

# The Power of Preventive DENTAL CARE for a Stronger Workforce



When employees take action for their oral health and use their benefits for preventive dental care, companies get more from their dental insurance investment.

## The Oral Health Impact *by the numbers*



164 million work hours are missed each year because of dental problems.<sup>1</sup>

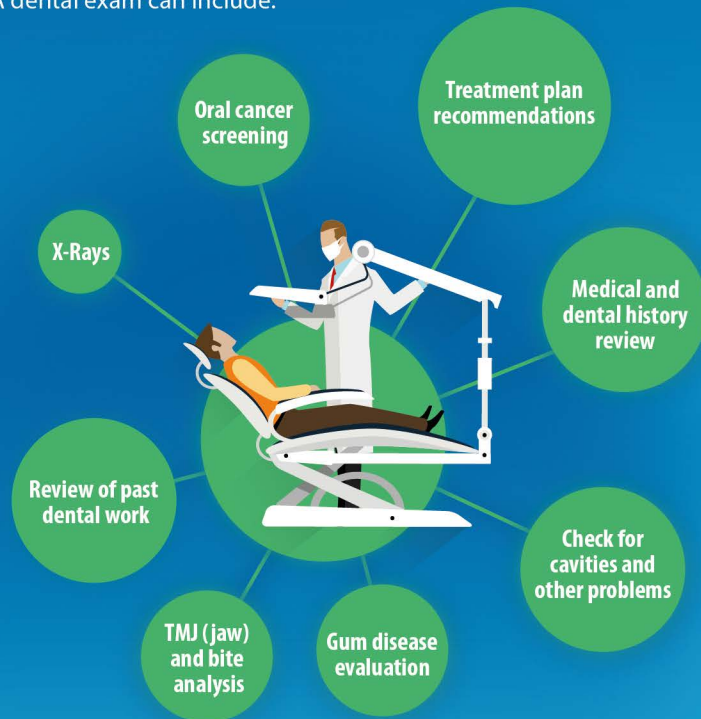
79% of dental-related emergency visits could potentially be diverted to a dental office.<sup>2</sup>



>75% of adults have some level of gum disease<sup>3</sup>

## More than “just a cleaning”

Routine dental exams can help identify and address problems before they require costly treatment or time out of work. In fact, 90% of systemic diseases can be detected through the mouth.<sup>4</sup> A dental exam can include:



## Backed by research

United Concordia’s latest research<sup>5</sup> looks at the value of going to the dentist for preventive care, which includes:



Oral evaluation



Routine cleaning

OR



Gum disease maintenance

The results:

Members who received preventive dental care  
**2x/year**

had lower total medical costs than those who saw the dentist less frequently (once in 3 years or not at all). This may also indicate:



Improved overall health outcomes



Better quality of life

## Making it work at the workplace

In order to realize the full potential of preventive dental care, employers need a strategy:

- ✓ **OFFER** the right dental plan(s).
  - With United Concordia, all traditional plans cover preventive services at 100%.
- ✓ **EDUCATE** on the value of good oral health & how to achieve it.
- ✓ **ENGAGE** staff through live events and direct communications.
- ✓ **INCENTIVIZE** preventive dental care as part of a wellness rewards program.
- ✓ **TRACK** use to measure results over time.

**The United Concordia Dental Advantage**—employers get access to expert resources for incorporating dental into their existing wellness programs:

Oral Wellness Consultants • Specialized Plans  
Educational Content • Online Tools

**UNITED CONCORDIA® DENTAL**  
Protecting More Than Just Your Smile®

1. U.S. Department of Health and Human Services. Oral Health in America. A Report of the Surgeon General. May 2000.  
2. Wall T, Nasseh K, Vujicic M. Majority of dental-related emergency department visits lack urgency and can be diverted to dental offices. Health Policy Institute Research Brief. American Dental Association. August 2014.  
3. Times Health Guide. Periodontitis: Risk factors. The New York Times. March 2013.  
4. Know Your Teeth. Prevent Oral Health Problems: Visit Dentist Twice a Year. Academy of General Dentistry. January 2012.  
5. Value of Going to the Dentist. United Concordia Dental internal research. September 2017. UnitedConcordia.com/Research.