



June 7, 2021

Washington State Long-Term Care Insurance Product Offering Update

In efforts to support the Washington State Cares Fund initiative, for applications received from the state of Washington, Mutual of Omaha implemented underwriting and commission changes including:

A 100% chargeback for policies issued May 19, 2021 – November 1, 2021 and lapsing within the first policy year.

Declining applications for clients not seen by a physician in the last 24 months.

However, due to continually increasing application volumes from the state, Mutual of Omaha must make additional modifications. **Effective immediately, we are instituting the following adjustments to the MutualCare® Solutions product offerings for the state of Washington:**

Increasing minimum issue age to 40

Increasing minimum monthly benefit to \$3,000

Lifetime Compound Inflation of 3% or higher is required; no other options available

*To process applications not meeting the minimum requirements listed, paper and e-applications must be received at Mutual of Omaha on or before June 11, 2021. **No exceptions will be made.***

By taking steps to ensure Washington residents purchase a long-term care policy for the security and benefits it provides rather than a means for exemption from the payroll tax, Mutual of Omaha is upholding our responsibility as a leading LTCi provider.

How You Can Help

Help clients understand the value of a long-term care policy designed to offer peace of mind for themselves and their family by explaining key product benefits.

Thank you for your continued business, partnership and commitment to Mutual of Omaha. For any questions, please contact your Sales Director or Account Executive.

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