

## Changes to BCS Individual Medical Policies Explained – No Rate Increase

Each year MDA Insurance and its insurance committee go through the annual process of reviewing the current rates and coverages offered by our BCS Life individual medical program. This annual review insures both the health and competitiveness of the plan for the coming year.

The analysis this year looked at the claims paid by our plan for this past rating period, but also the current claim trends that are developing in the Michigan market as provided for us by our plan administrator, Blue Cross Blue Shield. This data allows us to develop a more complete picture of what the future may hold for hospital, physician, and pharmacy costs.

Along with the claims data, the insurance committee took a hard look at the rich benefit structure that the plans offer and decided to make some



benefit adjustments to help mitigate some of the pricing pressures affecting our plan. These benefit modifications will enable the MDA to implement no rate increase for the 2010 plan year. This is excellent news!

The result of the committee's analysis was to make several changes to

the plans so that they conform more closely to the national trends, and **not increase premiums for 2010.**

Effective the first of January 2010 there are several coverage changes that will take place.

- The CMM 250 and CMM 500 programs will be closed to new applicants. Individual policy holders currently covered by these programs will be “grandfathered” and may remain in these plans. The design of these comprehensive major medical programs is an older benefit design and is not as cost-efficient for the insured or the program as the newer PPO chassis. This will leave the CMM 1500 and the CMM 2500 open to new applicants.
- The prescription drug card used on the CMM products will be changed from a \$15/\$30/\$60 drug card to a \$15/\$50/50 percent drug card. That

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## Breaking MDA News

### New Professional Protector Plan® discounts mean big savings.

Here's great news! The MDA-endorsed Professional Protector Plan is pleased to announce a variety of new, money-saving discounts. When combined with existing premium credits, these new discounts, including a claim-free credit and a multi-policy discount, add up to big savings. In today's competitive insurance market, price and coverage features are two of the most important considerations when choosing a malpractice insurance carrier. Now you can have the best of both with the Professional Protector Plan!

The new claim-free discount is available to any dentist who has not filed a malpractice claim for five years. Additionally, the multi-policy discount will reduce your professional liability premium and your property insurance premium when both coverages are combined onto a single package policy. These exciting new discounts are available whether you carry claims-made or occurrence coverage, both of which are offered under the Professional Protector Plan.

The existing MDA member discount, risk management credit and part-time discounts also continue to be available. The member discount is automatically applied for all MDA-member dentists. The risk management credit is good for three years and will be applied to dentists who complete a classroom or home-study course (watch for an online course, coming soon!). Aside from the premium savings, the risk management course provides continuing education credit as well. And for those dentists practicing 20 hours per week or less, our part-time credit is available.

Getting a premium quote is easy! Simply visit the MDA Insurance Web site at [www.mdaprograms.com](http://www.mdaprograms.com), click on Dentist's Professional Liability, and complete an online quote form. You may also fax your current policy to our office at (517) 484-5460. Our staff will evaluate the information you provide and prepare your quote.

Why wait? Start spending less on your professional liability insurance today!

will mean that effective Jan. 1, 2010, generic drugs will have a co-pay of \$15; formulary drugs will have a co-pay of \$50; and non-formulary drugs will be 50 percent of cost with a minimum of \$70 and a maximum of \$100. This drug card will still allow for a 90-day supply of drugs for two co-pays through Medco. This change helps lower the cost of this component of the plan by an aggregate of 7.9 percent.

- We will add a new Community Blue Plan 4 to our Community Blue plan offerings. This new plan will offer a \$500 individual and \$1,000 family deductible. The office co-pay will be \$20. The new plan will allow for a range of deductibles from \$250 to \$1,000 in the PPO products and \$1,500 and \$2,500 in the CMM products.
- We are adding an increase to the preventative benefit limit of \$500 on all non-complimentary-to-Medicare plans. The new preventative benefit limit will be \$1,000 per covered individual per calendar year. This has just become available and should go a long way to help keep everyone healthy.

\*All of the Community Blue plans will replace their current \$15/\$30/\$60 drug card with a new \$10/\$40/\$80 drug card, effective Jan. 1, 2010. This means that the generic drugs will see a reduction to a \$10 per month co-pay, while the formulary drugs will move to a \$40 co-pay and the non-formulary drugs will move to an \$80 co-pay. The Medco option of three-months supply for two co-pays will continue. This will help lower the cost of this component of the Community Blue Plan by 4.4 percent. The two Health Savings Account options, Flex 3 and Flex 4, will not be affected by these prescription drug changes.

For those policy holders with complimentary – to – Medicare coverage, your drug card changes will be determined by your pre-Medicare coverage. For example, if you had a PPO product your drug card will mirror the PPO products mentioned above. If your pre-Medicare coverage was a CMM product, your new drug card will mirror the CMM product.

The last benefit change will be the addition of a chiropractic co-pay that matches the office co-pay. This will help lower the cost of the overall plan aggregate by 2.3 percent.

Administratively, we are combining the eight statewide areas down to four. This will make the ability to service your needs much easier. Some individual programs will see a slight premium decrease because of this realignment.

It is important to remember that these changes track the benefit structure migration of these types of plans nationally.

If you have any questions or concerns about these changes, please give us a call. We stand ready to respond to your needs. Call us at (800) 860-2272 from 8 a.m. until 5 p.m., Monday through Friday.

### Questions? Contact Ed Stafford

(800) 860-2272 x467 | estafford@mdaifg.com

## Call on Us!

Ordering superior exam gloves at discounted prices is now as easy as one phone call to MDA Services. MDA Services is pleased to offer a wide selection of examination gloves to satisfy the entire dental team.

Every dental professional has unique needs when it comes to the comfort, fit and feel of the gloves you wear. The staff that makes up the MDA Services glove team is ready to provide your office the personal attention needed to make sure the entire dental staff finds the right glove to suit their needs. This includes providing your office free samples of all the products that are available to give the gloves a true evaluation.



MDA Services Glove Team

From left: Elise Witte, Nancy Williams, Carol Yoshonis, Sabrina Rawson, Darren Zwick,

Powder-Free latex starting at \$4.99 per 100 gloves

Powder-Free Nitrile starting at \$5.44 per 100 gloves

Powdered latex starting at \$4.63 per 100 gloves

Contact MDA Services today at (800) 860-2272 for more information, to request free samples or to place an order. You can also order gloves on the Web by visiting the MDA Store at [www.smilemichigan.com](http://www.smilemichigan.com).

## Financing Solutions for Your Dental Practice

Banc of America Practice Solutions™, a Michigan Dental Association endorsed partner, offers great products with great service. Known for their commitment to providing the right solutions and superior customer service Banc of America Practice Solutions™ can help with your financial goals. With more than 10 years of unparalleled experience serving dentists, Banc of America Practice Solutions™ understands the needs of your practice. The result? An easier loan process, less paperwork, and faster turnaround, with many products tailored just for dentists.

Here are just a few examples of how Banc of America Practice Solutions™ can help you.

**Starting a practice?** Banc of America Practice Solutions™ understands your start-up needs are of paramount importance in establishing the success of your practice. They provide complete financial solutions for all stages of your project. Banc of America Practice Solutions™ can provide flexible loan repayment options, with terms up to 15 years.

**Expanding your practice or buying equipment?** Whether you're expanding or relocating your practice or purchasing state-of-the-art equipment, Banc of America Practice Solutions™ has specific loan products to help finance your growth. Banc of America Practice Solutions™ can help make it affordable and easy. When you combine their industry expertise, practice-specific products, streamlined application process and world-class customer service, it's easy to see why so many Michigan Dental Association members turn to Banc of America Practice Solutions™ for all their practice financing needs.

**Buying or selling a practice?** Banc of America Practice Solutions™ can provide the financing as well as access to a national network of practice transition specialists who assist with site selection, appraisal, contract preparation and buyer/seller structuring of the transition.

**Need to increase cash flow?** Use Bank of America's Debt Consolidation program and improve your practice's cash flow by paying off high-rate business debt and lowering your overhead.

**Considering a real estate loan?** Banc of America Practice Solutions™ offers the real estate loan products you need. Whether you are buying, refinancing, or relocating, their team of specialists may be able to offer you a suite of comprehensive real estate loan options to meet your business needs.

## MDA Endorses Amalgam Separator, Waste Management Vendor

The MDA is proud to announce that DRNA has been endorsed by the association through MDA Services to provide amalgam separators and waste management services to MDA members.

DRNA is the leading waste management company in the United States solely dedicated to serving the dental profession.

"We are quite pleased to be able to offer DRNA's suite of services to address current and future regulatory requirements for our members at excellent price levels, along with the highest standard of customer service, which is a hallmark of the DRNA brand," said Darren Zwick, MDA Services director.

As part of this endorsement, MDA members will receive significant savings. For example, members who purchase the amalgam separator will receive 40 percent off the equipment, and a 10 percent discount on all other services.

Marc M. Sussman, DRNA's president and CEO, said, "We are very excited about our new partnership with the MDA. We look forward to assisting its members to address current waste management needs in areas such as dental waste disposal as well as with the new requirements in the area of amalgam recycling and the installation and recycling of amalgam separators."

For more information on DRNA, visit [www.drna.com](http://www.drna.com). Call (800) 360-1001, ext. 14, to find out more about this new MDA-endorsed program.

Banc of America Practice Solutions™ can provide the financial expertise and industry knowledge necessary to support your practice. As an added benefit, members of the Michigan Dental Association receive a reduction in loan administration fees and will be supporting the association.

For more information about the MDA endorsed financial products and services available through Banc of America Practice Solutions™, call (800) 497-6096. and mention this article for a free sample business plan. You may also review products and schedule an appointment online at [www.bankofamerica.com/practicesolutions](http://www.bankofamerica.com/practicesolutions).

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# STAFF KUDOS

## Congratulations to Megan and Misty!

Special congratulations to two staff members on our commercial lines team. **Misty Ward** and **Megan Kandle** have both recently completed all required coursework and testing to earn their Certified Insurance Service Representative (CISR) designation.

The CISR designation represents a commitment to understanding all facets of insuring various risks and exposures. To obtain the designation, individuals must attend five separate courses covering different areas of risk and successfully pass a comprehensive exam for each. Annual coursework is then required to maintain the designation, which is held by 27,000 insurance professionals and is recognized in all 50 states and Puerto Rico.

Congratulations, Misty and Megan. Your dedication to the profession and commitment to service is truly appreciated!



Megan Kandle



Misty Ward

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## High-Risk Malpractice Insurance Program Available

MDA Insurance is pleased to offer a surplus lines professional liability insurance program for dentists unable to obtain coverage in the standard market. The program, underwritten by Columbia Casualty, a subsidiary of CNA Insurance Company, caters to dentists who have experienced numerous or severe malpractice claims in the past.

While surplus lines coverage is not as comprehensive as that normally found in the standard market, it does offer the opportunity to obtain adequate limits of coverage with a highly rated carrier. Once in the program, dentists will be evaluated annually to determine eligibility for the standard market Professional Protector Plan (PPP) program, also underwritten by CNA. Once eligible, policyholders may transition to the PPP without having to purchase tail coverage from Columbia Casualty. Avoiding this costly transaction gives MDA Insurance a huge cost advantage over other surplus lines agencies.

If you've recently been non-renewed by a standard market carrier or are otherwise unable to secure malpractice coverage due to claims history, this program is for you!

**Questions? Contact Misty Ward**

(800) 860-2272 x449 | mward@mdaifg.com