



OHIO DENTAL ASSOCIATION

*Informing - Representing - Serving*



# ODASC

OHIO DENTAL ASSOCIATION SERVICES CORPORATION, INC.

Providing ODA member dentists  
**exclusive member benefits**  
for discounted products and  
services for their office  
and their home

**Endorsed Products & Services**

## Health Insurance



As an exclusive benefit to ODA members and their staff, ODASC provides a one-stop health insurance solution that allows individuals the ability to control and manage benefits specific to their current needs.

ODASC's private health insurance exchange is a marketplace offering a unique service to members in need of single or family insurance coverage. ODASC has made it possible for you to shop for all of your health insurance needs with multiple plan selection availability as well as enrollment and application processing assistance. This is not through the Federal/State Exchange Marketplaces. However, ODASC can easily assist with subsidy eligibility estimates and when the situation warrants, the enrollment process on the Federal/State Exchange Marketplaces.

ODASC's goal is to make your insurance purchase a simple, pressure-free experience by providing you access to helpful resources and links to the most relevant and informative websites. The opportunity to utilize the expertise of your insurance broker in the decision making process is also a value added service. As an added benefit, members of your staff can enroll even if you choose not to.

Call ODASC today at (800) 282-1526 or visit [www.odasc.com](http://www.odasc.com) for more information.

## Professional Liability



Looking for professional liability insurance that offers maximum coverage for an easy-to-swallow price? ODA members can receive a 5% discount off professional liability premiums through Medical Protective, a company with a century-long record of winning defense and exceptional performance.

Medical Protective's winning rate at trial boasts nearly a 90% success rate and a reported 95% and above satisfaction rate.

Additionally, Medical Protective professional liability insurance offers coverage for the administration of Botox, Restylane and other "dermal fillers."

To receive a free, no-obligation quote, contact ODASC at (800) 282-1526.

## Office Liability

ODASC also offers quality office liability coverage. ODASC provides customized plans to secure your business against a wide range of liability and property risks, including building, personal property and business liability. Ask your ODASC representative for details.

## Long-term Care



Events that render long-term care necessary can strike at any time – not just during the golden years. And the effects can be devastating. The ODASC long-term care plan has no age requirement, so benefits are available at any time.

Beyond traditional nursing facilities, there are many home and community-based services available to you under the ODASC plan.

To receive a free quote, call ODASC at (800) 282-1526.

*Notice: All ODASC products' pricing and savings are subject to change without notice.*

## Disability Insurance and DI Retirement Security

---



### Disability Insurance

Many people realize the need to insure personal belongings like cars and homes, but often they neglect to insure what provides their lifestyle and financial well-being – their income!

The risk of disability is great, and the financial impact of a long-term disability (90 days or more) can have a devastating impact on individuals, families and businesses.

During a prolonged illness or injury, you could lose your income and everything it provides. Even if you save 10% of your salary, one year of disability could easily wipe out your savings.

Individual Disability Insurance from Principal Life Insurance Company, available through ODASC, can help you maintain financial stability if you become too sick or hurt to work. ODA members are eligible for a 10% discount off this high-quality disability coverage. You can even purchase a group disability plan for your staff as an enticing employee benefit.

### Disability Insurance Retirement Security

Are your retirement dreams protected? Even if you're on track with your savings, you should consider what would happen to your ability to save if you became too sick or injured to work.

Disability Insurance Retirement Security from Principal Life Insurance Company is an innovative program that can help you continue saving for retirement in the event of a disability.

This add-on to Individual Disability Insurance from Principal allows you to make maximum contributions to your retirement account while you are on disability.

Contact ODASC at (800) 282-1526 or [di@oda.org](mailto:di@oda.org) for more information on Disability Insurance and DI Retirement Security.

### Retiree Medical Insurance Plan

---



The ODA recognizes the importance of providing quality health insurance to pay the costs Medicare does not cover.

The Retiree Medical Insurance Plan pays many of the co-insurance amounts (such as the Medicare Part A deductible), reducing your out-of-pocket expenses.

With the Retiree Medical Insurance Plan, you have the freedom to choose your own doctors, hospital or clinic anywhere in the United States. Additionally, you are guaranteed coverage regardless of your present or past health condition if you are enrolled in Medicare Parts A and B.

Contact ODASC today at (800) 282-1526 to discover how the Retiree Medical Insurance Plan can work for you.

## Practice Financing



Bank of America Practice Solutions™ offers ODA members a wide range of financial products and a comprehensive suite of services geared specifically for dentists. Whether you currently own a practice or are just getting started, Bank of America Practice Solutions can provide customized financial solutions for your short-term needs and long-term aspirations:

- **Starting a practice?** Bank of America offers loans ranging from \$100,000 to \$5 million with fixed and variable rate terms for up to 15 years. Deferred, graduated and interest-only payment plans are available.
- **Going commercial?** Receive a loan of up to \$2 million to purchase commercial real-estate with a conventional interest-only payment option for up to 12 months with a low or minimal down payment.
- **Expanding your practice or purchasing equipment?** Receive financing for equipment, cabinetry and working capital in either fixed or variable rates. Deferred and interest-only payment plans are available as well. For equipment purchases, apply for a \$10,000 - \$2 million loan and receive a decision within 3 hours for amounts up to \$200,000 with the easy Express Application.
- **Looking to build equity?** Pay off high-rate business debt, leverage up to 70% of revenue for projects and consolidate your bills into one, low monthly payment.

To learn more, call Bank of America Practice Solutions Inc. at (800) 497-6076, Monday-Friday, 8:00 a.m. to 8:00 p.m., and mention code 1D7F3.

## Personal/Business Credit Card



With the Bank of America Affinity credit card program, ODA members can get a credit limit of up to \$100,000 and can request a year-end summary of charges to recap purchasing activity.

Additionally, members will automatically be enrolled in the WorldPoints<sup>SM</sup> rewards program. Earn rewards points on net-retail purchases and redeem them for cash, travel or merchandise.

For additional information on this program, call (866) 438-6262 and ask for the Ohio Dental Association credit card or call ODASC at (800) 282-1526.

## Credit Card Processing



As an introductory offer, Best Card will take \$100 off your third month's processing fees (prorated if monthly volume is less than \$8,000).

Best Card is endorsed by many dental associations and offers thousands of dentists great personalized customer service as well as extremely competitive rates. Dental practices have saved an average of 23% when switching to Best Card.

There is no setup fee, and dentists can usually use their existing credit card terminal. Fax your recent statement to 866-717-7247 or call Best Card at 877-739-3952 to learn more.

## Patient Financing



Offer your patients a variety of convenient monthly payment plans that fit into their lifestyle. The patient financing program through CareCredit® offers 3, 6, 12 and 18 month no-interest payment plans which feature monthly payments as low as 3% of the balance. This lets patients pay within a specified time without incurring interest charges. CareCredit® also offers 24, 36, 48 and 60 month extended payment plans with a low, fixed 11.9% interest rate.

With more than 20 years of experience, CareCredit® can increase patient treatment acceptance and provide payment to you at the time of treatment with no dental office responsibility – even if the patient delays payment or defaults.

Patients can pay their bills online, adding efficiency and ease to the payment process. For more information on CareCredit®, visit [www.carecredit.com](http://www.carecredit.com), or call (800) 300-3046, ext. 4519, to enroll.

## Electronic Insurance Management System



ClaimX is a complete electronic insurance management system that works with over 60 different practice management systems. It will send dental insurance claims electronically for only 25 cents each. ClaimX will print claims, store NPI numbers, check claim status, send eligibility requests, receive responses electronically, manage claims with Watchdog and integrate with NEA for electronic attachments (i.e. digital radiographs, periodontal charting). Call ExtraDent at (866) 886-5113 for more information. When speaking with a ClaimX representative, dentists should specify they are ODA members to receive the discount.

## Workers' Compensation Group Discount



The Bureau of Workers' Compensation's discount reductions and constant workers' compensation changes can impact your bottom line, even if you have a stable claim history.

The Frank Gates Service Company (Avizent), endorsed by ODASC, helps you reach your highest possible discount – up to BWC's current maximum off premiums – through multiple savings tiers.

To learn more about reducing your BWC expenses, contact ODASC at (800) 282-1526 today.

## Financial Advisors



Mercer Advisors is one of the largest fee-only, personal financial advisory firms in the U.S., with over \$3.4 billion in assets under management. Mercer staff includes expert financial planners, CPAs, attorneys, investment advisors and other financial experts who provide customized, integrated services.

Mercer Advisors provide services that include investments, estate pension and business investments, asset protection, estate planning, investment planning and more. For more information, contact ODASC at (800) 282-1526.

## Automated Patient Communications



Lighthouse 360 has proudly teamed up with the ODA to bring its members significant savings on automated patient communications. ODA members who sign up for Lighthouse 360 will pay only \$269 per month, a savings of \$360 per year.

Lighthouse 360 is the most automated, most comprehensive patient communications system in dentistry. It is the only system that can reach 100% of your patients with email, text messages, automated phone calls, postcards and letters.

Lighthouse 360 reminds patients when they need an appointment, confirms existing appointments, and afterwards, asks patients to post an online review about their appointment – all automatic.

Your team's efficiency goes up, broken appointments go down, and patient satisfaction soars. Lighthouse 360 requires NO CONTRACT! Visit [www.LH360.com/ODA](http://www.LH360.com/ODA) or call (888) 669-4150 for more information.

## Website Solutions



ProSites is the next generation website solution for dental professionals who want the ultimate Web presence for their practice. In addition to spectacular site styles, each website is powered by ProSite's exclusive Web Engine technology that provides an amazing set of features and benefits not found in any other websites. In addition to having a great looking website, you'll also have full control over your website. You'll be able to add new pages, upload photos, change text, move pages, change your site style, and so much more.

- Impressive website designs
- Multiple page options
- Stylish Flash design elements
- Professionally written content
- Point & click customization
- Search engine optimized
- Unlimited free changes
- More...

Take a free test drive; you'll be amazed! This FREE 14-day trial requires no payment or obligation of any kind, and there is no need to "cancel" anything. Go to [ProSites.com](http://ProSites.com) to sign-up today.

## Spore Check System



It's now easier than ever to maintain a schedule for spore testing with the ODASC-endorsed OSHA Review Spore Check System. This easy-to-use system comes with 52 test envelopes, one for each week, and instructions for easy mail-back. If results are positive, OSHA Review will contact you immediately. Plus, get test results even faster by simply logging on to [www.oshareview.com](http://www.oshareview.com).

ODA members receive a discount on the Spore Check System, a 30% annual savings.

To order, call OSHA's toll-free number at (800) 555-6248.

## Office Disinfectant and Cleaner



OSHA Review's SUV disinfectant and cleaner is an inexpensive, effective and convenient office product that meets both Ohio Environmental Protection Agency (EPA) and Occupational Safety and Health Administration (OSHA) regulations, as well as Centers for Disease Control and Prevention (CDC) guidelines.

SUV disinfectant kills the Hepatitis B and C viruses, HIV virus and 95 other pathogens and is developed specifically for dental offices. Use SUV disinfectant on surfaces, machines and when flushing vacuum lines. SUV disinfectant contains no artificial coloring agents or odors.

ODA members save up to \$2.50 a gallon – a significant annual savings when mixed as directed.

To order, call OSHA's toll-free number at (800) 555-6248.

## Whitening Gel



ODASC offers dentists the opportunity to purchase teeth whitening gel at an exclusive discounted rate. Available in three concentrations – 16, 22 and 35% – each 3cc syringe is only \$5 (with a minimum order of 50).

The carbamide peroxide gel is made fresh in the United States under FDA regulations and has a two-year shelf life when stored properly. All gel is formulated with a 100%-pure formula, and only kosher USP glycerin and USP-grade carbamide peroxide are used.

As an added benefit, each 3cc syringe can be imprinted with your name and information and meet FDA requirements.

Call ODASC today at (800) 282-1526 to learn more about how you can offer "Whitening for Life" and at-home whitening to your patients at a lower cost to you.

---

"I use several of the ODASC endorsed products, and the savings I earn more than covers the cost of my ODA dues."

- Dr. Thomas Matanzo  
ODA Past President

---

Check out the latest ODASC products  
& services by following the QR code:



# ODA membership has its advantages.

Your membership with the Ohio Dental Association provides you with the opportunity for discounted products and services for your office and your home.

The Ohio Dental Association Services Corporation, Inc. (ODASC) offers exclusive discounts to ODA members who qualify for the products and services listed in this brochure. These products have been specifically targeted to assist you, your business, your staff and your family.

Each endorsed product and service provides ODA members with unique benefits not offered to other dentists and individuals outside the association. From discounts on health insurance to reduced-cost group rates on workers' compensation, ODASC can help you save time and money. ODASC is here to help you.

ODASC-endorsed products and services help generate non-dues revenue for the association, which ultimately helps keep member dues as low as possible. Currently, the ODA holds the second lowest state association dues, and we're working hard to keep it that way.

ODASC representatives are here to help you every step of the way. Starting a practice and not sure what you'll need? Need health insurance? Retiring soon? Not a problem. ODASC representatives are salary-based and have more than 50 years of combined experience working with busy professionals like you, so that you know their only interests are your interests. From helping you fill out paperwork to giving professional advice, ODASC offers superior service and care.

## Questions?

Have questions about the products and services listed in this brochure? Visit the ODASC website at [www.odasc.com](http://www.odasc.com) for more information about ODASC's endorsed products and services or contact an ODASC representative at the Ohio Dental Association main office by calling (800) 282-1526.



ODASC

[www.odasc.com](http://www.odasc.com)

(800) 282-1526

