



A Look at Prevailing Dental Fees

Prevailing fee is the term used by insurance carriers, including Principal Life Insurance Company, when referring to the fee most commonly charged for a dental service in a given area.

The prevailing fee screening percentile is determined by finding a range of usual fees charged by dentists of similar training for the same service within the geographic area as shown in this example:

Dentist	Exam fee
Dr. Smith	\$25
Dr. Jones	\$30
Dr. Green, Dr. Barker, Dr. Peterson	\$35
Dr. Porter, Dr. Harrison	\$40
Dr. White	\$45
Dr. Carroll	\$50
Dr. Gray	\$55

Based on their usual fees:

Percent	Charge
50%	\$35 or less
80%	\$45 or less
90%	\$50 or less

The prevailing fees would look like this:

Percentile	Prevailing fee
50 th	\$35
80 th	\$45
90 th	\$50

Principal Life's available prevailing fees include the 50th, 60th, 70th, 75th, 80th (standard), 85th, 90th, 95th and 99th percentiles.

Principal Life fee data is updated twice a year using a combination of independent information and our own claim information to help ensure the credibility of the prevailing fee established.

Examples

Below are examples of claim payments using network and non-network providers. The in-network column shows the savings when a network provider is used. The next column shows a non-network provider's charge at the contract's prevailing fee percentile of 80 percent. The last column is a non-network provider's charge above the contract's prevailing fee screening.

Examples			
Benefit comparison of a root canal (molar)	In-network	Non-network	
		80 th percentile	Above the 80 th percentile
Fee charged	\$650	\$830	\$985
Non-network accepted charge at 80 th percentile	NA	\$830	\$830
Principal Life coinsurance at 80%	\$520	\$664	\$664
Employee coinsurance at 20%	\$130	\$166	\$166
Employee pays difference between fee charged and accepted charge	NA	\$0	\$155
Employee pays	\$130	\$166	\$321

Employees maximize their dental benefits and reduce their out-of-pocket expenses by using network providers. Employers can also benefit from cost containment when network providers are used. In the example above, the claim payments—the amount paid by the carrier—is reduced by more than \$140 through the participating provider

FOR MORE INFORMATION

Contact your local sales representative or visit www.principal.com.



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This flier is a general overview of prevailing dental fees as determined by Principal Life Insurance Company for its insured dental coverage. It is neither an insurance contract nor a complete statement of the dental provisions, benefits, limitations or reductions.