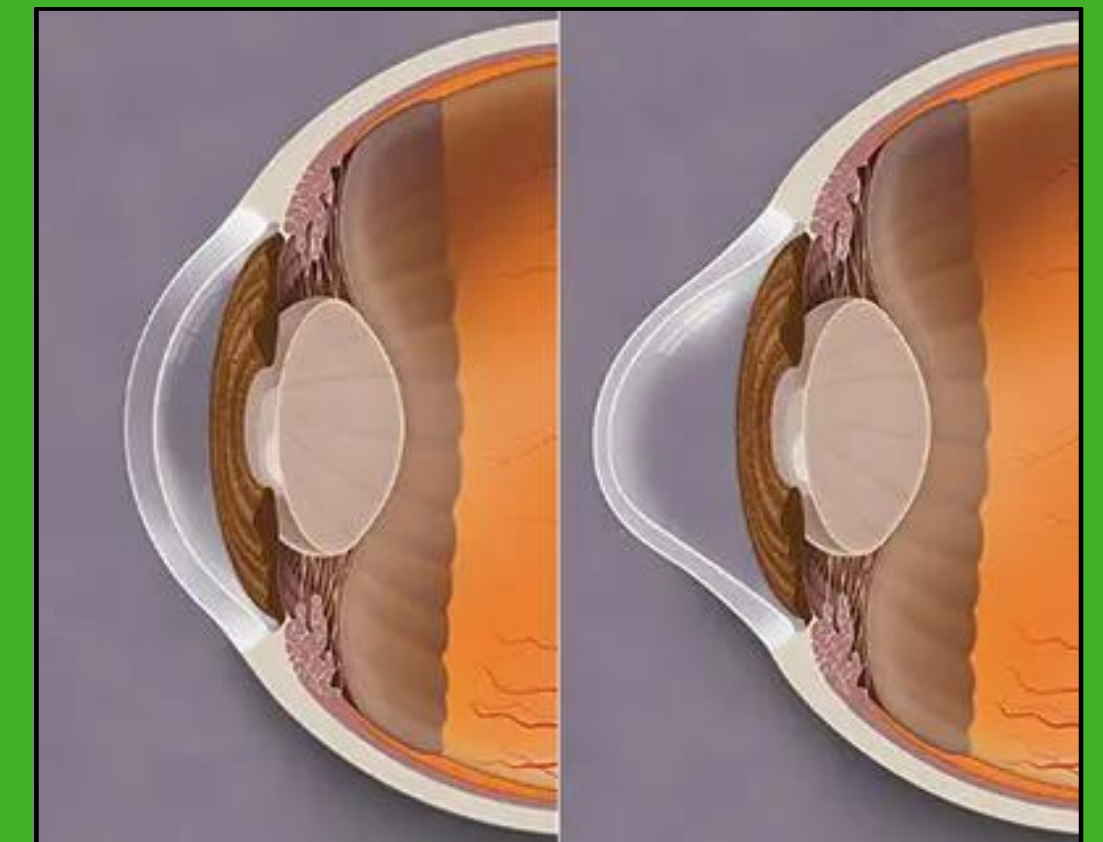
- Designed to be worn from 1 day to 6 months they can be daily wear, extended wear, spherical, toric, multifocal/bifocal, or monovision
- *97% of EyeMed members choose disposable contact*

## Conventional

- Generally worn for 6-12 months they can be soft lenses, hard lenses, or rigid gas permeable
- *3% of EyeMed members choose conventional contacts*

## Medically Necessary

- Providers may prescribe contact lenses based on a specific medical condition like keratoconus, Anisometropia, etc.
- Vision improvement other than keratoconus for members whose vision can be corrected by glasses alone.
- It's important to note that fewer than 1% of all claims paid will be categorized as medically necessary



Normal eye

Advanced keratoconus

30% of utilizing members purchased contact lenses in 2024



# Vision Plans are Valuable

See it in action



# DeltaVision Benefits

- **Low** exam copays **Allowances for a frame** every 24months
- **Low copay** on lenses for glasses
- **Allowances for contact lenses** every calendar year
- **Calendar Year** – Benefits refresh Jan 1<sup>st</sup>
- **Out of Network** benefits available

2025 DeltaVision® Benefit Summary		ESSENTIAL PLAN (2)		CLASSIC PLAN (5)		SUPREME PLAN (16)	
		IN NETWORK	OUT OF NETWORK	IN NETWORK	OUT OF NETWORK	IN NETWORK	OUT OF NETWORK
Exam	Once per calendar year	\$10 copay	\$30 allowance	\$10 copay	\$30 allowance	\$0 copay	\$30 allowance
Frames		\$130 allowance every 24 months	\$65 allowance every 24 months	\$150 allowance every 24 months	\$75 allowance every 24 months	\$200 allowance every 12 months	\$100 allowance every 12 months
Eyeglass lenses	Once per calendar year	\$25 copay	allowance \$25 single vision \$40 bifocal \$55 trifocal	\$25 copay	allowance \$25 single vision \$40 bifocal \$55 trifocal	\$0 copay	allowance \$25 single vision \$40 bifocal \$55 trifocal
Standard progressive lenses		\$90 copay	\$40 allowance	\$90 copay	\$40 allowance	\$0 member charge	\$55 allowance
Contact lenses	In place of glasses once per calendar year	\$130 allowance	\$104 allowance	\$150 allowance	\$120 allowance	\$200 allowance	\$160 allowance

## 2025 Monthly rates Rates are guaranteed through December 31, 2025.

Voluntary rates	Employer pays less than 50% of the single cost.			Contributory rates	Employer pays 50% or more of the single cost.		
	ESSENTIAL PLAN	CLASSIC PLAN	SUPREME PLAN		ESSENTIAL PLAN	CLASSIC PLAN	SUPREME PLAN
Employee	\$6.56	\$7.75	\$14.20	Employee	\$5.25	\$6.20	\$11.36
Family	\$22.58	\$26.67	\$48.90	Family	\$18.06	\$21.34	\$39.12



## ROTATING SPECIAL OFFERS<sup>1,2</sup>

# Savings never looked better

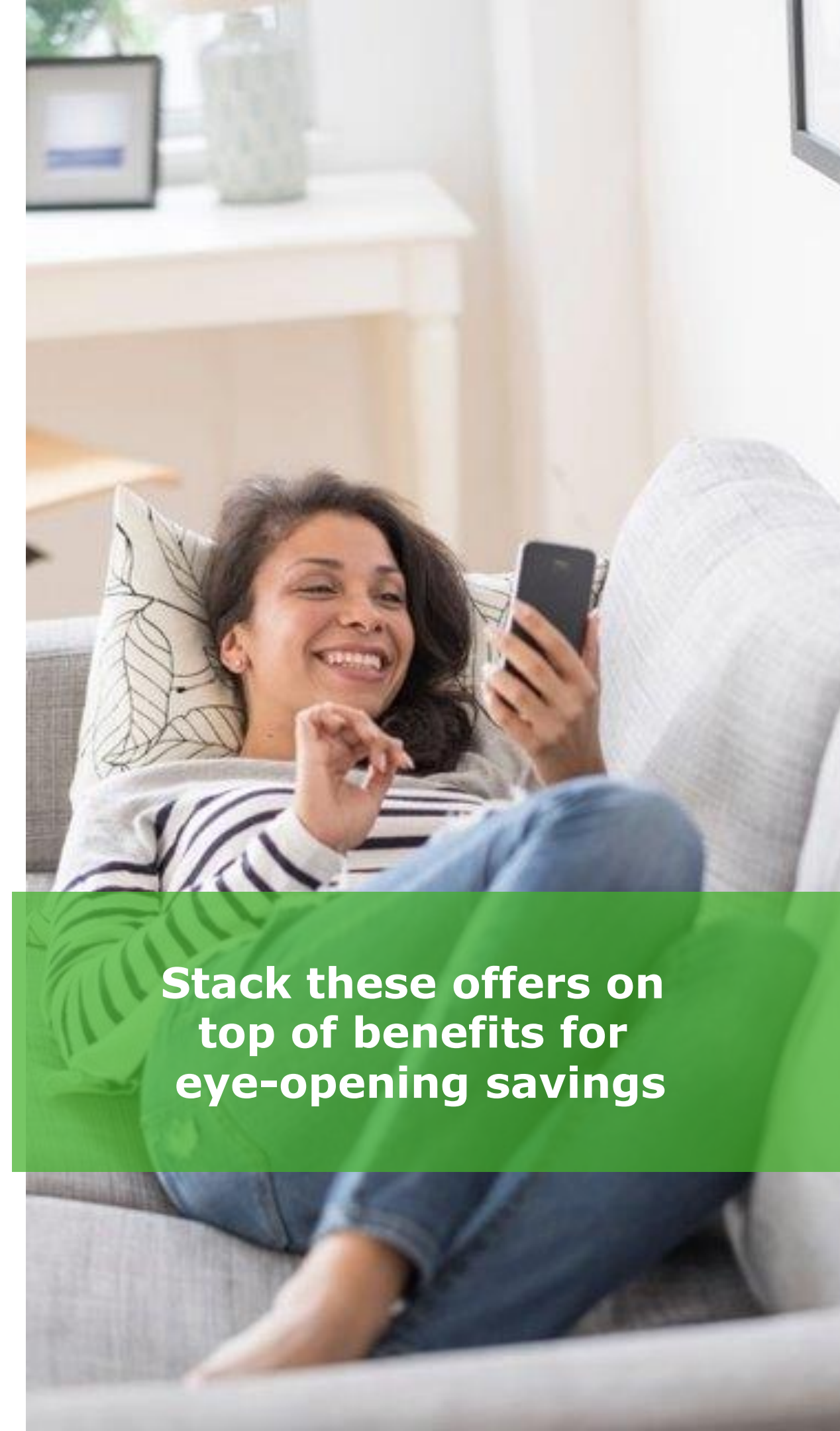


- **LensCrafters®:** \$50 off + 50% off additional pairs
- **Target Optical®:** \$25 off everyday low prices
- **LASIK:** Up to \$1000 off LASIK with the Wavelight Laser at LASIKPlus®, TLC Laser Center and the LASIK Vision Institute 3
- **Glasses.com:** Get up to \$30 to use on your Anti-Reflective lenses with Anti-Smudge
- **ContactsDirect:** Save 10% on contact lenses

**Special Offers Demo video**

<sup>1</sup>Rotating offers are not an insured benefit. Please see Special Offers on Member Web for details. <sup>2</sup>Offer can be combined with vision insurance benefits but cannot be combined with other offers. Offers are not valid in the State of Texas. <sup>3</sup>Discounts are in-network only and are not insured benefits. May not be available on all plans. Confirm if offered by your provider. Listed offers expire 12/31/2025. See offer for exclusions.

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**Stack these offers on  
top of benefits for  
eye-opening savings**



EXAMPLE TRANSACTION PLAN: SINGLE VISION

Plan Design	
Services	In-network benefit
Exam copay	\$10
Frame allowance*	\$150
Single vision lens copay	\$25
Standard anti-reflective	\$45

*\*Members receive 20% off additional balance past frame allowance.*

Popular Transaction: Exam, \$160 frame, single vision, standard anti-reflective		
Services	Retail Cost	Member Cost
Exam	\$120	\$10
Frame	\$160	\$8
Single vision lens	\$89	\$25
Standard anti-reflective	\$77	\$45
Total member cost	\$446	\$88

80%

Savings over Retail

# EXAMPLE TRANSACTION PLAN: PROGRESSIVES

Plan Design	
Services	In-network benefit
Exam copay	\$10
Frame allowance	\$150
Standard Progressive Lens	\$90
Standard anti-reflective	\$45

*\*Members receive 20% off additional balance past frame allowance.*

Popular Transaction: Exam, \$160 frame, Premium Progressive Tier 3, standard anti-reflective		
Services	Retail Cost	Standard Plan Cost
Exam	\$120	\$10
Frame	\$160	\$8
Premium Progressive Lens	\$194	\$90
Standard anti-reflective	\$77	\$45
Member out-of-pocket	\$651	\$153
Special Offers	-\$25	\$128

# Average Member Transaction – Contacts & Glasses

Ser vice	Classic Plan Benefits	Without Coverage	INN Coverage	OON Reimbursement
Eye Exam	\$10 copay	\$120	\$10 copay	\$30
Standard Contact lens fit	\$40	\$100	\$40	N/A
Contact lens boxes	\$150 allowance	\$360 annual supply Acuvue Oasys	\$210	\$120
	Total for contacts	\$580	\$260	\$150
Frame Single Vision	\$150 allowance	\$175	\$20	reimbursement
Lenses	20% discount	\$166	\$133	N/A
	Total For glasses :	\$341	\$153	N/A
	Total for glasses & contacts	\$921	\$413	

Members can use their frame & contact lens allowance in the same plan year



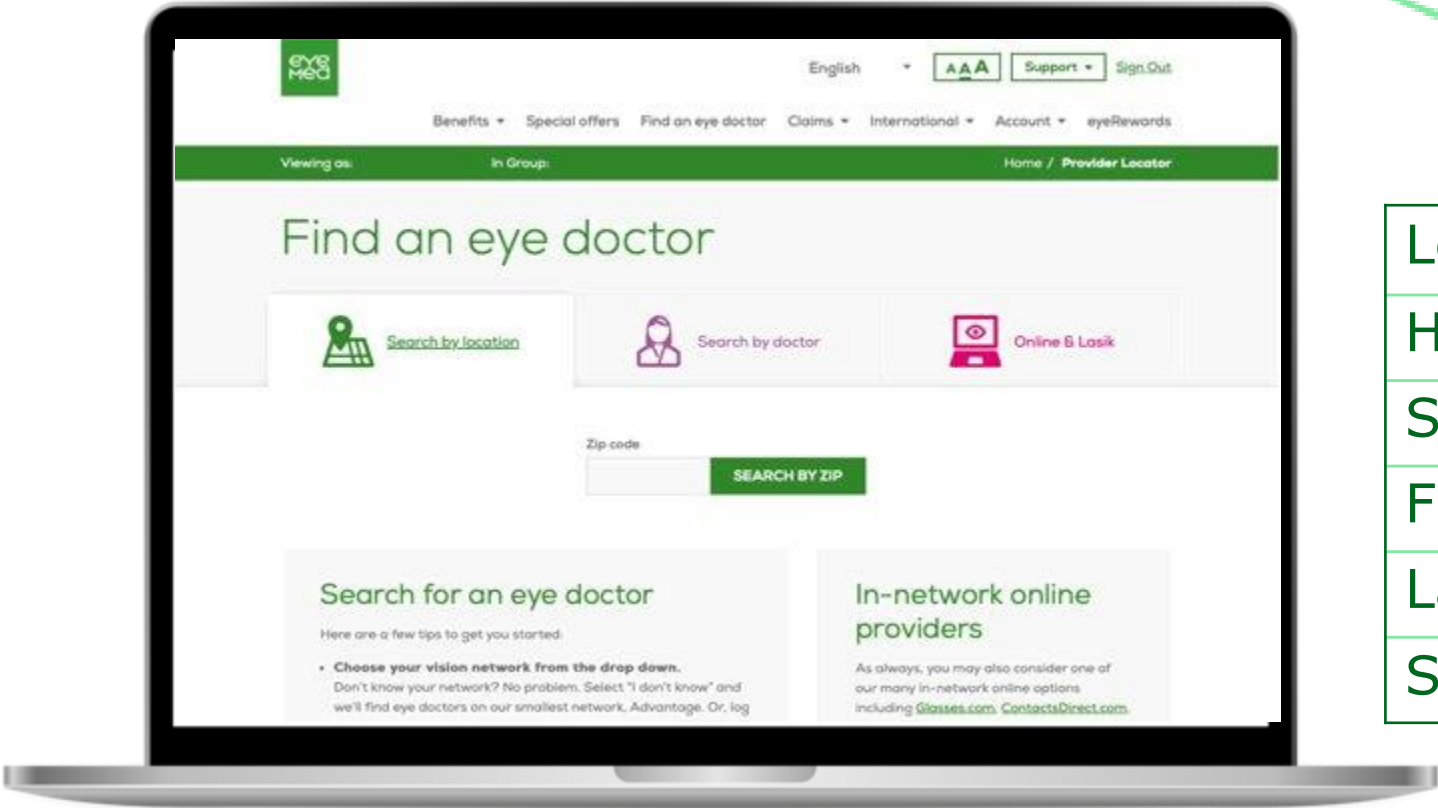
EASY MEMBER EXPERIENCE



# MEMBER EXPERIENCE: **PROVIDER LOCATOR**

Search. Select. Save. Simple.

It's important to take the guesswork out of finding an in-network eye doctor. Our Provider Locator helps members stay in-network and save.



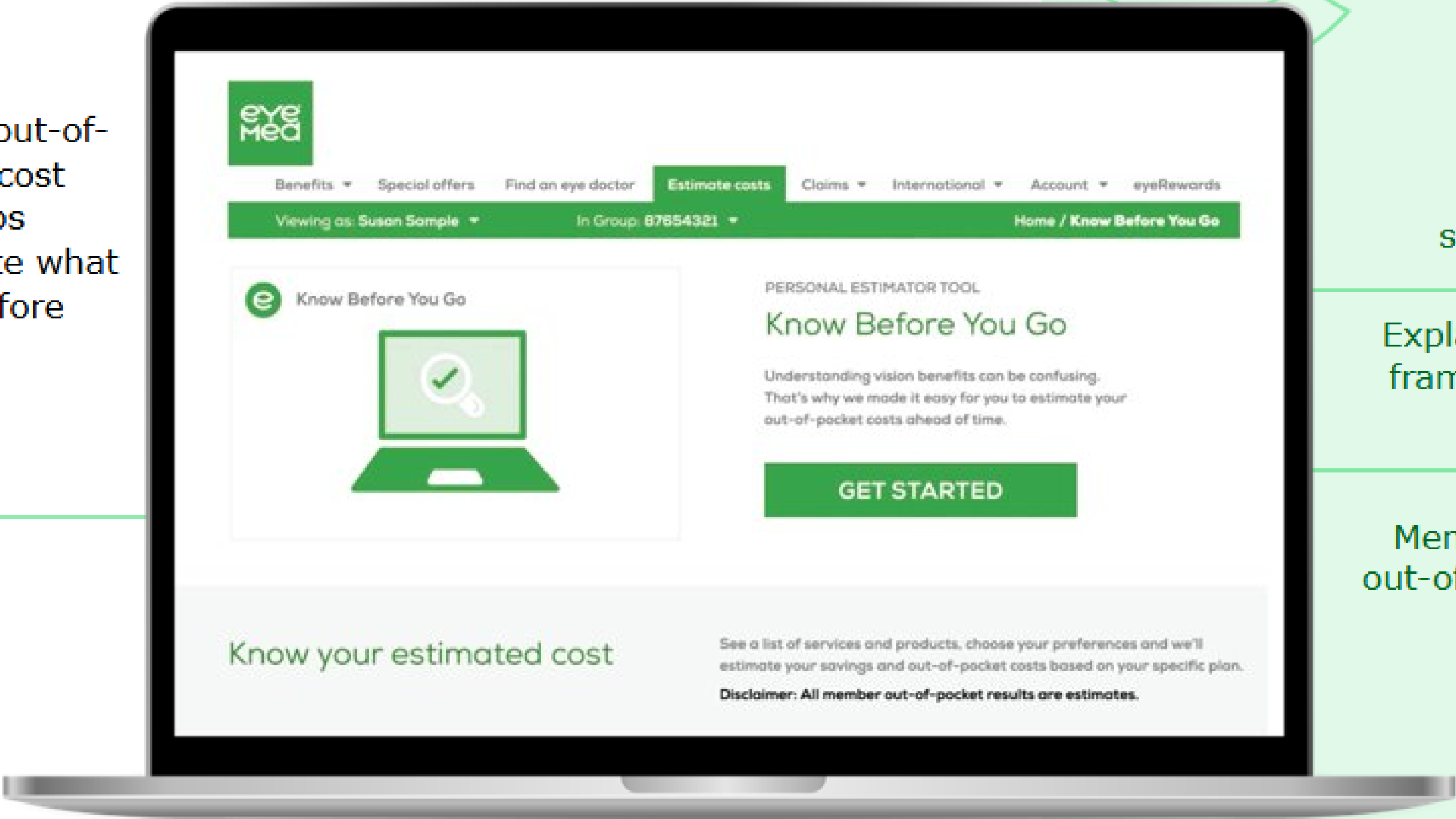
Location
Hours of operations
Specialty services
Frame brands
Languages spoken
Special offers*

\*Special offers are not insured benefits

MEMBER EXPERIENCE: **KNOW BEFORE YOU GO**<sup>1</sup>

# A smart tool for smart shoppers

No more surprise out-of-pocket costs. Our cost estimator tool helps members anticipate what they might pay before shopping.



Members choose services and products

Explanations of different frames, lenses, add-ons and contacts

Members see estimated out-of-pocket cost (if any)

<sup>1</sup>Excludes the following plans: reseller, exam-only, safety & VDT, global allowance and declining balance.



MEMBER EXPERIENCE: **CUSTOMER CARE CENTER**

Award-winning  
Customer Care Center

Live agent support available extended hours, 7 days a week, 362 days a year;  
24-hour IVR, 170 languages spoken. *Closed Easter, Thanksgiving and Christmas*



**14 years** as one of  
America’s highest-  
rated call centers  
by Benchmark  
Portal<sup>1</sup>



**7 days a week,**  
362 days a year, 99  
hours per week  
24-hour IVR



**24 seconds**  
or less waiting  
time  
to answer<sup>2</sup>



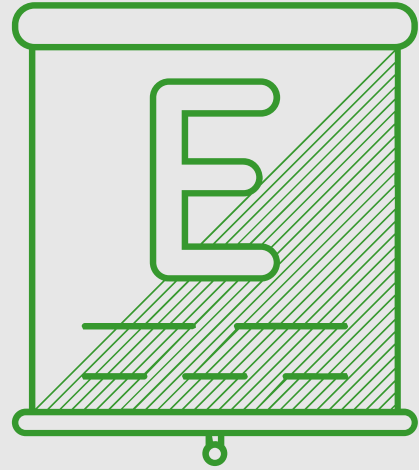
**99%**  
first-call  
resolution<sup>3</sup>

<sup>1</sup>Purdue University Benchmark Portal independent assessment of call centers nationwide, 2023. <sup>2</sup>EyeMed Customer Care Center Reporting, 2023. <sup>3</sup>EyeMed incoming call analysis, 2023.

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# KEY TAKEAWAYS



**Vision exams are important for a person's overall health.**

**An annual routine eye exam could prevent 95% of vision loss caused by diabetes<sup>3</sup>.**



**Vision plans are simple.**

**Unlike other health plans, a vision plan is made up of just two components: *Professional Services* and a *Materials Benefit*.**



**Vision plans are valuable.**

**On average, a vision plan will save a member 71% compared to paying retail.**

**Thank you!**






# DeltaVisio<sup>®</sup>

Vision feedback  
Dayna Hepper, VP Growth  
& Customer Experience





# Small business

Dayna Hepper, VP Growth & Customer Experience



# 2025 Small Business Plans



**DELTA DENTAL**

## 2025 Small Business Plans™

Everyone deserves a healthy smile. Protect yours with Delta Dental

### A healthy business starts with healthy smiles

Running a small business comes with challenges, but with a small business plan from Delta Dental of South Dakota you can keep your employees smiling and your bottom line strong.

With flexible plans for as few as two employees, various product options, and the choice to pay as little – or as much – as you want toward your employees' monthly premiums, we can help your team maintain their healthy smiles. Healthy employees are productive employees so go ahead and "grin and share" a dental plan with your employees today!

#### What is Health *through* Oral Wellness\*?

Health *through* Oral Wellness is a unique, patient centered program that adds benefits to your Delta Dental plan based on your individual oral health needs. An online clinical risk assessment is performed during your regular preventive dental visit. Additional benefits are unlocked immediately so they can be provided the same day or at a future visit.\*

To learn more, visit:  
[deltadentalsd.com/HTOW](https://deltadentalsd.com/HTOW)



#### What is Prevention Pays?

Prevention Pays covers services like exams, cleanings, and x-rays even if you've reached your annual maximum benefit. Since diagnostic and preventive services don't count toward your annual maximum benefit, prevention is always covered, including your additional Health *through* Oral Wellness benefits.\*

To learn more, visit:  
[deltadentalsd.com/prevention-pays](https://deltadentalsd.com/prevention-pays)



#### What is the Maximum Bonus Account?

The Maximum Bonus Account (MBA) allows \$250 per year of unused benefits to be carried over for future use. To qualify, members must be enrolled for one year, have visited the dentist once in the benefit year, and use less than 50% of their annual maximum. A member's MBA can be built up to as much as the plan's annual maximum. For the Premium plan that's an extra \$2,000!

To learn more, visit:  
[deltadentalsd.com/maximum-bonus-account](https://deltadentalsd.com/maximum-bonus-account)



**Enroll today!** [deltadentalsd.com](https://deltadentalsd.com)  
Contact your local broker or visit our website!

\*Health *through* Oral Wellness includes additional benefits, depending on your risk scores. See website for details. Deductibles, wait periods and other plan details apply.

2025 Small Business Benefit Summary		BASE	STANDARD	ENHANCED	NEW PREMIUM
One-time deductible	Applies to all services except orthodontics	\$50	\$50	\$50	\$50
Annual maximum benefit	Per person per calendar year	\$1,000	\$1,250	\$1,500	\$2,000*
Lifetime orthodontic maximum	Per person	N/A	N/A	\$1,500	\$2,000
Preventive care	Checkups and cleanings	80%	100%	100%	100%
Fillings and extractions		50%	50%	80%	80%
Root canals and gum disease*	Periodontal cleanings	50%	50%	50%	80%
Crowns and prosthetics*	Bridges, dentures, and implants	50%	50%	50%	50%
Braces and teeth alignment*		N/A	N/A	50%	50%
Health <i>through</i> Oral Wellness	Extends an average of \$500 for members at risk for oral diseases	✓	✓	✓	✓
Prevention Pays	Preventive care does not count toward annual maximum benefit	✓	✓	✓	✓
Maximum Bonus Account	\$250 of qualified unused benefits carried over for future use (see front for details)	N/A	N/A	N/A	✓

2025 Monthly rates					Rates are guaranteed through December 31, 2025.				
Voluntary rates	Employer pays less than 50% of the single cost.				Contributory rates	Employer pays 50% or more of the single cost.			
	BASE 4030	STANDARD 4040	ENHANCED 4050	PREMIUM 4060		BASE 5030	STANDARD 5040	ENHANCED 5050	PREMIUM 5060
Employee	\$44.50	\$53.50	\$59.50	\$65.50	Employee	\$42.00	\$51.00	\$56.50	\$62.20
Family	\$109.80	\$129.80	\$158.80	\$174.70	Family	\$105.80	\$125.80	\$151.30	\$166.40
*One year wait for voluntary plan									

\*One year wait for voluntary plan

**DELTA DENTAL**

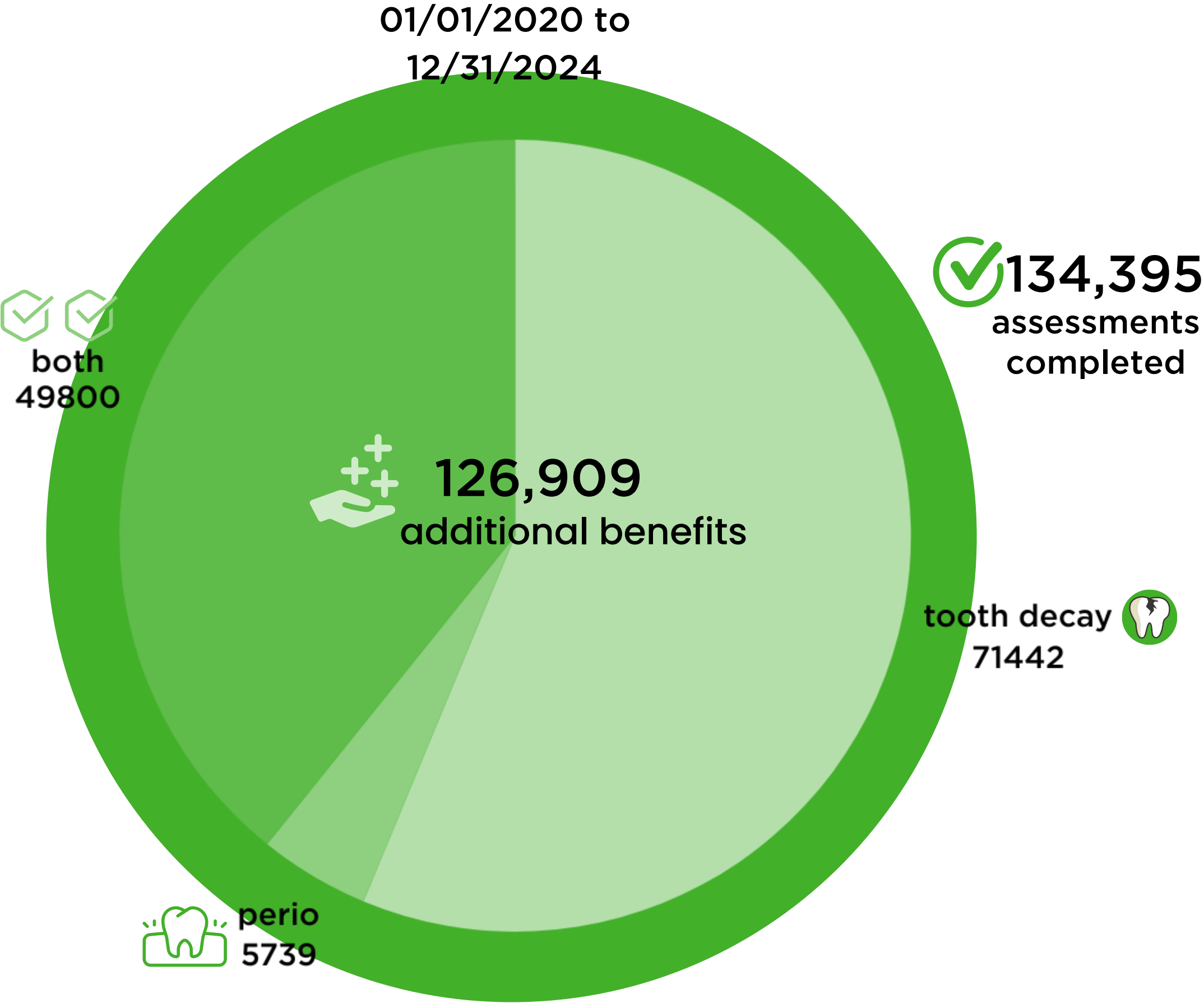




# ● Broker tools ● & resources ●

Micah Honeywell, Sales & Marketing Coordinator

# Health *through* Oral Wellness





# Prevention Pays

Diagnostic & Preventive do not count toward annual max!



Extends an average of \$500 for members annually!



Members always have coverage for their D&P even when they have reached their annual max.







# MBA- Maximum Bonus Account

Healthy Smiles Have Many Rewards

How much can be carried forward for future use?

\$250 of unused benefits every year.

Who is eligible for the MBA?

Anyone covered under the plan for at least one full benefit year.

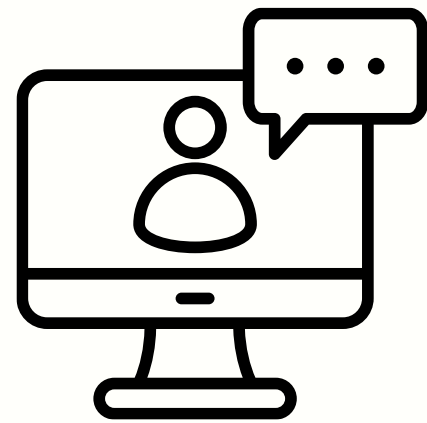
Criteria that must be met:

Submit at least one claim per benefit year.

Use less than half of the annual maximum during the plan year.

Can carry equal to annual max.

# Delta Dental Teledentistry



Access your dental benefits from the comfort of your own home.

## Use Delta Dental Virtual Visits when you:



- are having a dental emergency and do not have a dentist,
- need access to a dentist after hours, or
- need to consult a dentist without leaving home, or while traveling.

## Our Services For Members



- 24/7 virtual video consultations.  
Call or chat with us today!



**Contact us. Get Assessed. Receive Care.**

# Unlock your Delta Dental member benefits anywhere, anytime



## Looking to make the most of your Delta Dental member benefits?

Your member portal contains exclusive features that can help you save money and take control of your oral health. View your personalized benefit information and claims, find a dentist near you, and more.



## First time logging in?

Scan here to create an online account and opt in to receive important updates from Delta Dental. You can access the Delta Dental Mobile App, find a dentist near you, view ID cards, and more.



SCAN ME



## Already have a Delta Dental account?

Scan here to access your secure online account, maximize your benefits, and help us improve your experience at the dentist.



SCAN ME







Knowledge suite

## Broker toolkit

Our broker toolkit includes videos and information resources that v  
employer's benefit package and the plan features and options offer

# Website resources



Dental plan proposals may seem similar, but attention to the details can pay off. A lower price may not be the best value.

The questions below will help you evaluate plan offers so you'll get the right plan to improve oral health, wellness, and member satisfaction.

We think you'll find that Delta Dental of South Dakota (DDSD) offers bigger networks, better benefits, greater value and local customer service.





# Encourage a healthy LifeSmile® at your company

Videos

Articles

Documents

## Get to know DDSD and your dental benefits

Learn more about our company, oral health and its connection to overall health, and how our dental benefit plans protect your smile and keep it healthy.



## Make the most of your dental benefits

Your dental benefits can help you stay healthy and save money. Use these tips to make sure you're getting the most out of your plan.



## Online tools for plan members

Create a member account on our website to view your benefits and eligibility, claim information and EOBs, get a plan ID card, and search for a network dentist near you.

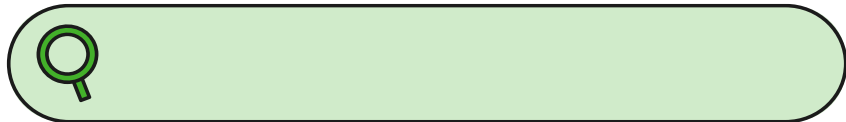
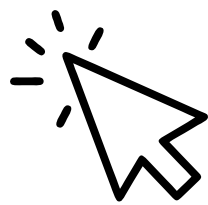


## How to share #SmilePower with your employees:

- ✓ Company newsletter;
- ✓ Employee intranet site;
- ✓ Wellness program messages;
- ✓ Employee social media groups;
- ✓ HR information system;
- ✓ Breakroom bulletin boards;
- ✓ Benefit fairs;
- ✓ and more!



# Deltavision microsite



	In network	Out of network
Annual vision care calendar year	\$50 credit	\$50 allowance
Plan type	\$50 allowance	\$50 allowance
Standard progressive lenses	\$50 credit	allowance \$50 single vision, \$40 bifocal, \$50 trifocal
Contact lenses	\$50 credit	\$50 allowance
Application/enrollment form		

Monthly voluntary rates

	Essential	Classic	Supreme
Employee	\$5.55	\$7.75	\$14.20
Family	\$22.58	\$26.47	\$48.90

Monthly contributory rates

	Essential	Classic	Supreme
Employee	\$5.25	\$6.20	\$15.36
Family	\$18.06	\$21.34	\$39.12



English

Find an eye doctor Vision wellness

Log in to Member Web to view your vision benefits details, review claim status and see available special offers for vision care and services.

Email address \*

Password \*

SIGN IN

FORGOT PASSWORD





Thank  
you!

