

Medicare Advantage Can Grow Your Practice

Each day 10,000 people in the U.S. turn 65.¹ The population of adults 65 years of age and older is growing and will likely be a larger part of your dental practice in the years ahead.

As your patients retire, many will choose Medicare Advantage plans with dental benefits and networks similar to their employer-sponsored dental plans. Seniors who leave the workforce spend more on dental care than any other demographic group — they're more likely to want or need preventive and restorative dentistry.



Original Medicare is a federally administered health insurance system that covers people 65 years of age or older or those under 65 who have a qualifying disability. It doesn't include dental coverage, except for dental care provided during a hospital stay.

Medicare Advantage is administered by private insurance companies and offers extra benefits that Original Medicare doesn't cover, such as preventive and restorative dental services.

Arkansas Blue Medicare and Medicare Advantage Health Advantage HMO

Arkansas Blue Cross and Blue Shield and Health Advantage offer Medicare Advantage plans. We're actively growing our membership, so the patient base of our participating providers can also grow. Benefits include:

- Access to more than 20,000 members (and growing)
- Retention of patients who enroll in Medicare
- Higher treatment acceptance based on no deductibles and low out-of-pockets costs
- No X-rays required with claim submissions
- Charge your fees after a member's annual maximum has been met
- Unique Dental XtraSM program offers additional dental benefits to members with certain chronic conditions
- Payment goes to the provider, not the patient



Medicare by the numbers

- More than 654,000 Arkansas residents are eligible for Medicare.²
- About 36% of those eligible are enrolled in Medicare Advantage plans.²
- Nationally, 74% of Medicare Advantage members are enrolled in plans that include dental benefits.³
- Average out-of-pocket dental care costs for Medicare members in the U.S. was \$874 in 2018.⁴

Are you ready to grow your practice?

To learn more about our Medicare Advantage dental network, visit arkansasbluecross.com. If you'd like to become a participating provider, please email us at dentalproviderrelations@usablelife.com.

¹America Counts Staff. "2020 Census Will Help Policymakers Prepare for the Incoming Wave of Aging Boomers" (2019, Dec. 10). United States Census Bureau. [census.gov](https://www.census.gov).

²Centers for Medicare & Medicaid Services (2021, Dec. 1). "Medicare Advantage/Part D Contract and Enrollment Data: Monthly Enrollment by State." [cms.gov](https://www.cms.gov).

³Freed, Meredith, et al. "Medicare and Dental Coverage: A Closer Look" (2021, July 28). Kaiser Family Foundation. [kff.org](https://www.kff.org).

⁴Freed, Meredith, et al. "A Dozen Facts About Medicare Advantage in 2020" (2021, Jan. 13). Kaiser Family Foundation. [kff.org](https://www.kff.org).