



DENTAL • VISION • LIFE • DISABILITY  
[anthem.com/specialty](https://anthem.com/specialty)

## Setting you up to sell more Specialty

### Big savings for your clients.

- Q4 Specialty rate pass and 24 month rate guarantee on new dental, vision, life and disability plans.
- 9% average dental rate reduction on Metallic dental plans.
- 5% bundling discount when new dental is purchased with vision, life and/or disability.
- Additional premium discounts available on new 26+ dental quotes and 10+ L&D quotes. Contact your sales rep or Connect team at [connect@anthem.com](mailto:connect@anthem.com) or 877-567-1802.

### New products. No waiting periods.

- New Metallic dental plans with more benefits for 1/1/19 effective dates.
- New Dental Net DHMO plans with more than 200 additional covered procedures for 1/1/19 effective dates.
- No waiting periods on employer sponsored dental plans.

### Easy enrollment.

- Lowered participation to 25%, requires only two enrolled on 5-100 groups; and 65% participation with only two enrolled on 2-4 groups.
- No DE-9C required when enrolling dental, vision, life and/or disability.

### Sales tools to win more business.

- Updated Metallic PPO dental rate cards:  
Q1 2019: [Platinum \\$2000](#), [Platinum \\$2500](#), [Gold](#), [Silver](#), [Bronze](#)
- Updated [2019 Dental Net DHMO rate cards](#)
- Updated [one-page Benefit Modification form](#) enables in force medical groups to add Specialty benefits without a group application form.

### Top Selling Dental Plans

1. Platinum Dental Complete PPO (includes implants and posterior composite restorations, 90<sup>th</sup> OON)
2. Gold Dental Complete PPO (includes implants and posterior composite restorations, 80<sup>th</sup> or 90<sup>th</sup> OON)
3. Silver Dental Complete PPO (80<sup>th</sup> OON)

### Top Selling Vision Plans

1. Blue View Vision: A1 and A4 (12/12/12) and
2. Blue View Vision: B3 and B4 (12/12/24)

### Contact Anthem Connect

[connect@anthem.com](mailto:connect@anthem.com)

877-567-1802