

Talking with your patients about New Dental Choice

New Dental Choice is a comprehensive dental discount plan that's available to anyone at any age. A variety of your patients might find New Dental Choice a great fit to help reduce their dental care expenses. Let's look at some examples of how patients in different situations could use New Dental Choice. Consider how these scenarios might help you talk with similar patients. Examples are shown for illustrative purposes only.



Miguel, a retired office manager

While he was employed, Miguel had a dental policy that covered most of his dental care expenses. But a year after retirement, Miguel needed a crown — and no longer had his employer's dental policy. Because he was a New Dental Choice member, the cost of his procedure was discounted. He stayed with his current dentist and got the work done at a more affordable cost than if he didn't have New Dental Choice.



Molly, a pre-school teacher nearing retirement

Molly was looking forward to retirement. But she was concerned about the cost of dental care in the future — when she wouldn't have her employer's dental policy. She'd always had regular check-ups and understood the importance of getting her teeth cleaned and X-rayed. So, Molly enrolled in New Dental Choice. She knew that as a member, she'd have access to discounts not only on her preventive care, but on other procedures.



Chris, who has dental coverage, but not enough to cover the treatment he needs

Chris considered himself fortunate to have a dental policy through his employer, but he needed a lot of dental work — including some procedures not covered by his policy at all. He learned about the New Dental Choice dental discount plan, and that it was different from insurance. He could pay an \$8 monthly membership fee and have immediate access to dental discounts from contracted providers. Unlike his dental policy, New Dental Choice has no maximums and no deductibles. For Chris, New Dental Choice was a great way to help reduce his costs.

[Read about Jamie, Lauren and Luis on back >](#)

This discount plan is not insurance. New Dental Choice provides discounts at certain healthcare providers for dental services. The plan does not make payments to the provider. The member must pay for all dental services but will get a discount from the contracted providers. The range of discounts varies based on type of provider, region and services and received. For a list of participating dentists, visit NewDentalChoice.com and select "dentists." Dentists and specialists may not be available in all areas. Cancel within the first 30 for a full refund, less the activation fee. Activation fees are refundable in AR and MD. Services in progress or provided before the membership effective date are excluded. This plan is not available in all states. New Dental Choice is a product of First Dental Health, the discount plan organization (specialized health care service plan in CA), located at 5771 Copley Dr. #101, San Diego, CA. 92111. First Dental Health is a member of the Principal Financial Group®.



Jamie, who's between jobs

Jamie had a dental emergency — she'd broken a tooth, and she didn't have a dental policy. She'd saved a little money from her last job, but not enough to cover the cost of all the dental care she needed. She signed up for New Dental Choice at her dentist's office and, on the spot, she had access to discounts on all the procedures she needed.



Lauren, who just turned 26 and is no longer covered by her parents' dental policy

While it's nice to be covered under your parents' dental policy, it doesn't last forever. Lauren had just turned 26 and was no longer covered — and at her dentist appointment she was told she needed a cavity filled. Her dentist's office made a future appointment for her and sent her home with a New Dental Choice brochure. She enrolled online the next day and received discounted dental care when she returned to get her cavity filled.



Luis, a long-term employee without a dental policy

Not everyone has a dental policy, even if they have a good job. Luis had worked for the same restaurant for years but hadn't been to the dentist in a long time because he didn't have help to cover the costs of the services he needed. When he had a toothache, he knew it was time to weigh his options. A friend told him about the New Dental Choice dental discount plan, and after a little research, Luis signed up. With his membership card in hand, he went to a contracted New Dental Choice dentist and got his tooth fixed.