

A photograph of four diverse professionals walking through a modern office space. From left to right: a man in a light blue button-down shirt and khaki pants holding a black folder; a woman in a brown top, olive green jacket, and light grey pants; a man in a grey t-shirt, dark blazer, and dark pants with glasses; and a man in a red and white checkered button-down shirt and khaki pants. They are all smiling and looking towards the right. The background shows a bright, open-plan office with glass partitions and modern furniture.

HOW DENTAL BENEFITS HELP EMPLOYERS STAY COMPETITIVE

Delta Dental of Arizona White Paper



Full compensation packages that include dental coverage can help you stand out from your competition. Not only do they make you look more attractive from the outside, but they also help you save time and money internally. Read on to learn why dental coverage is a key part of staying ahead of the pack.

ATTRACTING



TALENTED EMPLOYEES

According to McKinsey, a management consulting firm, top performers in business are around 8 times more productive than average performers.¹ Attracting and retaining these top employees is critical in a highly competitive marketplace and offering dental benefits can help.

Consider this: 2 out of 3 employees report that dental coverage is an extremely or very important part of an overall compensation package.² In fact, dental benefits ranks higher in importance than disability, life and retiree health insurance.³ And offering an attractive benefits package matters when it comes to the hiring process; 3 out of 4 workers state that the benefits package offered by an employer is an extremely or very important part of their decision to accept or turn down a job.³

"DENTAL
COVERAGE
CAN HELP YOU
STAND OUT
FROM YOUR
COMPETITION"

SAVING YOUR EMPLOYEES



(AND YOURSELF) TIME AND MONEY

Every year, Americans lose more than 164 million hours of work from dental disease,⁴ costing companies significant amounts of productivity. Offering dental benefits helps employees stay healthy by encouraging them to seek preventive care. In fact, employees with dental coverage are 73 percent more likely to schedule dental checkups annually than those without it.⁵ And visiting the dentist regularly leads to better oral health and early dental disease detection, preventing time away from work required to treat more complex issues.

Dental coverage can also help you and your employees lower the cost of medical care. The dentist will screen for oral cancer, increasing the odds that it will be caught early. Additionally, signs of over 120 diseases may be detected in the mouth including heart disease, diabetes and even some cancers.^{6,7} This disease detection may help improve treatment options and patient outcomes.

If you're looking for a competitive edge, dental benefits can help. Speak with your benefits consultant or local Delta Dental representative to review your options for employee coverage. ■

"EVERY YEAR,
AMERICANS
LOSE MORE
THAN
164 MILLION
HOURS OF
WORK FROM
DENTAL
DISEASE"

59% of adults
say having good oral
health helps them feel
confident.⁸



56% of adults say
the quality of a person's
smile has some bearing
on overall success.⁸



Confident

employees are
successful employees,
and successful
employees make a
successful company.



¹<https://www.mckinsey.com/business-functions/organization/our-insights/attracting-and-retaining-the-right-talent>

²Employee Benefits Research Institute, https://www.ebri.org/pdf/notespdf/EBRI_Notes_11_Nov-14_WBS.pdf

³https://www.ebri.org/pdf/notespdf/EBRI_Notes_11_Nov-14_WBS.pdf

⁴Oral Health in America: A Report of the Surgeon General, <https://www.nidcr.nih.gov/datastatistics/surgeongeneral/report/executivesummary.htm>

⁵Sixty-nine percent of adult consumers with dental benefits reported they see the dentist at least once a year versus 40 percent of those without dental benefits, as reported in the Delta Dental 2018 Adult Oral Health Survey

⁶U.S. Surgeon General Report on Oral Health 2000 – Chapter 3 – Diseases and Disorders

⁷Application of the international classification of diseases to dentistry and stomatology : ICD-DA. World Health Organization 1995

⁸Delta Dental Plans Association, Adult Oral Health and Well-being Survey, 2017.