



SELLING GUIDELINES

SELLING SUPERIOR DENTAL CARE

Selling Superior Dental Care (SDC) is easy! Simply request a quote, sell one of our competitive and value-packed plans, and then complete and send in the group application. That's it! Upon the sale of your first group, we will submit the paperwork and pay the state fees required to become appointed with SDC on your behalf.

SDC offers customized, individually rated plans for larger groups and community rated plans for small groups. We write groups on a fully-funded or self-funded basis with employer paid, voluntary or shared contribution options.

LARGE GROUPS

For groups of 30 or more employees, SDC offers customized, individually rated plan designs. Groups can select our standard list of covered services or we can match the current carrier's list or union-negotiated plan. With our Maximum Advantage Plan, large groups can lock in a special 3-year rate guarantee—**plus** increase their annual maximum by \$250 each of the 3 years—on the plan design of their choice. The Maximum Advantage Plan offers the choice between a \$750 or \$1,000 starting contract maximum and is essentially a free upgrade each year! To receive a quote, simply submit a proposal request to your Account Executive. We'll provide you with a competitive quote in 2-4 days.

SMALL GROUPS

Groups of 2-29 employees may select from any of our community rated plan options. These plans include all of the features that our larger groups enjoy and at very competitive rates. Small group rate sheets are available online or from your Account Executive.

LEADING THE WAY IN DENTAL BENEFITS



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Find us on LinkedIn, Facebook, & Twitter!

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INDIVIDUALLY RATED PLANS
FOR GROUPS OF 30 OR MORE
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COMMUNITY RATED PLANS FOR
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FUNDED OR SELF-FUNDED BASIS

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