

# Dental, Vision & Hearing Questionnaire

The following questions are asked so I can better understand your concerns and make an educated recommendation.

1. When was the **last date** you went to the dentist and what did you have done? \_\_\_\_\_
2. Do you **currently have** any dental work that needs to be done? Describe \_\_\_\_\_
3. How do you **currently pay** for your dental work? \_\_\_\_\_
4. When you had a dental plan thru work **did you go** to the dentist more regularly? \_\_\_\_\_
5. If you needed major dental work would you be able to **pay, or would you put it off** if possible? \_\_\_\_\_
6. If you have false teeth or a crown, **how long** have you had them, have they **needed repaired** and are they getting **worn down or loose**? \_\_\_\_\_
7. Do you find **yourself not going** to the dentist regularly because you have to pay out of pocket? \_\_\_\_\_
8. Do you **currently wear glasses** and if so when did you buy your last pair? \_\_\_\_\_
9. Are your glasses **due** for a new prescription? \_\_\_\_\_
10. How often do **you buy a new pair** of glasses? \_\_\_\_\_
11. Do you choose a new pair of glasses **based on the price** because you are paying out of pocket? \_\_\_\_\_
12. Do you currently have **problems hearing** and if so have you seen a doctor yet? \_\_\_\_\_
13. If you currently have **hearing problems**, do you find yourself not getting tested or help because of the cost of new hearing aids? \_\_\_\_\_
14. Do you currently **have hearing aids** and if so when were they purchased? \_\_\_\_\_
15. Have you looked into **replacing or repairing** your current hearing aids? \_\_\_\_\_
16. Describe **important benefits** to you in a Dental, Vision and Hearing plan? \_\_\_\_\_

*Now I have a better understanding of the type of coverage you need,  
let me explain the benefits provided by the 3 plans currently available in your area.*

Bronze Plan - \$9.95, add Spouse \$5.00				Silver Plan - \$12.95, Add Spouse \$2.00		Gold Plan, Individual Only	
Careington Dental & Vision				Careington Dental, Vision Plus Telemedicine		Medico Dental-Vision-Hearing	
1 time \$20 Enrollment Fee				1 time \$20 Enrollment Fee		Enrollment Fee Waived	
						<b>\$1,000 or \$1,500 Benefit</b>	
<b>Fee Based Network Plan</b>				<b>Fee Based Network Plan</b>		<b>No Network – See any Dentist</b>	
No Yearly Deductible				No Yearly Deductible		AGE	PREMIUM
<b>Maximum Care Discount Plus Network</b>				<b>Bronze Plan Benefits PLUS</b>		18 - 39	\$29 / \$37
Creates one of the largest dental networks nationally with a focus on neighborhood dentists.				<b>Telemedicine</b>		40 - 54	\$31 / \$41
				DialCare is a modern, easy-to-use		55 - 64	\$33 / \$44
				Telemedicine solution for non-emergency		65 – 79	\$35 / \$46
<b>Discounts of 5% to 60% below the reasonable and customary charges.</b>				illnesses and general care. Members have		80 – 89	\$38 - \$49
<b>No Cap or Limit on Use</b>				Direct access to state-licensed and fully		\$100 Annual Deductible	
<b>No Waiting Periods – Day 1 Coverage</b>				Credentialed physicians, via phone or video consultations.		Coverage year 1 = 60%	
				<b>Physicians available 24/7 365</b>		Coverage year 2 = 70\$	
<b>Sample Procedure Cost</b>				<b>What conditions can be treated?</b>		Coverage years 3+ - 80%	
<b>Adult Cleaning</b>				Allergies, Fever, Respiratory infections,		<b>Day 1 coverage:</b> diagnostic x-rays, fillings, nonsurgical extractions	
Regular Cost	Plan Cost	Savings	%	Asthma, Gout, Sinus infections, Bronchitis,		eye exam.	
\$126	\$53	\$73	58%	Sinus infections, Insect bites, Cold & flu,		3 month waiting: cleaning & x-ray	
<b>Composite (white) Filling</b>						6 month waiting: eyeglasses and	
Regular Cost	Plan Cost	Savings	%	<b>Prescriptions</b>		Contacts- up to \$200 semiannually	
\$201	\$87	\$114	57%	Savings between 15% to 60% off the retail		12 month waiting: bridges, crowns	
<b>Molar Root Canal</b>				Price of generic drugs and 10% to 25% off		dentures, root canals, surgical	
Regular Cost	Plan Cost	Savings	%	the retail price of brand name drugs at		extractions & hearing services	
\$1,382	\$647	\$735	53%	Over 68,000 participation pharmacies.		<b>Bronze Plan included for FREE</b>	