



The Challenge

As part of a comprehensive review of Dr. Sheikh's insurance requirements, Cirrus Consulting Group, a North America-wide consultancy specializing in healthcare and dental lease review and negotiations, recommended Dr. Sheikh examine his lease insurance obligations with Robertson Hall Insurance, providers of Dental Office Protection Plus.

Cirrus was concerned that Dr. Sheikh was underinsured and that his insurer was overcharging.

Dr. Sheikh, already dissatisfied with the service he was receiving from the current broker had not received an annual insurance review, was unsure of the extent of his coverage and had experienced slow and impersonal call-centre based service.

The Solution

When Dr. Sheikh reached out to Robertson Hall's dedicated Dental Office Protection Plus team, he became a priority and was assigned a dedicated account manager.

Robertson Hall's prompt, personal service, combined with a simple and easy application process put the doctor at ease right away.

"Barry helped me understand the limitations of my existing policy and explained the insurance terminology to me."

Results

Robertson Hall's Dental Office Insurance Plus solution addressed all Dr. Sheikh's lease insurance obligations. His aggregate claim limits have been removed, his insurance coverage is complete, and his premiums are less. Additionally, the doctor has a dedicated team of experts he can call on anytime for help.

About Dr. Azeem Sheikh

Dr. Sheikh received his DDS from University of Western Ontario in 2003, and has been practicing dentistry in the GTA for over 13 years. He is the owner of Brampton Dental Arts a GP private practice in Brampton, Ontario focusing on dental implant surgery