



2022 Broker Sales Incentive

How It Works

1. Recommend our dental benefits plans to your clients.
2. Implement a new fully-insured pooled PPO dental group with 2 - 199 enrolled employees with an effective date of January 1-December 1, 2022.
3. Earn 12.5% commission for the first 12 months of the contract! After 12 months, your commission rate will return to the standard 10% commission for the remainder of the group's contract with Delta Dental of Arizona.¹

This 12.5% new business commission rate will be available for groups with an effective date between January 1 and December 1, 2022, on contracts paying our standard 10% commission. This reward is fully funded by Delta Dental of Arizona and cannot be passed through to clients.

The Delta Dental Difference®

When you recommend Delta Dental of Arizona, you can rest assured knowing your clients will have a positive experience with a benefits plan that exceeds their employees' expectations.

Your clients will love our:

- State-of-the-art systems and technologies
- Best-in-class network discounts
- Fast, accurate claims processing
- Superior value
- Exceptional customer service

You'll love our:

Competitive
compensation

Hassle-free
case installation

Locally-based
sales and support

Benefits and oral
health resources

Questions? Contact the sales team.

Toll-free: 888.651.3080

Email: sales@deltadentalaz.com

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¹The 12.5% commission rate applies to new qualifying dental contracts sold with effective dates between January 1 and December 1, 2022. After the first year of the group's contract, the broker commission rate will revert to the standard 10% for the remainder of the contract term. Eligibility is limited to fully-insured pooled PPO dental groups that are new to Delta Dental of Arizona and have 2-199 enrolled employee subscribers. Note that DHMO, DeltaVision®, association plans, and any other non-qualifying plans are not eligible for this promotion. All participating agents must be licensed and appointed with Delta Dental of Arizona and have an in-force AOR agreement. All new business must be submitted using one agent or Tax Identification Number. All commission will be considered income and fully taxable and subject to applicable withholdings. Commission rates are offered at the sole discretion of Delta Dental of Arizona and can be terminated or modified at any time without notice. Application of programs and determinations of eligibility and payment amounts, if any, will be made by Delta Dental of Arizona at our sole discretion, with decisions made by Delta Dental of Arizona as final.