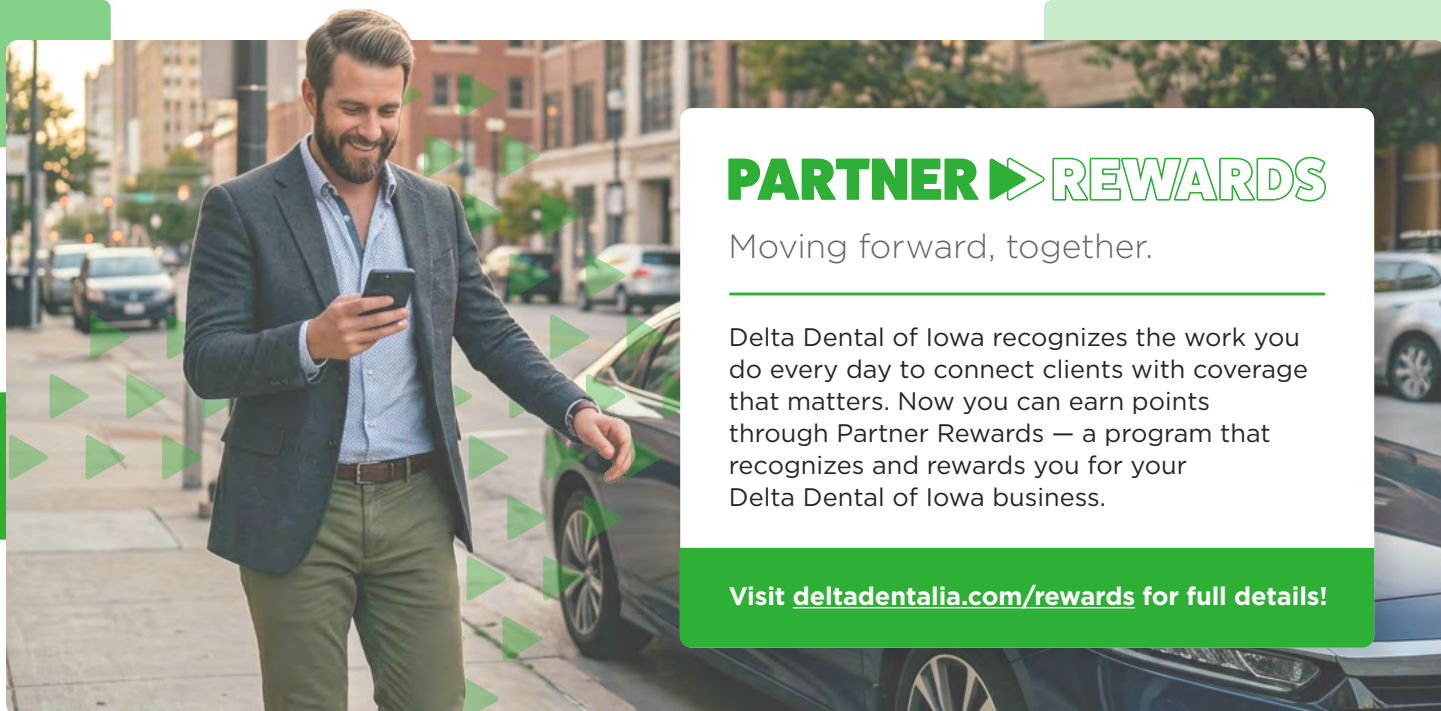




PARTNER ► REWARDS

Moving forward, together.

Delta Dental of Iowa recognizes the work you do every day to connect clients with coverage that matters. Now you can earn points through Partner Rewards — a program that recognizes and rewards you for your Delta Dental of Iowa business.

Visit deltadentalia.com/rewards for full details!

Earn Rewards

There are two ways to earn points in Partner Rewards.

1. New Business Accelerator

Rewards you for new sales momentum

Write new clients or add additional lines of coverage with Delta Dental of Iowa to earn points based on product type and enrollment. Points will be awarded throughout the program year based on the client's effective date.

Product type	Points per subscriber
Individual Dental or Vision	3,000
Small Business Dental or Vision	2,000
Large Group Fully Insured Dental or Vision	1,000
Large Group Self-Funded Dental	500
Life, Disability or Legal	100

2. Book of Business Boost

Rewards you for retention, growth, and long-term client success

Earn a once-per-year award for retaining clients and increasing enrollment across your book. To qualify, your total subscriber count must be higher at program year-end than at the start. The award is calculated by: (Total Ending Subscribers - New Business Accelerator) x Point Value.

Product type	Points per subscriber
Individual Vision	400
Individual Dental	300
Small Business Dental	200
Life, Disability or Legal	200
Group Vision	150
Large Group Fully Insured Dental	40
Large Group Self-Funded Dental	10

For example

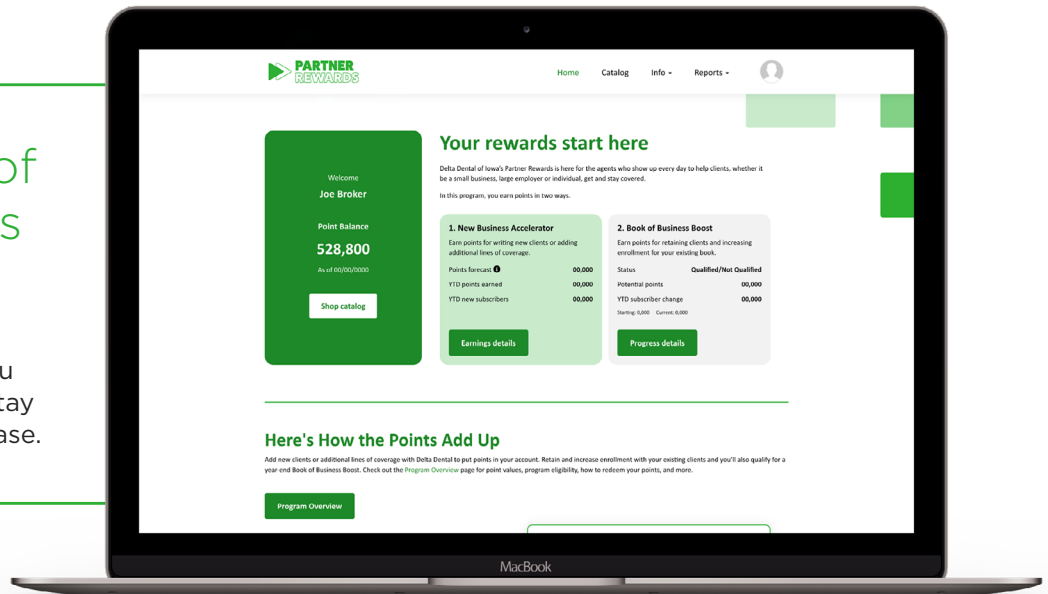
You began the program year on February 1 with 50 subscribers and closed it on January 31 with 160 subscribers. You ended the program year with more subscribers, which qualifies you for the Book of Business Boost.

New Business Accelerator: You wrote 10 new Individual Dental subscribers, earning you 30,000 points: $10 \times 3,000$.

Book of Business Boost (Qualified): You increased enrollment by 100 subscribers for an existing Small Business Dental client, earning you 30,000 points: $(160 - 10) \times 200$.

Make the Most of Partner Rewards

Visit the Partner Rewards website by logging in to Delta Dental of Iowa's Broker Connection for everything you need to maximize earnings, stay informed, and redeem with ease.



Track and Maximize Earnings

Your Partner Rewards homepage features real-time New Business Accelerator totals, your points forecast, and your Book of Business Boost status. A number of reports are also available to help you track and dig into the details.

Redeem Your Points

Browse the online catalog for hundreds of options across travel, merchandise, experiences, gift cards, and more.



Get Started!

Visit deltadentalia.com/rewards to access the Partner Rewards website. Every time you write a new client or increase enrollment, it's a step towards your next reward.

Earning Timeline

Program Year

February 1 – January 31

Points Payouts

New Business Accelerator

Credited monthly after a new client's effective date based on final subscribers enrolled

For example: For an effective date of October 1, points will be deposited in November.

Book of Business Boost

Posted after the program year closes on January 31, typically mid-March

Points Expiration

Two years from the close of the program year (January 31) in which they were earned

Questions?

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888-319-7722

