



On August 23rd, New Jersey joined the growing number of states who restrict leased networks, as Governor Murphy signed S2507, the “**Restriction on the Sale and Lease of Dental Provider Network Contracts.**”

Before this new law, dental carriers could lease out their provider networks to other carriers – **without the consent of the dentists being leased.** These lease arrangements subject dentists (and their staff) to confusing co-insurance and copay structures, as well as unexpected variations to the fees providers would otherwise have expected. Patients could be surprised with higher out-of-pocket costs than expected, or they could experience network instability if the leasing arrangement were to terminate and make their preferred provider out-of-network.

With the passage of S2507, **providers must now be informed** of leasing arrangements involving their practice; and, more importantly, they will have the ability to refuse to sign an agreement or opt out of an existing contract.

Delta Dental applauds this legislation’s impact on moving our industry toward a more stable, transparent experience for dentists and patients alike. We’ve built our network by directly contracting with providers – and never leasing them.

What does this mean for you? By partnering with Delta Dental, you can offer your clients the peace of mind that comes with a stable, predictable network experience. While other carriers may experience disruptions if large numbers of dentists opt out of their leased networks, our members won’t. Happy members equal easy renewals for you.

That’s the Delta Dental difference.

I welcome any questions you may have on this topic.

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