



Association of Dental Support Organizations Leads Legislative Wins Across the Country

Successful efforts include passage of Assignment of Benefits laws, interstate licensure compacts, Medical Loss Ratio reporting regulations, and more

Washington, D.C. (June 14, 2023) -- The [Association of Dental Support Organizations](#) (ADSO) today celebrates a series of legislative victories in states across the country that will improve outcomes for dental professionals and patients alike. Throughout the past year, the ADSO helped lead the push for the passage and enactment of legislation addressing some of the most pressing issues facing the dental industry today, including the ongoing workforce shortage, reducing costs for patients, and instituting better practices for insurers.

From the introduction of Medical Loss Ratio via ballot initiative in Massachusetts to the passage of interstate licensure compacts in Iowa and Washington, the ADSO has helped move forward legislation across the country that will result in markedly better experiences for dentists and their patients.

"The dental industry is undergoing an unprecedented period of transformation and overcoming the myriad issues currently facing it requires forthright leadership and collaboration," said Andrew Smith, Executive Director the ADSO. "The ADSO is proud to collaborate with our dental organization partners, pushing ahead with the knowledge that coordinated efforts from within the industry to create better outcomes for both dental professionals and patients will define the coming decades of dental care."

A brief summary of the ADSO's top legislative priorities and associated state-level victories can be found below:

- **Assignment of Benefits (AOB):** AOB laws require insurers to follow a patient's request to pay their dentist directly for services rendered. In states where these laws don't exist, insurers often pay the patient instead of the dentist, creating confusion and additional hurdles for patients. The ADSO helped lead the passage of legislation addressing this issue in Arkansas, and helped see it introduced in Wisconsin and Pennsylvania.
- **Dentist and Dental Hygienist Licensure Compact:** A licensure compact for dentists and dental hygienists streamlines recognition of licenses from providers in the participating compact states, with the goal of increasing the supply of dental professionals and thus expanding access to care for patients. The ADSO helped achieve enactment of compact laws in Iowa and Washington.
- **Medical Loss Ratio Reporting:** Medical loss ratio (MLR) is the share of premiums paid to a plan spent on treatment and activities that improve the quality of care. The remainder is the share spent on administration, fees, and profits earned. In November, the ADSO helped support a historic ballot initiative in Massachusetts that enacted an 83% MLR on dental plans, a measure that will reduce costs for patients and has spurred action nationwide by dental associations to pursue similar legislation. The ADSO also helped secure the passage of legislation addressing this issue in Colorado and Nevada.

- **Network Leasing:** Network leasing or sharing is a mechanism in which a preferred provider organization (PPO) rents its dental network to other PPOs, such that the first PPO's in-network dentists must unknowingly accept patients and terms as an "in-network" provider with other PPOs – even though they have never directly engaged in negotiations or agreed to the new carrier's terms. These participating provider contracts may contain a provision, which is not negotiable, that implies consent to any terms the carrier imposes including the leasing of its provider network. The ADSO helped secure the passage of legislation addressing this issue in Illinois, Minnesota, and Missouri.
- **Virtual Credit Cards:** It is not uncommon for dental plans and third-party administrators (TPAs) to try to pay dental offices with a credit/debit card as the only payment option. Dentists have reported that the card may carry a higher processing fee than a traditional debit or credit card transaction, which results in lower reimbursement for the care provided. In some cases, insurance companies even share in the revenue generated from these fees. The ADSO helped secure passage of legislation addressing this issue in Illinois, Minnesota, and Missouri.

About the ADSO

The Association of Dental Support Organizations (ADSO) is a non-profit trade association whose members support more than 11,000 dentists. ADSO supports its members through research, education and advocacy; enabling them to foster innovation, collaboration and a vibrant market where DSO-supported dentists can provide quality oral health care. Visit www.theadso.org to learn more, and follow the ADSO on LinkedIn, Instagram, and Twitter.

MEDIA CONTACT

Christian Rodriguez, Senior Manager

Seven Letter

Christian@Sevenletter.com