

## AP Producer News

# Delta Dental Offering Special Pricing on AI Industry Health Trusts Dental Plans

August 29, 2023

### Coverage now available for companies of any size

Right now, with rising interest rates and high inflation, employees across Washington state are seeing higher prices for everything — housing, cars, food and dental care. Consequently, employers are discovering that medical plans alone are not enough. Employees need dental benefits to give them a more robust range of affordable wellness coverage.

To help improve access, [Delta Dental of Washington](#) has been working with the Industry Health Trusts offered by Associated Industries (AI) to offer special pricing on its most popular dental plans. Members not enrolled in the AI dental plan will be notified in the coming weeks that they are entitled to add full-service coverage, no matter what size their company is. Benefits include:

- 100% coverage for 100% of routine preventive and diagnostic care
- Efficient claims processing
- Online eligibility processing and bill payment
- Online wellness tools
- Access to Washington's largest provider network

Third-party administrator Associated Industries Management Services will be reaching out with these details, and encouraging your clients to contact you if they're interested in enrolling. Need more details about these new offerings? Call AIMS at (509) 326-6859.

### Reminder: AI Member Appreciation Event is on Thursday!

Associated Industries (AI) appreciates you and all your hard work to help its Industry Health Trusts succeed. To thank you and give you the opportunity to mingle with members and AI staff, you're invited to the [Associated Industries Member Appreciation Event](#) from 4-6:30 p.m. Thursday, August 31, 2023, at the Maryhill Winery Tasting Room in Spokane. The event will include drinks, heavy hors d'oeuvres and plenty of fun! Please click below to RSVP.

[RSVP Today](#)

## More Appreciation for Your Hard Work: Regence Ignite and Asuris Advance Producer Bonuses effective 10/1/23-1/31/24

Here's even more thanks for your hard work on the Industry Health Trusts offered by Associated Industries: producer bonuses through [Regence Ignite](#) and [Asuris Advance](#)!

For new, fully insured groups you help transition from another carrier to medical through one of the Industry Health Trusts offered by Associated Industries (AI), you will be eligible for:

- \$20 per subscriber for fully insured groups with 10 or more subscribers
- New association members are eligible for payouts
- Payouts provided for new, fully insured group business with effective dates between October 1, 2023, and January 31, 2024

The subscriber count is based on the number of enrolled employees submitted with the group's case submission at the time of the initial setup.

For more information, including the detailed program rules, please download the [Regence Ignite](#) and [Asuris Advance](#) flyers, which also can be downloaded via the [AI Producer Benefit Portal](#).

### Contact Your AP Sales Team

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