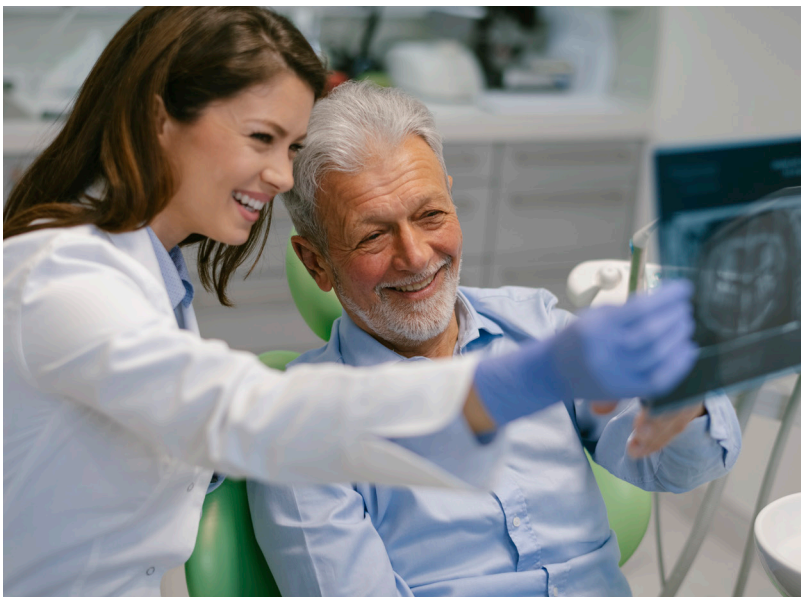


# Medicare Advantage Can Grow Your Practice

Each day 10,000 people in the U.S. turn 65.<sup>1</sup> 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. Medicare Advantage is administered by private insurance companies and offers extra benefits that Original Medicare doesn't cover, such as dental services. 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.



## Medicare by the numbers

- Nearly 5 million Florida residents are eligible for Medicare.<sup>2</sup>
- Over 52% of those eligible are enrolled in Medicare Advantage plans.<sup>2</sup>
- Nationally, 74% of Medicare Advantage members are enrolled in plans that include dental benefits.<sup>3</sup>
- Average out-of-pocket dental care costs for Medicare members in the U.S. was \$874 in 2018.<sup>4</sup>

## Florida Blue Medicare and FHCP Medicare

Florida Blue and FHCP 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 100,000 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
- Payment goes to the provider, not the patient



*Providers in our BlueDental Copayment network have access to an additional 35,000 Florida seniors enrolling in our Medicare Advantage medical plans this year.*

## Are you ready to grow your practice?

To learn more about our Medicare Advantage dental network, visit [floridabluedental.com](http://floridabluedental.com). If you'd like to become a participating provider, please email us at [dentalproviderrelations@fclife.com](mailto:dentalproviderrelations@fclife.com).

<sup>1</sup>America 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).  
<sup>2</sup>Centers 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).  
<sup>3</sup>Freed, Meredith, et al. "Medicare and Dental Coverage: A Closer Look" (2021, July 28). Kaiser Family Foundation. [kff.org](https://www.kff.org).  
<sup>4</sup>Freed, Meredith, et al. "A Dozen Facts About Medicare Advantage in 2020" (2021, Jan. 13). Kaiser Family Foundation. [kff.org](https://www.kff.org).

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