



JULY 18, 2022

New Medicare Supplement Plans in Indiana and Maryland

We are pleased to announce you can begin selling our new competitively priced Medicare supplement plans in Indiana and Maryland.

- Plans A, F, G, High Deductible G and N are available for sale effective **August 4, 2022**.
- Plan F may only be sold to applicants who were Medicare-eligible prior to January 1, 2020.

Besides the new low rates, we offer:

- A 12% household discount-this premium discount is only applied when a person, if at the time of application, lives with another adult who is age 60 or older
- Anniversary rating

Rates

Indiana- Underwritten by Mutual of Omaha Insurance Company

Carrier	Plan G	Plan N
Mutual of Omaha Insurance Company	\$92.51	\$69.00
Average of Top Carriers	\$106.69	\$94.01

Example: As of 06/29/2022 (female, non-tobacco, age 67, lowest area zip, with HHD applied)

Maryland- Underwritten by Mutual of Omaha Insurance Company

Carrier	Plan G	Plan N
Mutual of Omaha Insurance Company	\$124.63	\$88.26
Average of Top Carriers	\$151.05	\$114.40

Example: As of 06/29/2022 (female, non-tobacco, age 67, lowest area zip, with HHD applied)

Here's what you need to know to start selling:

Sales Materials

State	Application Book <i>Print Date 7/20/2022</i>	Outline of Coverage	Med Supp Map
Indiana	MAP551_IN	IN_MOO_AGY_080422	August 4, 2022
Maryland	MAP551_MD	MD_MOO_AGY_080422	

The Mutual of Omaha Insurance Company Medicare supplement applications will be available on the e-App **August 4, 2022**. Upon its availability, the old underwriting company's e-Application will no longer be available. **Start using the e-Application today!**

Outstanding Applications

- Indiana United World Life Insurance Company applications signed by September 4, 2022 and received in the home office on or before September 4, will be processed and provided prior coverage. Maryland United of Omaha applications signed by September 4, 2022 and received in the home office on or before September 4, will be processed and provided prior coverage.
- Old company applications for Indiana or Maryland with a signed date of September 5, 2022 and later will not be processed. No exceptions will be made. A new application will be required to apply for coverage.
- Pending Medicare supplement applications are no longer considered valid after 60 days and will go incomplete. If applicant would still like coverage, a new application will be required to apply for coverage.

New business and marketing materials for Indiana are available to view/download on SPA in *Forms and Materials* and can be ordered through normal channels. However, new business and marketing materials for Maryland have not been approved by the state.

Here are some reasons you and your clients will appreciate Mutual of Omaha and its affiliates:

- Easy eligibility for the 12%* household discount, available in most states.
- We offer an enhanced automated underwriting process for Medicare supplement e-Applications. Most applications are auto decisioned within 2 minutes of being signed and submitted, the producer will receive an email indicating if an application has been issued, rejected or referred to an underwriter.
- You have direct access to underwriting by calling 800-995-9324 to speak with an underwriter.
- Predictable Premium Changes- Your new business clients can expect just one rate adjustment a year on the policy anniversary date.
- Comprehensive suite of products including Dental solutions, Prescription Drug Plans, Cancer Insurance, and Heart Attack & Stroke Insurance.
- Multi-policy Dental discount- your Medicare supplement clients can receive a 15% discount on their dental premium when the dental application is signed on or after the Med supp application sign date and within 30 days after the Med supp issue date.

For additional transitional rules [click here](#).

*Household discount varies by state.

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Premier Marketing
705 W Benjamin Ave
Norfolk NE 68701
800-365-8208