

ADVANCED

April 2022

BULLETIN ADDENDUM

DELTA GAMES

It's always something. This year Delta of Missouri sent letters to many dentists to the effect of, "We noticed you are with some other PPOs. Here is a list of them. So, we have decided to reduce your fees. We will reinstate your Premier level fees if you drop those other PPOs." I am paraphrasing, but that was the gist of it.

Needless to say, a lot of dentists felt this was a form of blackmail. Of course, many are threatening to drop Delta. If this works for Delta, we might see this in other states.

Meanwhile, in many, but not all (or even the majority of states), Delta is gradually squeezing out the Premier program by insisting that new associates or newly created entities participate only at the PPO-level fees. There are variations through out the country, but generally speaking Delta PPO fees range from 15%-20% less than Delta Premier fees. Delta Premier fees sting enough because they generally are 25%-30% discounted, so Delta PPO participation adds a whole new level of pain. If you have the option to be Delta Premier, we think you should take it. Talk to us.

All of you are well aware of increased costs including staff wages, PPE, and so forth. Most insurance companies are still paying fees at levels from about 10-15 years ago. "Post Covid" many dental offices are busy... some are maxed out. So, we are seeing more activity than ever as we help dentists across the country back out from PPO participation.

CIGNA

Cigna PPO fee reimbursements are the most "variable" of any other PPO we have seen. In some cases, offices just have a 15% discount. In others, it is over 50%. This year Cigna has written letters to many dentists across the USA, announcing they are reducing their fee allowances. They are often decreasing fee allowances 15%-40%.

Many Doctors are threatening to drop Cigna and, in some cases, Cigna will then blink and put the fee back up to their previous level. There is some gamesmanship involved here and if you received such a letter from Cigna, call us.

We Believe In You!

We believe that Independent Private Practice is the best way to deliver dentistry. It is best for the patients, the doctors and the staff. Private practices can be more selective with their continuing education and technology. They can also be more adaptable and efficient. **Most importantly, the people who make decisions about patients' dental care are the ones in direct contact with them.** We also believe that professional management support helps **good practices be better** and thrive in a competitive environment.

