

# Delta Dental of Iowa

## Sales Team

DeltaVision®

DeltaLife™

Delta Dental of Iowa is committed to providing you and your clients with the best service in the industry and backing it up with a team of specialists trained to answer your request from start to finish.

Our sales team is responsible for sales and retention of individual and group business according to the number of eligible employees. The team manages relationships with agents and groups to provide dental, vision, legal, life and disability, and Caregiven benefits.

### Senior Account Managers

*Large Group 51+ Account Management (Dedicated Agency)*



**Cory Bauer**

Sales & Customer Relations Director  
(515) 261-5527  
cbauer@deltadentalia.com



**Marla Melco**

(515) 261-5610  
mmelco@deltadentalia.com



**Teri Raney**

(515) 261-5513  
traney@deltadentalia.com



**Carrie Schmidt**

Sales Implementation Manager  
(515) 261-5657  
cschmidt@deltadentalia.com



**Josh Stevens**

(515) 251-0512  
jstevens@deltadentalia.com



**Brandon Young**

(515) 251-0513  
byoung@deltadentalia.com

### New Business Sales



**Brennan Floss**

New Sales Manager  
(515) 261-5599  
bfloss@deltadentalia.com



**Stephanie Getting**

New Sales Account Executive  
(515) 261-5575  
sgetting@deltadentalia.com  
*New Sales 101+*

## Individual Sales

[IndivSales@deltadentalia.com](mailto:IndivSales@deltadentalia.com) | (833) 611-6875



### Damir Basic

Inside Sales Manager  
(515) 251-0500  
[dbasic@deltadentalia.com](mailto:dbasic@deltadentalia.com)

*Leads a team of sales agents able to enroll your clients in our individual plan options*

DeltaVision®

DeltaLife™

## Product Managers



### Jacquie Draper

Product Manager  
*Oversees the dental and vision product lines*



### Sam Pape

Ancillary Product Manager  
*Manages legal, life, disability and Caregiven products*

## Team Service

[TeamService@deltadentalia.com](mailto:TeamService@deltadentalia.com) | (877) 983-3582

- Employee name and address changes, adding new employees and terminations
- Service requests such as enrollment, eligibility, billing questions, ID cards and other service-related issues
- Open enrollment during the group's renewal period
- Manages the Broker Connection and Employer Connection online platforms, including adding or removing users
- Agent of record changes

## Team ReNEW

[TeamReNEW@deltadentalia.com](mailto:TeamReNEW@deltadentalia.com) | (877) 423-3582 opt. 5

- Renewal preparation and processing
- Processes the setup of all new groups who enroll with paper applications, InsuranceMenu, etc.

## Individual & Marketplace Service Teams

[IndividualProduct@deltadentalia.com](mailto:IndividualProduct@deltadentalia.com) | (877) 423-3582 opt.3

[Marketplace@deltadentalia.com](mailto:Marketplace@deltadentalia.com) | (888) 471-0878

- Enrollment maintenance such as name and address changes and terminations
- Service requests such as billing questions and other service-related issues

## Additional Support

EDI Team | [edisupport@deltadentalia.com](mailto:edisupport@deltadentalia.com)

Billing Team | [billing@deltadentalia.com](mailto:billing@deltadentalia.com)

Claims Team | [claims@deltadentalia.com](mailto:claims@deltadentalia.com)