



Broker Briefing

2011 Delta Dental Products for Employer Groups with 2 to 100 Enrolled

Rocky Mountain Health Plans and Delta Dental of Colorado will continue to provide coverage options for employer groups with 2 to 100 employees enrolled in 2011.

Your clients will benefit by having the medical and dental premiums combined in one premium billing statement and a combined renewal presentation. 10 percent commission is paid to brokers on Delta Dental plans sold bundled with RMHP medical plans.

Changes for 2011

Based on sales in 2010, the product offering has been streamlined to offer the two most popular dental plans:

- Delta Dental PPO (MAC) High Option (best for Denver, Colorado Springs, and Pueblo)
- Delta Dental Premier to High Option (offered statewide)

These plans have a selection of annual maximum benefit amounts and ability to add Orthodontic coverage, for groups with 25 or more enrolled, and Prevention First (cost of preventive care does not apply to the annual maximum benefit).

Group size for these products has been increased to 100 enrolled employees. There's no need to get a custom quote from Delta Dental for groups of 50 to 100 enrolled employees.

Rates

Rates have been updated for 2011 for new groups taking dental coverage. Updated benefit summaries, rate sheets, application form, employee enrollment/change form, underwriting guidelines, and limitations and exclusions are all [available here](#).

Rates are also available on the Rocky Rapid Rates rating tool.

2011 Renewals

Employer groups of 2 to 50 enrolled on a Delta Dental plan bundled with a RMHP medical plan between October 2009 and December 2010 will not have a rate change for their 2011 renewal.

Large Employer Groups

Delta Dental plans sold bundled with RMHP medical plans for employers with 100 or more enrolled employees are available. Contact your RMHP Account Executive for customized plan designs and quotes. Broker commission is negotiable

As always, if you have any questions, comments or need assistance, please call your Rocky Mountain Health Plans or CNIC Account Executive.

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