

NETWORK LEASING LEGISLATION PRESERVES PATIENT BENEFITS



Insurance companies can lease dentists to a different insurance network without the dentist's knowledge or consent.

CONCERNS

Without network leasing laws, health care transparency suffers. Patients and providers should be fully informed about the costs of care as early as possible in any health care transaction. Leased networks often have the opposite effect. Because leased networks operate "silently", the provider and patients are unable to determine coverages and discounts.

Without protections in law, the PPO contracting entities can include dentists in an agreement without their knowledge, consideration, or consent. Likewise, there are no protections for dentists from having to comply with various terms, conditions and fee schedules to which they had no opportunity to consider, negotiate or accept/reject.

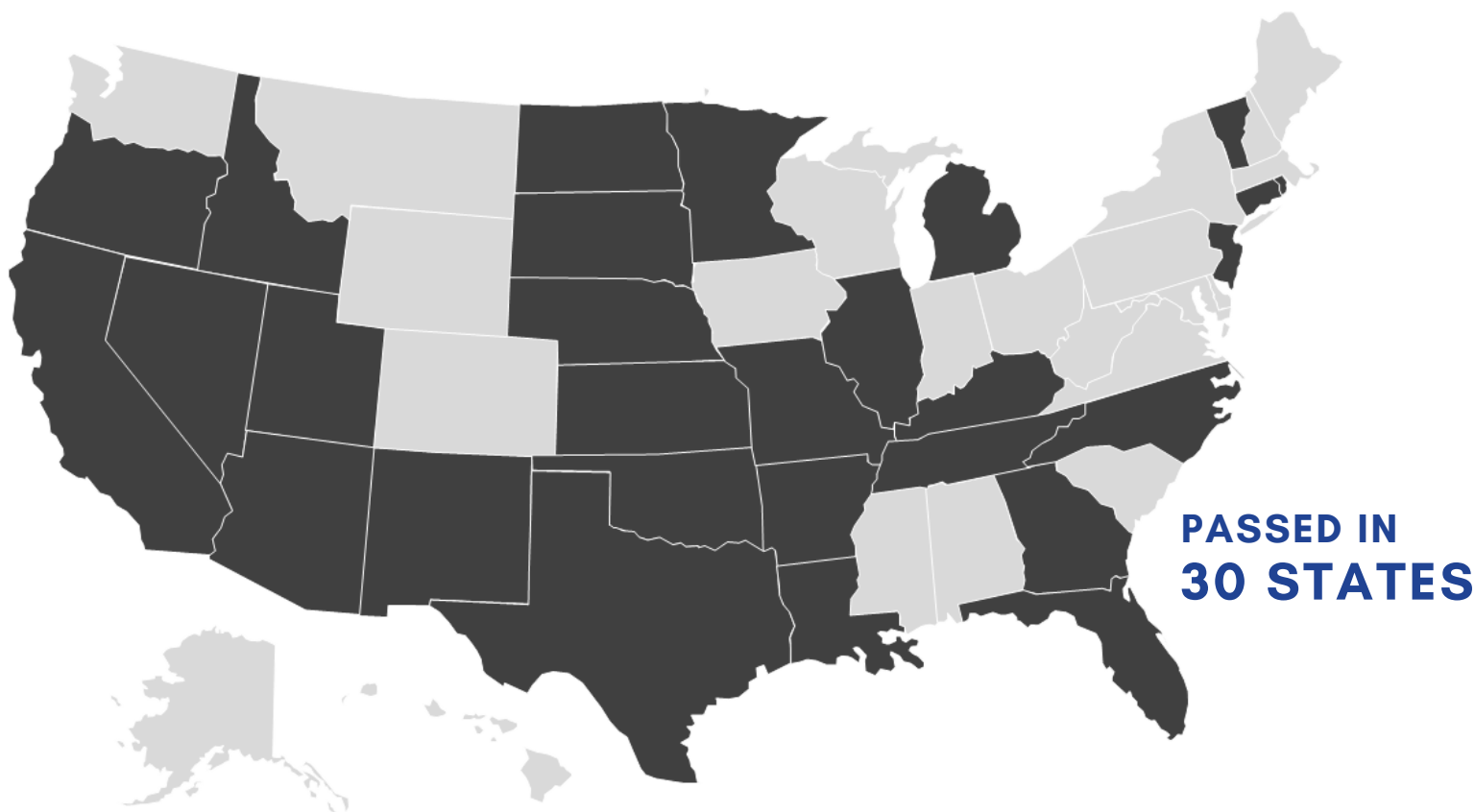
SOLUTION

The Iowa Dental Association is advocating for network leasing laws that would expand transparency and provide an opportunity for dentists to accept or refuse these contracts, enforcing basic fairness while reducing occurrences of unexpected bills following a procedure. Over half of states currently employ such legislation.

BENEFITS OF NETWORK LEASING LEGISLATION

Dentists are fully engaged as they choose to join a network, allowing dentists to understand and negotiate the terms of their agreement.

As a result, dentists and patients are informed partners as they discuss financial planning around future procedures.



REDUCING COSTLY ADMINISTRATIVE BARRIERS THROUGH VIRTUAL CREDIT CARD LEGISLATION

Increasingly, insurance companies require dentists to accept claim payment through a virtual credit card, which can include a per-transaction fee of as much as 5%.

CONCERNS

Efficiencies gained by the insurance company shouldn't come at the expense of patients. Adding an extra expense in the form of transactional fees does not lower health care costs and limiting payment options does not allow for informed decision making. Dentists can best serve patients when they have options on how to accept payment, with or without fees, that all parties can knowingly agree to from the outset.

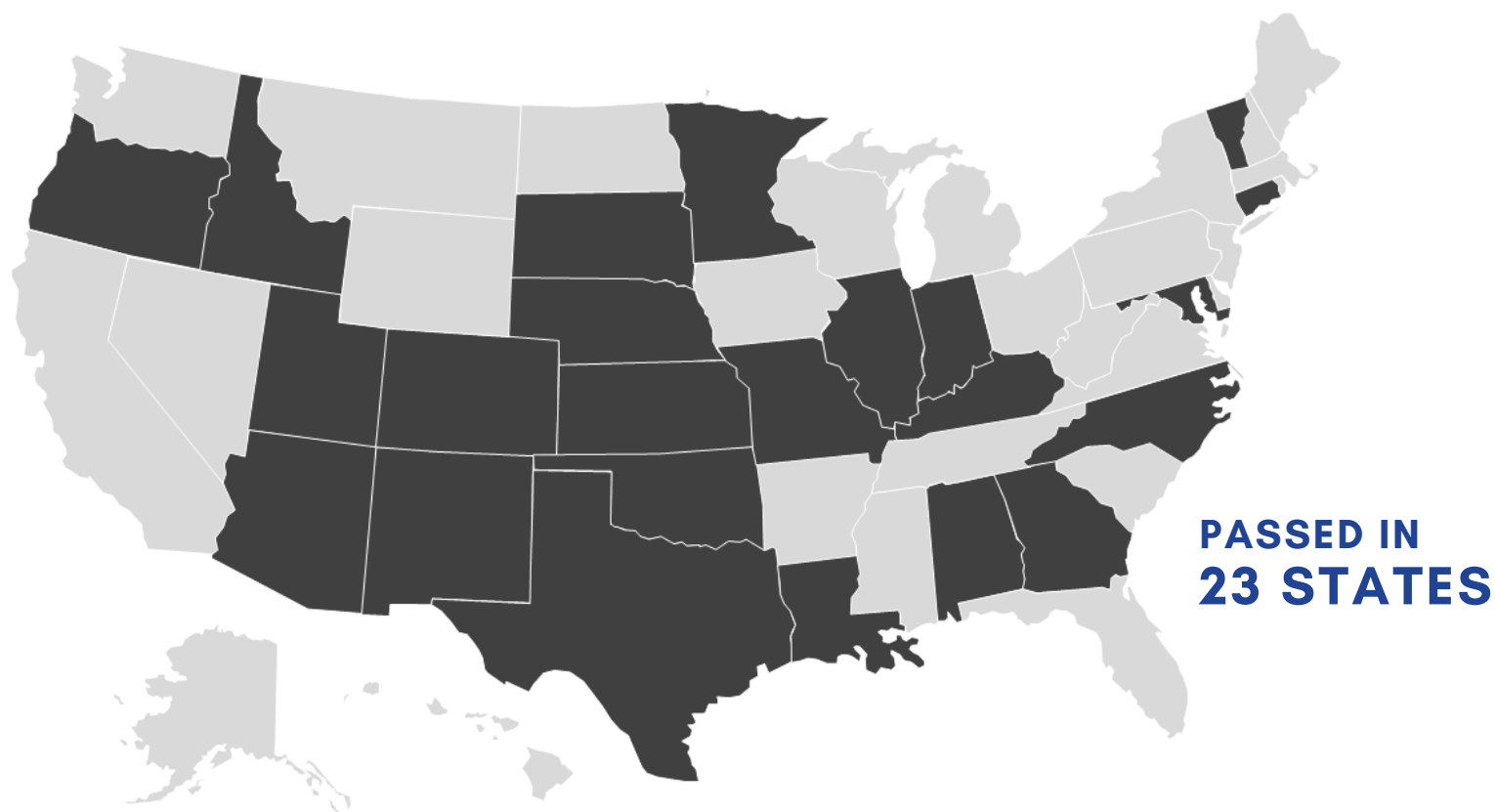
SOLUTION

The Iowa Dental Association supports legislation that would prohibit insurance companies from forcing dentists to be paid only through high-fee virtual credit cards. Virtual credit card reforms do not prohibit this payment method but require that providers be informed of other payment options and be given the opportunity to opt into a different payment method.

BENEFITS OF VIRTUAL CREDIT CARD LEGISLATION

Providers are able to explore a variety of fee-free claim payment methods that ultimately reduce overall costs for their patients and practice.

Dental practices, which are often small businesses, are no longer forced to solely accept a payment method which may come with a fee of as much as 5%.



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