

plan reporting loyalty
preventative healthcare
affordable treatment
practice needs
no set up costs
marketing support
guidance
benefits
online portal
dedicated relationship manager
advice
regular income
expert training
growth
plan literature
tailored service

Dental Patient Plans



GO GREEN

Lloyd &
Whyte

FlexiPlan

An introduction to: Lloyd & Whyte

- 1 Lloyd & Whyte is a specialist provider of insurance and independent financial advice to healthcare professionals throughout the UK.
- 2 We have been working in proud partnership with the British Dental Association for over 20 years. This experience has allowed us to develop an in-depth understanding of the dental industry. We've turned this insight into products and services tailored for dentists and dental practices.
- 3 In addition to our partnership with the BDA, we also have established relationships with the British Veterinary Association, British Medical Association, British Chiropractic Association and the Association of Optometrists.

- 4 Our background as an insurance broker means we're used to working in a regulated industry which puts treating clients fairly at the forefront.

This client-centric culture translates to our non-regulated services such as FlexiPlan. Such is our commitment to professionalism and high standards, Lloyd & Whyte are proud to hold Corporate Chartered Insurance Broker status.
- 5 FlexiPlan is a dedicated part of Lloyd & Whyte with a personable team, offering tailored and flexible Dental Patient Plans to practices.

It is the only payment plan approved by the BDA, so this should help you feel more confident using it.



Complete control with all the support you need

Our FlexiPlan is a great way to generate a regular income for your practice and provide added value for your patients.

Setting up your plan



- No set up costs
- Dedicated Relationship Manager providing:
 - Face to face support
 - Advice about plan benefits
 - A tailored service to suit your practice needs
 - Guidance on pricing
- Includes Worldwide Accident & Emergency Dental Insurance

Launching your plan



- Support with plan implementation
- Marketing support for your plan
- Provision of plan literature
- In-practice plan training

Ongoing support



- Dedicated Relationship Manager to assist with growth and development
- Ongoing administration support from our friendly Head Office team
- Monthly reports
- Administration of direct debits

Online portal

- Real-time patient sign up
- 24/7 online access to your plan
- Make amendments at the click of a button
- Plan reporting
- Online collections (via your website)



Go Green



GO GREEN

Sustainability and reducing our carbon footprint are one of our core values, which is why we are encouraging practices to “Go Green” and use email when communicating with patients.

We’ve set and published climate ambitions for the short and long term. We’re committed to becoming net zero for our direct footprint by 2023 and net zero for our entire footprint by 2040. Indeed our journey to achieving Carbon zero is supported by the Benefact Group who are making climate part of good governance. We are proud to be active within their Climate Responsibility Strategy Group to ensure we are aligned with our ClimateWise principles.

Our Go Green initiative is just one example of how we are taking responsibility for ensuring climate risk is appropriately considered and managed within our business.

By encouraging your patients to receive information on their plans via email, not only are you helping us to reduce our carbon footprint, you will also be doing the same for your practice. Furthermore, we will offer you a cost reduction as part of our Go Green incentive.

To qualify for the Green plan we will need to have email addresses for 85 % of your plan patients, the Halfway plan 50-85 % and the Standard Plan less than 50 %.

Going green reduces our carbon footprint – good for the planet and good for business!



Dental Patient Plans for BDA Members

Price guide

	BDA Expert & Good Practice Members		BDA Essentials Members		Non BDA Members	
	Over 500 Patients	Under 500 Patients	Over 500 Patients	Under 500 Patients	Over 500 Patients	Under 500 Patients
Green Plan	£1.10	£1.25	£1.15	£1.35	£1.45	£1.55
Halfway Plan	£1.20	£1.40	£1.30	£1.50	£1.50	£1.65
Standard Plan	£1.35	£1.55	£1.45	£1.55	£1.60	£1.80

There is a **£10** joiner fee for each new patient which is paid with their first direct debit.
At the end of the year we will pay you **£3** of each new joiner fee back to your practice.



FlexiSwitch – *The flexible and easy way to switch your existing plan*

Transferring your current plan has never been easier, we can bulk transfer all of your existing patients over seamlessly and with no fuss. Our Business Development Managers will advise and guide you through the process and undertake the switch on your behalf in **3 easy steps**:

1

Planning - Your business development manager will meet with you to help and advise on the plans you would like to offer moving forward, you will then decide on the date you would like the switch to take place. From this point we will facilitate the switch on your behalf.

2

Your patients - we will contact all of your existing patients advising them of the switch and confirming no action is needed by them.

3

Start Saving - on your requested switch date all your patients will be moved to FlexiPlan saving your money on your administration costs.



Testimonials

“ We transferred our dental plan provider to Lloyd & Whyte in July 2017 and have been provided with excellent Customer support since then.”

Michael Pilling
Practice Manager, Hoburne Dental Practice Christchurch

“ With Lloyd & Whyte, we have made a huge cost saving, but have also been pleasantly surprised by their high standard of customer service and efficiency. We would highly recommend them.”

Luke Wordley
Business Manager, The Borough Dental Practice

“ Lloyd & Whyte have been great and supportive every step of the way, from the introductory staff training day at the practice all the way through my first year.”

Dr Robert Zabihi
Practice Owner, Pinner Dental

“ The introduction of the new portal has been great, it saves time and is simple to use. Support has always been excellent from the team.”

Kathryn Behan
Practice Manager, Kordel House Dental Practice



Dental Patient Plans for BDA Members

Proudly part of the Benefact Group

Lloyd &
Whyte



Proudly part of the Benefact Group – specialist financial services companies built to make a difference.

Benefact Group now rank 3rd in the UK for most charitable giving. We are proud to be part of the Benefact Group - a charity owned family of financial services companies that give all available profits to charity and good causes.

We're built on the idea that better business, can better lives.

Each business in our group is a specialist in it's field. We're united by a shared ambition to have a lasting positive impact on the communities we support, which has made us the fourth largest corporate donor in the UK (DSC - The guide to UK Company Giving 2021-22).

Movement for Good

More than just our annual funding platform, Movement for Good is an idea that together through good business and good causes we have the potential to better lives and communities.

See who has benefitted so far:
winnersmap.benefactgroup.com



FlexiPlan for Dentists



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To find out more about FlexiPlan:

Call 01823 250709 ■ **Email** flexiplan@lloydwhyte.com

Web www.lloydwhyte.com/dentalpatientplan

In proud partnership with

BDA
British Dental Association



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