

Dental News

DECEMBER 2008



New CDT-2009 Codes Go Into Effect January 1

Make sure you're ready for CDT-2009/2010. More than 30 new or revised codes go into effect on January 1. To obtain a CDT-2009 manual, please contact the American Dental Association catalog sales at (800) 947-4746 or visit www.adacatalog.org.

We suggest that participating dentists update their fees for the new CDT-2009 procedure codes. An Abbreviated Confidential Survey of Fees form is available in the secure area of our Web site at www.deltadentalnj.com. Click "Dentists" and log on to Benefits Connection. We will begin accepting this form on January 1.

Reminder—Not every new code is to be considered a Delta Dental covered benefit.

New Participating Dentist Handbook Available December 1

Participating dentists will soon receive a letter announcing that we're updating our Participating Dentist Handbook. The revised Participating Dentist Handbook will be available on our Web site by December 1.

To access the new Participating Dentist Handbook, go to www.deltadentalnj.com, hover over "Dentists" and click Benefits Connection. Log onto Benefits Connection and click "Participating Handbook" on the left navigation bar.

Our handbook is a valuable resource for dental offices. It explains our current processing policies as well as other policies and procedures you should know for participating with and submitting claims to Delta Dental. Please pay particular attention to Chapter 9 and the Participating Dentist Rules and Regulations in the new handbook. Chapter 9 has been updated to accommodate the more than 30 CDT-2009/2010 code changes or revisions.

To access the new Participating Dentist Handbook, go to www.deltadentalnj.com, hover over "Dentists" and click Benefits Connection. Log onto Benefits

Connection and click "Participating Handbook" on the left navigation bar.

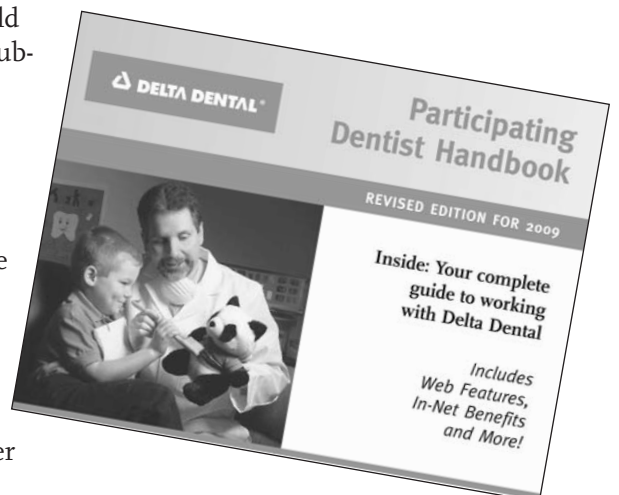
To request a hard copy or CD of the Participating Dentist Handbook, please call (866) 328-1301. Or, you may complete the form on page 5 and either fax or mail it to Professional Relations.

Our mailing address is:

Delta Dental of New Jersey
Professional Relations Department
P.O. Box 222
Parsippany, NJ 07054-0222

Our fax number is:

(973) 285-4192



Foundation Awards Oral Health Grants to NJ Schools

The Delta Dental of New Jersey Foundation awarded its second annual Oral Health Education Initiative Grant to five elementary schools, including charter schools, in New Jersey's Abbott school districts. The grants will be used to initiate oral health education programs in their third grade classes for the 2008–2009 school year.

Schools selected to receive grants of up to \$5,000 include: Norman S. Weir Elementary School in Paterson, Lady Liberty Academy in Newark, Environment Community Opportunity Charter School in Camden, North Main Street Elementary School in Pleasantville, and Joseph Stokes Memorial Elementary School in Trenton. Additionally, Keansburg Elementary School, a 2007-2008 grantee, was awarded funds to continue its program.

The winning schools have developed individual oral health education programs made up of 10 monthly activities, which will help their students understand:

- Why it is important to maintain proper daily oral hygiene
- How to properly brush and floss
- The function of the dentist and hygienist
- The relationship between oral health and food choices
- The relationship between oral health and overall health

The programs include activities such as reading and discussing stories about oral health, developing and playing dental trivia games, and making homemade toothpaste.

“The programs each of the schools have developed exemplified the spirit of our initiative, which is to bring attention to the importance of comprehensive oral health education and instill good oral

health habits early on so that children can take them into adulthood,” said Diane Belle, vice president of the Delta Dental of New Jersey Foundation. “Each program was selected for its creativity and originality, but most importantly for its sustainability. We look forward to following these schools along their journey this school year.”

According to the American Dental Association, tooth decay is increasingly a disease of children from low- and moderate-income households. The Centers for Disease Control and Prevention (CDC) states that among children suffering from tooth decay, almost 50% of these cases remain untreated, with the disease resulting in pain, dysfunction, being underweight, or having poor appearance—all problems that can greatly reduce a child's capacity to succeed in the educational environment, as well as outside of school. The good news is that through proper oral hygiene and nutrition, childhood tooth decay can be prevented.

“Delta Dental welcomes the opportunity to further educate children, especially those who are underserved, about the importance of maintaining oral health and its close relationship to overall health and well being,” said Belle.

The Delta Dental of New Jersey Foundation plans to offer the Oral Health Education Initiative Grant again for the 2009-2010 school year. For more information, contact Kimberly Elmore at (973) 944-4555 or kelmore@deltadentalnj.com.

Dental News

A publication of
Delta Dental of New Jersey, Inc.

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In Connecticut, Delta Dental Insurance Company writes dental coverage on an insured basis and Delta Dental of New Jersey administers self-funded dental benefit programs.



Give Kids a Smile by Volunteering Next February 6

Thousands of children in need received free dental care in New Jersey and Connecticut this year, thanks to hundreds of dental professionals who donated their time for Give Kids a Smile (GKAS) Day.

Can you help in 2009?

The next GKAS celebration is Friday, February 6. By volunteering for GKAS Day, you will be helping to protect the oral health of children 12 and under who might otherwise not receive essential dental care.

GKAS is an annual event sponsored by the American Dental Association and state dental associations, including the New Jersey Dental Association (NJDA) and Connecticut State Dental Association (CSDA). The event seeks to provide access to quality dental care for every child in America, and to educate children on the lifelong benefits of proper oral hygiene and healthcare. GKAS Day takes place the first Friday in February each year as part of the Children's Dental Health Month national initiative.

The annual GKAS Day celebrations have been tremendously successful nationwide. In New Jersey, more than 13,000 children age 12 and under have

By volunteering for Give Kids A Smile Day, you will be helping to protect the oral health of children 12 and under who might otherwise not receive essential dental care.

come through the program since 2003, and have received nearly \$2.4 million in free dental services. In 2008, New Jersey GKAS dental volunteers staffed 80 locations and treated more than 3,000 children. In Connecticut, 117 dentists,

52 hygienists, 117 dental assistants and 60 support staff participated in the 2008 GKAS Day, providing nearly \$300,000 worth of care for 908 children.



Help even more kids smile at the 2009 GKAS Day celebrations. To find out how you can participate:

- In New Jersey, call the New Jersey Dental Association GKAS Hotline at (888) 576-9278, send an e-mail to eelmore@njda.org, or visit the NJDA Web site at www.njda.org.
- In Connecticut, send an e-mail to gkas@csda.com, or visit the Connecticut State Dental Association at www.csda.com and click "Enter Dental Professionals." Then hover over "Events" on the left navigation bar and click "Give Kids a Smile."

Terminology Reminder: What to Use *Instead* of Outdated UCR

Many dental offices still refer to "Usual, Customary, and Reasonable" (UCR) fees. However, Delta Dental no longer uses the term "UCR" on our Explanation of Benefits. We replaced UCR with the following terms several years ago. The new terms are clear, straightforward, and understandable to dentists and patients alike.

Approved Amount: The total amount which the dentist is permitted to collect as payment in full for the specified service. It includes the dental benefit plan's payment as well as the patient's deductible and/or copay.

Amount Used for Benefit Calculation (ABC): The fee amount that the dental benefit plan provides for use in calculating the dental benefit plan payment for the specified service. The dental benefit plan payment may be less than this fee amount due to patient deductible, copay, plan limitations, or exclusions.

Coordination of Benefits Calculation: Maximum Allowable Charge (MAC). For certain groups, when Delta Dental is the secondary payer in accordance with the State of New Jersey rules for coordination of benefits, the Maximum Allowable Charge is based upon the primary payer's approved allowances.

Delta Dental Wins Professional Relations Award for 5th Consecutive Year

Dental Network Coordinators Susan Chase and Beth DeCapio accepted this year's PPO Silver Award at the Delta Dental Plans Association Professional Relations Seminar in Phoenix on September 23. Delta Dental of New Jersey associates have won this award five years running.

The Silver Award is given to teams and individuals who have the largest network growth in their geographic area.

"Beth and Susan are a hard-working and dedicated team," says Bobbi Homeyer, Manager, Dental Network Recruitment and Development. "Their success is well deserved, and we are very proud of them."

Congratulations!

Give Us Three Minutes—and You Could Win Breakfast for Your Office!

We're always looking for ways to make our dental seminars better. Now, here's your chance to tell us your ideas.

- Who is a really good speaker? (And can you tell us how to reach him or her?)
- What topics do you want to hear?
- Where are the best meeting places around?

Your ideas will help us deliver interesting, informative, and valuable seminars that benefit your practice.

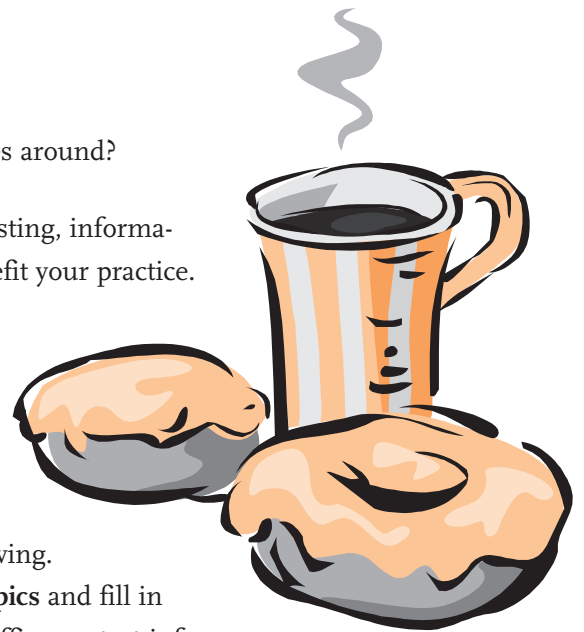
Plus, if you respond by December 15, your office could also win a free breakfast!

It takes less than three minutes to give us your ideas and enter the drawing. Just go to www.deltadentalnj.com/topics and fill in the blanks. Be sure to include your office contact information, and you'll be automatically entered to win the free breakfast.

One office in New Jersey and one in Connecticut will be selected.

Thanks for your ideas!

Questions? Please contact Diane Belle, Vice President, Corporate Communications, at (973) 285-4058; dbelle@deltadentalnj.com.





Delta Dental of New Jersey

Request for Participating Dentist Handbook

Dentist's Name _____

Office Name _____

Dentist License No. _____

Address _____

Telephone No. _____

Please indicate how you want to receive the Participating Dentist Handbook:

- Hard copy
- CD

Please fax or mail this form to:

Professional Relations
Delta Dental of New Jersey
P.O. Box 222
Parsippany, NJ 07054-0222
Fax: (973) 285-4192



CT Raffle Winner Receives Scanner

Delta Dental recently delivered a flatbed scanner to the office of Dr. H. Paul Ayotte of Clinton, Connecticut. Dr. Ayotte won the scanner in our raffle at the Connecticut State Dental Association convention.

Rosie Burlington, receptionist at Dr. Ayotte's office, said upon seeing the

scanner, "This will make our jobs so much easier!" She added, "Delta Dental of New Jersey is my favorite dental insurance company. Delta Dental's EOBs are the easiest to read. Our claims are paid quickly. And whenever I call, it's nice to speak with people who are knowledgeable and helpful."



Pictured, from left: Rosie Burlington, Lois Erickson, Dr. Jennifer You, Dr. H. Paul Ayotte.

Date Set for Next Delta Dental Golf Classic

The Nineteenth Annual Delta Dental Classic is less than six months away! The annual event supports Special Olympics New Jersey (SONJ). Since 1991, the Delta Dental Classic has raised more than \$667,000 for SONJ. The 2008 Classic drew nearly 100 golfers and raised \$58,000 for SONJ.

The 2009 Delta Dental Classic takes place on Wednesday, May 27 at Fiddler's Elbow Country Club in Bedminster, NJ. We hope you'll join us for a day of great fun for a great cause!



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