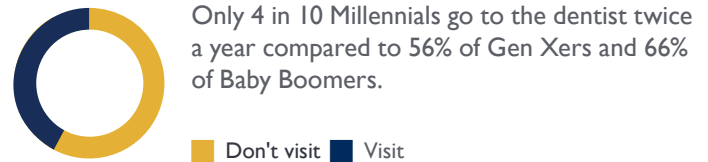
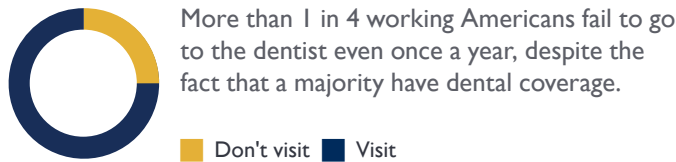


THE MORE PREVENTIVE DENTAL CARE WE USE NOW, THE LESS IT COSTS EVERYONE LATER.

Two-thirds of U.S. adults consider oral health to be a high priority. Yet many don't take full advantage of their dental benefits. A Guardian study shows that groups with high preventive care utilization drove down total dental claim costs over time.

PREVENTIVE DENTAL CARE UTILIZATION IS LOW – EVEN FOR THOSE WITH BENEFITS



EMPLOYER GROUPS WITH HIGH PREVENTIVE UTILIZATION SPENT MORE ON PREVENTIVE CARE OVER SIX YEARS...

+39%



HIGH PREVENTIVE UTILIZATION GROUPS
Preventive claims, \$12.55*



LOW PREVENTIVE UTILIZATION GROUPS
Preventive claims, \$9.04*

...BUT THOSE SAME GROUPS SPENT MUCH LESS ON MAJOR DENTAL SERVICES...

-86%



HIGH PREVENTIVE UTILIZATION GROUPS
Major claims, \$0.98*



LOW PREVENTIVE UTILIZATION GROUPS
Major claims, \$7.07*

...AND HAD LOWER COMBINED DENTAL CLAIM COSTS (PREVENTIVE PLUS MAJOR)

-16%

HIGH PREVENTIVE UTILIZATION GROUPS
Total spend \$13.53*



LOW PREVENTIVE UTILIZATION GROUPS
Total spend \$16.11*

HOW CAN EMPLOYERS GET MORE EMPLOYEES TO TAKE ADVANTAGE OF PREVENTIVE DENTAL CARE?

- Meet industry standards for preventive care benefits
- Expand the company plan's definition of preventive services
- Incentivize use of in-network providers
- Improve education and reminders about preventive care

FOR THE FULL STORY, READ THE RESEARCH BRIEF "DENTAL BENEFITS: A BRIDGE TO ORAL HEALTH AND WELLNESS," FROM THE GUARDIAN 5TH ANNUAL WORKPLACE BENEFITS STUDYSM AT GUARDIANANYTIME.COM



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*Average per member per month claim costs
Source for all statistics cited is The Guardian Workplace Benefits StudySM; Fifth Annual, 2017.
2017-51543 (12-19).