![Mutual of Omaha logo]

## New Mexico Dental Insurance Product Release

Effective **October 4, 2019** you may begin selling our Mutual Dental Preferred[SM] and Mutual Dental Protection[SM] insurance policies with an optional vision care rider, underwritten by Mutual of Omaha Insurance Company, in **New Mexico.**

**Dental E-App available October 4, 2019**
For ease and convenience use the Dental e-App located on SPA under Sales Tools – Electronic Applications.

**Navigating the Dental e-App**
You have two options for taking a dental e-App depending on the situation:

1. A stand-alone Dental e-App – perfect for those who already have a Med supp or Med Advantage plan and wish to add dental insurance; or
2. Seamlessly move from the Med supp e-App to the Dental e-App after completing the Med supp sale.

**Three Easy Sections:**

*Personal*
Start with a quote.

All that is needed is your client's ZIP code. You will receive a quote for both the Mutual Dental Preferred[SM] and Mutual Dental Protection[SM] insurance policies.

Fill in your client's personal information and request an effective date. Select whether they wish to receive a temporary ID card. If so, be sure to capture their email address. Finally, indicate the city and state in which the applicant is signing the application.

Note: Available on the quote page – and all subsequent pages of the application – is a link to access the dental provider network. The link can be found under Initial Documents. The Initial Documents, which can be emailed to your client, include a copy of the application and the outlines of coverage for both dental policies.

*Payment*
Answer the questions regarding existing coverage. Depending on their product choice and their answer to the coverage questions, the e-App only reveals additional questions that are needed.

Check off on whether the applicant prefers to provide their social security number and/or payment information at the time of signature. Also check off if you wish to print the application for wet signature.

Select a payment option and provide any applicable information. Payment options include:

- Initial premium payment
    - Credit Card, or
    - Automatic Bank Withdrawal
- Renewal Payment
    - Automatic Bank Withdrawal (pay any day), or
    - Mail payment (Every Three Months, Twice a Year, or Once a Year)

### *Review*

- Provide your writing number
- Select Policy delivery (Applicant or Producer)
- Click on the statement: I/We acknowledge that if the applicant is replacing coverage, I/We have provided a copy of the replacement notice, if applicable.
- Click Submit

You will receive a Thank You screen with an authorization number and other important information to provide your client regarding their options to e-sign or voice-sign their application. In addition, there is also a link to return to the Dental e-App Dashboard.

**Transitioning from a Med supp e-App to the Dental e-App**

### *Quoting*

Beginning October 4, 2019 when you provide a quote on the Med Supp e-App, a Dental quote will also be provided. You can take this opportunity to talk to your client about applying for a dental policy. You will be presented with the opportunity to apply at the end of the Med supp e-App. Included with the dental quote will be a link to the dental provider network should your client wish to know who is in the network in their ZIP area or specifically if their dentist is in the network.

### *Applying*

After completing and submitting the Med supp e-App, as the writing agent, you receive the Thank you page. Scroll down and you will find the dental quotes. If you select Apply Now you will be redirected to the Dental e-App. The Dental e-App will be pre-populated with the applicable information collected on the Med supp e-App. Complete any additional information and/or edit any information if necessary. This sale will appear on your Dental e-App Dashboard.

Note: If the applicant applies for Med supp and Dental, two separate signatures are needed – one for the Med supp application and the other for the Dental application. While you can take the applications seamlessly thru e-App, it is two separate policies that require two separate signatures from the applicant.

**Paper Applications**

You have two paper application options:

1. A stand-alone paper application
2. The dental application will be in the Med supp application book. This is provided for the convenience of cross-selling Dental with a Med supp. When you are taking a Med supp app you will always have a Dental app readily available.

**Quote App**

The dental rates are available on the *Mutual of Omaha Quotes for Sales Professionals* app. If you haven't already downloaded the app you can access it from the Apple App Store or Google Play.

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