



5 PROSPECTING TIPS

for Selling Dental, Vision, and Hearing Plans

Dental, vision and hearing (DVH) insurance is an essential piece of comprehensive health care. If you aren't offering these ancillary plans, you're missing out on commissions and your clients could be lacking complete coverage.

Want to start selling DVH plans, but unsure how? The answer is most likely within your book of business!



EXAMINE YOUR CURRENT BOOK OF BUSINESS

Many potential DVH clients are already in your CRM! This means you may not need to spend time and money acquiring leads.



CONSIDER MED SUPP BENEFICIARIES

Medicare Supplements don't provide coverage for routine DVH services, which make these beneficiaries perfect DVH prospects.



CONSIDER MA BENEFICIARIES

While some Medicare Advantage plans will offer DVH benefits, they don't usually provide comprehensive coverage. This means these beneficiaries could be exposed to high out-of-pocket costs without a DVH plan!



TAKE ADVANTAGE OF DVH PLAN REPLACEMENTS

It may make sense to recommend a new DVH plan to someone who already has one. They could appreciate a plan with a lower premium or higher benefit amount that might work better for their specific situation.



DON'T BE SHY — BRING UP DVH!

Many beneficiaries really do care about having affordable access to DVH services, and some may not even realize that they aren't covered by their primary health plan. By simply mentioning DVH plans, you can create many possibilities!

Want access to other helpful resources that will make selling DVH plans easier?

Call 800-769-1847

