



NEW AGENT WELCOME KIT



denalidental.com



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Welcome!

Welcome to our growing family of agents who are helping employers, individuals and families get better dental coverage. Since 2001, our fun, high energy team has helped over 19,000 agents. We look forward to working with you.

Start selling Denali Dental & Vision today!

- » Your dedicated link was previously sent in the confirmation email the day you completed your appointment.
 - » Have you tested your selling link?
 - » If you did not receive your confirmation email or link please check your spam or junk folders or contact our Agent Concierge team: concierge@directbenefits.com.
 - » Your dedicated link is your quoting and enrollment tool for the individual plans. Most importantly, you will be credited and paid commissions on every sale when you use your link!

Your clients can enroll themselves using your dedicated selling link! Pass this link on to them in an email, put it on your website, or share it on social. Need help with this? Reach out to marketing@directbenefits.com.

Check out our Business Building Tools Page at: directbenefits.com/agents

- » Download product information, the new agent information packet, brochures, contest details, training videos, group quote calculators and important selling tools.
- » Market to your individual and family clients. Embed your dedicated agent link in our product logos or flyers. Customize our marketing tools to get Denali Dental & Vision in front of your clients via your email signature line, your website, or printable flyers.
- » Market to employers 2+. See how easy it is to run a group quote on the Denali Renaissance calculator. No login or password required!

Questions? Let us know how we can help!

Individual Products



(800) 620-5010 ext. 4



concierge@directbenefits.com

Group Products



(800) 620-5010 ext. 5



agentsupport@directbenefits.com



What make Denali Individual Special?

Denali Dental & Vision taps into the benefit-rich dental market offering unique dental benefits not-found-anywhere-else. With one of the highest annual maximums offered on the individual market, child-only plans and adult orthodontia options, Denali delivers dental benefits that others can't match. Denali Dental is underwritten by Renaissance with access to over 300,000 dental access points nationwide.



Choose your own dentist



No waiting periods



Four preventive cleanings and two exams per year



Up to \$6,000 annual maximum



Choice of Provider



Child-only dental plans offering a lower premium



Adult and child orthodontia



Lifetime deductible



Bundle with VSP vision rider



Guaranteed Acceptance

Denali Dental & Vision makes it quick and easy to enroll your clients in the dental plan of their choice. When enrolling a client make sure you use your dedicated sales link. If you are using your dedicated link you should see your name and phone number at the top of the quoting page. Below is a step-by-step process of an enrollment.

- 1 Enter your client's ZIP code and select the coverage needed (**Applicant, Applicant + One, Family, or Child Only**) and click **"FIND MY PLAN"**

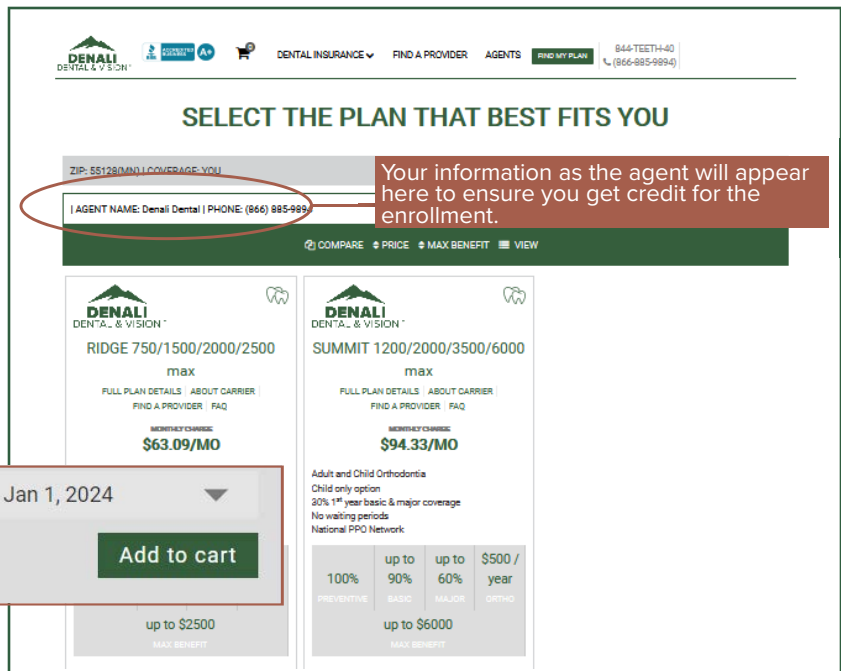


The screenshot shows the website's main navigation bar with 'DENTAL INSURANCE', 'FIND A PROVIDER', and 'AGENTS' links. A search bar contains '844-TEETH-40'. Below the navigation is a hero section with a photo of a family and a circular graphic that says 'IMPLANTS & MAJOR SERVICES'. To the right, there's a form with a 'ZIP CODE' input field, a '- SELECT -' dropdown menu, and a green 'FIND MY PLAN' button. A testimonial box at the bottom right says 'Jodi has worked with me to get the right date for payment and made something usually very tedious into 1,2,3 and done.' with a 'Chat now' button.

- 2 View available plans and select an option. Plans vary by state and only available plans for the ZIP code entered will be displayed. Once a plan is chosen, choose an effective date from the drop-down menu and click **"ADD TO CART"**

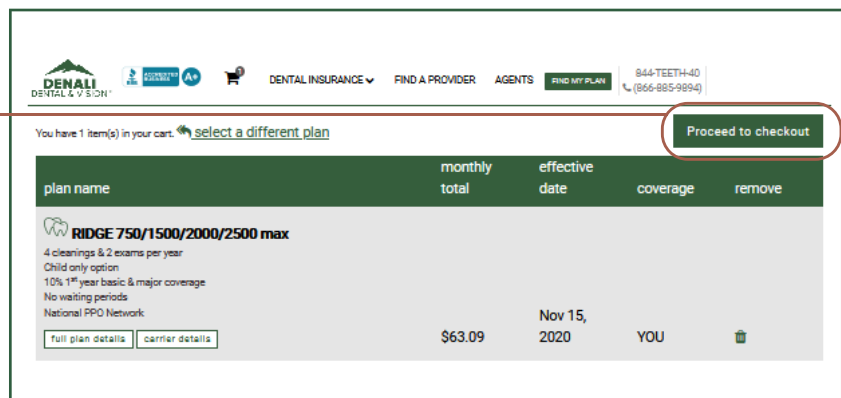
Enroll by 5pm (Central) on the 31st for an effective date of the 1st of the following month.

Enroll by 5pm (Central) on the 14th for an effective date on the 15th of the same month.



The screenshot shows the 'SELECT THE PLAN THAT BEST FITS YOU' section. At the top, there's a navigation bar with 'DENTAL INSURANCE', 'FIND A PROVIDER', 'AGENTS', and 'FIND MY PLAN' links. Below this is a form with 'ZIP: 55128(MN) | COVERAGE: YOU' and 'AGENT NAME: Denali Dental | PHONE: (866) 985-999'. A red box highlights the agent name and phone number with the text 'Your information as the agent will appear here to ensure you get credit for the enrollment.' Below the form are two plan cards: 'RIDGE 750/1500/2000/2500 max' for \$63.09/MO and 'SUMMIT 1200/2000/3500/6000 max' for \$94.33/MO. A dropdown menu shows 'Jan 1, 2024' and a green 'Add to cart' button is highlighted with a red box.

- 3 You will then be taken to your shopping cart. Review the plan details and then click **"PROCEED TO CHECKOUT"**



The screenshot shows the shopping cart page. At the top, there's a navigation bar with 'DENTAL INSURANCE', 'FIND A PROVIDER', 'AGENTS', and 'FIND MY PLAN' links. Below this is a message 'You have 1 item(s) in your cart.' and a 'select a different plan' link. A red box highlights the 'Proceed to checkout' button. The cart contains one item: 'RIDGE 750/1500/2000/2500 max' with a monthly total of \$63.09, an effective date of Nov 15, 2020, and coverage for 'YOU'. The item details include '4 cleanings & 2 exams per year', 'Child only option', '10% 1st year basic & major coverage', 'No waiting periods', and 'National PPO Network'. There are 'full plan details' and 'carrier details' links for the item.

4 Enter personal information for your client. If you added a spouse or dependent in Step 1, Fill in their information in the 'Dependent(s)' area.

If the member does not have an email address, use your email address and you will get the confirmation email which you can print for your client.

5 Choose a billing option and enter your client's payment information.

Review the details once again to confirm the effective date and monthly premium.

(Please note that there is a \$25 one-time enrollment fee with every enrollment.)

6 Read through the Authorization Agreement, Limits & Exclusions, Fraud Notices, Refund Notice, and the Legal Disclaimer.

Click each box to agree to the Authorization Agreement and Refund Notice.

7 Click "SUBMIT APPLICATION"

PURCHASE YOUR POLICY

APPLICANT

FIRST NAME: _____ LAST NAME: _____

BIRTHDATE: _____ SSN: _____ Gender: _____

Marital Status: _____

STREET: _____ UNIT: _____ CITY: _____ ZIP: 55128 STATE: MN

PHONE: _____ EMAIL: _____

Do you have any dental or vision insurance currently in force?
 yes no

PAYMENT

credit card bank account

CREDIT CARD: _____ NAME ON CARD: _____ EXPIRY: _____ CVV: _____

NAME	EFFECTIVE DATE	COVERAGE	MONTHLY CHARGE	ENROLLMENT FEE
RIDGE 750/1500/2000/2500 max	Nov 15, 2020	YOU	\$63.09/mo	\$25 (one time)
Total :			\$63.09/mo	\$25 (one time)
Total First Month :				\$88.09

DELIVERY

PLEASE NOTE BELOW HOW YOUR DOCUMENTATION WILL BE DELIVERED

electronic

AUTHORIZATION AGREEMENT

LIMITATIONS AND EXCLUSIONS

IMPORTANT FRAUD NOTICES

REFUND NOTICE

LEGAL DISCLAIMER

I have read and agree to the Authorization Agreement, Limitations and Exclusions and Important Fraud Notices. By submitting my enrollment I hereby apply for coverage under the plan I've chosen. This policy has exclusions, limitations and terms under which the policy may be continued in force or discontinued.

DENALIDENTAL: I agree that a 30 day notice is required if I choose to terminate my coverage and also to receive a refund of premium. I understand that the \$25.00 processing fee is non-refundable. Termination requests can be submitted via your individual portal, emailed, faxed or mailed to Morgan White Administrators, Inc.

SUBMIT APPLICATION

CONGRATULATIONS! You and your client will get an email confirmation of the enrollment.

Policy documents will be mailed.

To review your policy documents, go to: <https://customer.sasid.com/login> and register an account.

For billing and customer service questions, contact:

Website: InsuranceTPA.com
Phone: 833.873.6589
Email: support@insuranceTPA.com

Individual Product Portfolio



Dental

Spirit Dental & Vision
Denali Dental & Vision
Magnum Dental
PrimeStar
NCD
California Dental Network
Allstate Health Solutions



Vision

Direct Vision
NCD
PrimeStar
Vision for Everyone



Short Term Medical

Allstate Health Solutions
Pivot Health



Accident, Critical Illness & Hospital

Allstate Health Solutions



Pet Insurance

Pin Paws



Life

Gerber Whole Life
Allstate Health Solutions



Discount

Careington Discount



Travel

GeoBlue



ID Theft

Securus ID



Telemedicine

FreshBenies



Individual Medical and Medicare

Dickerson Agency

Have questions? Ready to get appointed? Let's get in touch!

Phone | (800) 620-5010 ext. 4 Email | concierge@directbenefits.com

Find more agent resources | www.directbenefits.com/agents



Individual Agent Perks 2024

Top 20 producers earn \$200 every quarter!



Effective between January 1st, 2024 through December 31st, 2024, our Agent Perks program rewards you for the exceptional work you do selling our exclusive dental and vision products.

Thank you for being part of the Direct Benefits agent family, and we wish you the best year yet!



Eligible brands: Spirit Dental & Vision, Denali Dental & Vision, Direct Vision

Have questions?

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Contest valid for all appointed agents & individual policies sold with effective dates from 1/1/2024 - 12/31/2024. Direct Benefits reserves the right to cancel, suspend, and/or modify the promotion at any time, in addition to making the final decision on winners. Anyone who earns \$600 or more will be held responsible for taxes for the prize.



What makes Denali Group Plans so Special?

Denali Group Dental and Vision insurance is specifically designed to cater to the distinctive preferences of small businesses and their employees. Employers gain the advantage of providing a comprehensive plan with extensive coverage options that perfectly align with the requirements of their workforce. This ensures that the coverage offered effectively addresses the unique dental and vision needs of employees.

- Choice of any dentist
- Voluntary options with low participation (2+)
- Multiple deductible and annual max options
- Waiting period takeover credit
- Save 5% on group vision when bundled with dental
- Optional orthodontia
- Access to Renaissance PPO Dental Network
- Guaranteed Acceptance

Group Product Portfolio

Direct Benefits is here to help you with all your ancillary insurance needs and help you find the best plans for your clients. Whether you're looking for great coverage for groups of two, or are in the market for large group plans, we've got you covered!

	Dental	Vision	Life	STD	LTD
Spirit Ameritas	2+	2+			
Denali Renaissance	2+	2+			
Magnum Dental Select	2+	2+			
Triumph Dental & Vision	2+	2+			
Avesis		2+			
Beam Dental	2+	2+	2+	2+	2+
Companion Life	2+	2+	2+	2+	2+
EyeMed		10+			
Kansas City Life	10+	10+	10+	10+	10+
Lincoln Financial	10+	10+	10+	10+	10+
MetLife	2+	2+	2+	2+	2+
OneAmerica			2+	2+	2+
Principal	10+	10+	10+	10+	10+
Reliance Standard SmartChoice	2+	2+	2+	2+	2+
Reliance Standard True Group	10+	10+	10+	10+	10+
Unum	10+	10+	10+	10+	10+
VSP		10+			

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Group Product Portfolio



Dental

Spirit Dental & Vision	2+
Triumph Dental & Vision	2+
Denali Dental & Vision	2+
Magnum Dental	2+
Beam Dental	2+
Companion Life	2+
Kansas City Life	10+
Lincoln Financial	10+
MetLife	2+
Principal	10+
Reliance Standard SmartChoice	2+
Reliance Standard True Group	10+
Unum	10+



Long Term and Short Term Disability

Companion Life	
Kansas City Life	2+
Lincoln Financial	10+
MetLife	10+
OneAmerica	2+
Principal	2+
Reliance Standard SmartChoice	10+
Reliance Standard True Group	2+
The Standard	10+
Unum	10+



Pet Insurance

Pin Paws	
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Vision

Spirit Dental & Vision	2+
Triumph Dental & Vision	2+
Denali Dental & Vision	2+
Beam Dental	2+
Companion Life	2+
EyeMed	10+
Kansas City Life	10+
Lincoln Financial	10+
MetLife	2+
Principal	10+
Unum	10+
Reliance Standard SmartChoice	2+
Reliance Standard True Group	10+
VSP	10+



Life

Companion Life	2+
Kansas City Life	10+
Lincoln Financial	10+
MetLife	2+
OneAmerica	2+
Principal	10+
Reliance Standard SmartChoice	2+
Reliance Standard True Group	10+
The Standard	10+
Unum	10+



Telemedicine

FreshBenies	2+
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Group Quoting Made Easy

Step-by-step instructions

1

Visit www.directbenefits.com/agents on your preferred Internet browser.

3

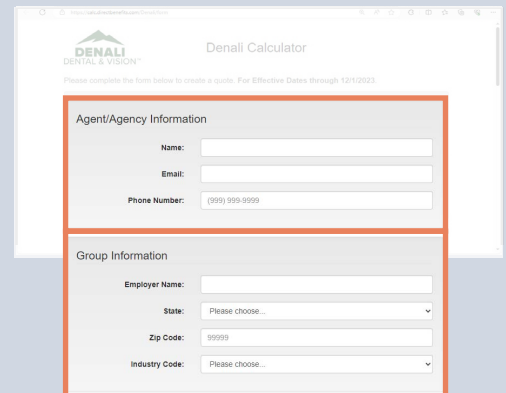
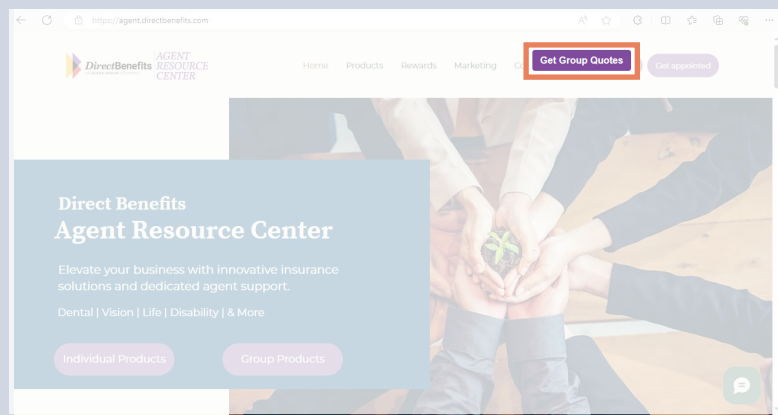
Select the plan for which you want to run a quote.

2

Click on **Get Group Quotes**

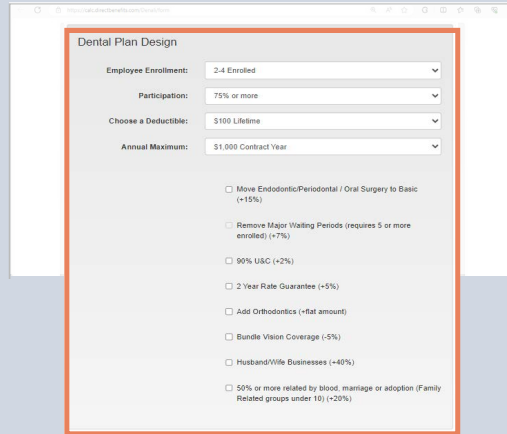
4

Fill in Agent and Group information.



5

Select Plan Design features you would like to quote



6

Submit your quote

That's it! You will see rates immediately and have the option to download or email the proposal at the top of the page. If you have any questions just contact your sales team for answers at (800) 620-5010 and choose option 5.





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Marketing Support

Agent Resource Center

directbenefits.com/agents

Our online Agent Resource Center is jam-packed with ready-to-use educational materials, marketing collateral and more!

- | Webinars
- | Brochures
- | Customizable marketing materials

Want to connect with the marketing Team?

We're here to help! Send an email to marketing@directbenefits.com or give us a call at (800) 620-5010.



DENALI DENTAL & VISION™

denalidental.com



DirectBenefits
AN ALERA GROUP COMPANY

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Bloomington, MN 55425

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800.620.5010, option 5

directbenefits.com/agents