Searching For New Patients? Go PPO!

With 48.7 million members nationally, our Delta Dental PPO™ network is a way to bring new patients into your practice. We recently expanded our communication efforts directly to members to emphasize how they benefit financially when they select dentists who participate in the Delta Dental PPO Network, including showing Delta Dental PPO participating dentists first in our online provider directory when a specific network is not selected (will apply to specialists as of July 1, 2016). To find out how you can become a participating general dentist or specialist in the Delta Dental PPO Network, contact your Dental Network Coordinator at 888-396-6641.

Why ‘Other Tools’ Should be Your Go-To Spot on Benefits Connection

Benefits Connection isn’t just for verifying patient benefits and checking the status of an unpaid claim. You can find links to lots of valuable information in the “Other Tools” navigation box. Need information about policies and procedures? Our complete Participating Dentist Handbook is here. You can also: select “claim submission” for quick claim submission to DDNJ, verify participation status for dentists in your practice, find updated fee schedules, enroll in direct deposit, and opt to go paperless with electronic-only EOBs. From “Other Tools,” you can also learn about special offers from outside vendors for participating dentists with our In-Net program, verify your practice information (“Profiles”), and much more. To check out these and “other tools,” go to www.deltadentalnj.com and log in. The “Other Tools” navigation box is on the right side of the screen.

Healthy Patients, Profitable Practices Subject of September’s ‘Delta Dental Days’ Free CE Program

Dentists and a clinical staff member are invited to one of our free Delta Dental Days Continuing Education programs in September. Dr. Susan Maples will present “A Total Health Approach to Dentistry” at the Aqua Turf in Plantsville, CT, on September 7, and the Pines Manor in Edison, NJ, on September 21. Dr. Maples is an internationally recognized health educator. She has been recognized as one of the top 25 women in dentistry and one of the top eight innovators in dentistry. Four C.E. credits will be awarded for attendance. Check-in begins at 8 a.m. both days, with the program running 8:30 a.m. to 1 p.m. Call 888-396-6641 to register.

Quick Hits

Patients without insurance?
Research shows that people with dental insurance are more likely to visit the dentist. Tell them about Delta Dental; call 888-899-3736 for a free quote on individual insurance.

Required Documentation Chart updated for 2016. To find out what procedures require documentation and the types of documentation that are required, go to http://www.deltadentalnj.com/dentists/required_documentation_chart.html.

Congratulations to CEO Dennis Wilson! He recently received the Leon J. Warshaw Tribute to Leadership Award from the Northeast Business Group on Health. The award is for extraordinary service, leadership, and commitment to making healthcare available and affordable.

NJD A publishes article by Dr. Keith Libou. Dr. Libou, our Chief Clinical Officer, authored “Dental Benefit Companies Respond to the Oral-Systemic Relationship” for the April 2016 issue of The NJDA Dental Advocate. Read the full article at www.deltadentalnj.com/dentists/Dental_Benefit_Companies_Respond_to_the_Oral_Systemic_Relationship.html.
Below-Market Loans Available for Participating Dental Practices
Delta Dental of New Jersey and Peapack-Gladstone Bank (PGB) offer customized financing. Delta Dental PPO® general and pediatric dentists who qualify will receive 1 point below Peapack-Gladstone Bank’s regular interest rate for a particular commercial loan program (will apply to Delta Dental PPO participating specialists as of July 1, 2016). Delta Dental Premier® dentists who qualify will receive ¼ point below PGB’s regular interest rate for a particular commercial loan program. For more information, go to www.pgbankdeltadentalnj.com.

‘Dentis-Tree’ Planted in Honor of Voorhees, NJ, Dentist
When Dr. Corrie Crowe signed up for direct deposit this spring, she knew it would help reduce paper and trips to the bank. What she didn’t know then is that she would become our latest Dentis-Trees honoree! We planted a tree in honor of the Voorhees, NJ, dentist at the Burch Charter School of Excellence in Irvington, NJ, on May 10. Our Dentis-Trees initiative helps the environment while encouraging dental practices to “go paperless” with direct deposit. To enroll your practice in direct deposit, visit our website at www.deltadentalnj.com. Click “Dentists” on the top navigation bar, then the Direct Deposit link under “News You Can Use.” Direct deposit is a great way to benefit your practice and the environment. Sign up today—and don’t get “leafed” behind!

Retirement of Key Board Members Announced
Delta Dental of New Jersey announces the retirement of the following board members:

- Carl Chaityn, DDS
- Jerome Feldman, DDS
- Henry F. Henderson, Jr.
- Gerald Sydell, DDS

We thank Dr. Chaityn, Dr. Feldman, Mr. Henderson, and Dr. Sydell for their decades of service, expertise, and guidance in improving the practice of dentistry throughout the state. We wish them all well in their future endeavors!