

Dear Doctors,



ROSEN & ASSOCIATES, LLP
CPAs | Specializing in the Business of Dentistry
Phone: (508) 926-2400
Fax: (508) 616-2914
info@rosendentalcpa.com

Affiliated Companies



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Fax: (508) 616-2914
info@rosendentalconsulting.com



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Fax: (508) 616-4431
info@ccrwealth.com



Phone: (860) 266-2178
Fax: (860) 266-4358
info@rpcgllp.com

As I am sure you are aware, or if not, you should be, there is a Public Hearing on March 8, 2019 (Docket No G2018-01) regarding the "Matter of Amended Filing on the Methodology for Determining Fees Paid to Participating Dentists by Dental Service of Massachusetts, Inc., d/b/a Delta Dental of Massachusetts". Essentially, Delta Dental is requesting a 10% reduction in the fees paid to dentists.

To prepare for this hearing, Delta Dental of MA engaged Ruth Ann Woodley, FSA, MAAA of Dental Actuarial Analytics, LLC in order to provide statistics to try to defend their argument. In her document, she referenced our "See How You Compare" booklet and used that data to show the average revenue, overhead and net income of a general practice in MA.

We wanted to make you all aware that we in **NO WAY** gave our permission or consent to Ms. Woodley to use this data. We have now taken the necessary steps to copyright this information so it cannot be used in this fashion and without our permission in the future.

We have reached out to some members of the MA Dental Alliance (www.madentists.org), who have been actively working for the practicing dentist, and have provided them with further information regarding the booklet in order to help their argument against Ms. Woodley's conclusions, and are doing anything we can to help our clients.

In order to help yourself and fellow colleagues, research the issues and the effects it can have on your practices. You can act by sending a letter, attending and speaking at this hearing by notifying the Division of Insurance through email by March 6th (DOIdocket.mailbox@mass.gov).

If you have questions or concerns, please let us know.

Rosen & Associates, LLP

