

DELTA DENTAL NEW POOLED DENTAL GROUP INCENTIVES

FIRST QUARTER 2025

Delta Dental of Arizona is offering **TWO** incentives for new pooled dental group business with effective dates of January 1, 2025, February 1, 2025 and March 1, 2025.



1. BROKER BONUS PROGRAM

Brokers earn up to 12.5% in monthly commissions for the first 12 months for new pooled dental groups with 2-199 enrolled employees. Thereafter, monthly commissions return to standard commission rates for the remaining duration of the dental policy.

2. GROUP IMPLEMENTATION CREDIT PROGRAM

Additionally, qualifying employers can earn a one time, \$50 implementation credit per subscriber for new pooled dental groups of 2-199 enrolled employees.

Questions?

Contact your Commercial Growth Sales Executive or email us at sales@deltadentalaz.com.

DELTA DENTAL NEW POOLED DENTAL GROUP INCENTIVES - PROGRAM SPECIFICS

The program rules and guidelines are set forth below:

- The Delta Dental New Pooled Dental Group Incentives program (including both the broker bonus program and the group implementation credit program) is only for and applicable to new pooled dental groups that are new to Delta Dental of Arizona (DDAZ), with 2-199 enrolled employees and with an effective date of 1/1/25, 2/1/25 or 3/1/25, unless terminated or otherwise modified by DDAZ.
- A group is “new” to DDAZ if, and only if, the group transitions its dental plan from another carrier to DDAZ. A group currently under contract with DDAZ that seeks to cancel its existing policy and subsequently rewrite under DDAZ does not qualify as “new” and is ineligible for any payments associated with the Delta Dental New Pooled Group Incentives program.
- No disputes regarding any incentive under the Program will be considered unless communicated in writing to your DDAZ Sales or Account representative within 90 days of payment receipt. Revisions will not be considered after 90 days post-payment receipt. DDAZ, in its sole and absolute discretion, is the final arbiter of any incentive disputes, and any decision made by DDAZ is final and binding.
- The Delta Dental New Pooled Dental Group Incentives program is offered at the sole discretion of DDAZ and can be terminated or modified by DDAZ at any time without notice. Any subsequent incentive program is at the discretion of DDAZ.
- The monthly commission of 12.5% assumes the standard monthly commission rate of 10% and a bonus of 2.5%, which will be applicable for the first 12 months unless otherwise provided herein. Bonus percentage, if any, for brokers earning other than the standard commission rate of 10% will be in the sole discretion of DDAZ.
- To qualify for participation, the producing agency must have an “agent of record” (AOR) document on file by the group’s effective date. General agencies do not qualify for participation and are not eligible for any incentives under this Program.
- Each agency, or agency location, participates independently. Producers who work for a producing agency will be included at the agency level for qualification and paid at the agency level.
- If a group makes an AOR change during the reward period, the commission payment inclusive of the bonus specific to the group making the AOR change shall terminate upon the effective date of the AOR change, and the new AOR will not be entitled to any bonus under this Program.
- DDAZ will exclude any client from the broker bonus program where the agency of record or client has requested in writing that the client be excluded from consideration for purposes of calculation or payment of bonus.
- The implementation credit amount is calculated based on the enrolled subscriber count for the first month of coverage.
- To qualify for the credit, DDAZ must confirm receipt of the group’s premium payment for the first month.
- Payment of the implementation credit will be made to the group within 60 days following the original effective date of the policy.