

SEPTEMBER 16, 2019

New High Deductible G States

It is never too early to start planning for your Medicare clients that will be ageing into Medicare beginning January 1, 2020. And with our policy that allows individuals aging-in to purchase a Medicare supplement six months prior to their effective date of coverage, you can begin selling to these individuals now.

Medicare changes coming effect January 1, 2020 from the Medicare Access and CHIP Reauthorization Act of 2015 (MACRA) offers you the opportunity to provide your clients with a new Medicare supplement plan option. That new option is a **High Deductible Plan G** and this plan will be available to any individual purchasing a Medicare supplement with an effective date of January 1, 2020 or later.

Effective September 20, 2019, Mutual of Omaha is pleased to announce the availability of a High Deductible Plan G for effective dates of January 1, 2020 or later in two additional states:

- **Arizona**
- **Maryland**

Be assured we have filed the High Deductible Plan G in the remaining states and upon approval we will make it available to you for sale.

High Deductible Plan G*

- Pays the same benefits as a Plan G once the annual plan deductible is met – 2019 annual deductible is \$2,300
- Does not cover the Part B deductible amount – 2019 Part B deductible is \$185
- Part B deductible counts toward the annual deductible amount

**Deductibles are subject to change January 1st each year.*

Application Options:

e-App

As of September 20, the High Deductible Plan G will be available on the Medicare supplement e-App and to quote on the Mutual mobile quote app.

Paper

The application books with the outline of coverage that includes High Deductible Plan G rates is available to order

For additional information of the 2020 MACRA changes and help in discussing these changes with your clients.

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