

FEBRUARY 15, 2021

## New Medicare Supplement Plans in Arizona

We are pleased to announce you can begin selling our new competitively priced Medicare supplement plan in Arizona, underwritten by **Mutual of Omaha**.

- Plans A, G, High Deductible G and N are available for sale effective **March 1, 2021**
- 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, and
- Anniversary rating

### Rates

Carrier	Plan G	Plan N
Mutual of Omaha	\$ 106.60	\$ 81.32
Average of Top Carriers	\$ 113.50	\$ 87.19

**Here's what you need to know to start selling: Example:** As of 2/08/21: female, age 67, non-tobacco, lowest zip area, with available household discount applied.

### Sales Materials

State	Application Book <i>Print</i> <i>Date</i> 02/17/2021	Outline of Coverage	Med Supp Map
Arizona	MAP551_AZ	AZ_MOO_AGY_031021	March 2021

The Mutual of Omaha supplement application will be available on the e-App **March 1, 2021**. Upon its availability, the Arizona Omaha Insurance Company e-Application will no longer be available.

### Outstanding Omaha Insurance Company Applications in Arizona

- Omaha Insurance Company applications signed by March 31, 2021 and received in the home office on or before April 30, 2021, will be processed and provided prior coverage
- Omaha Insurance Company applications with a signed date of April 1, 2021 and later will not be processed. No exceptions will be made. A new Mutual of Omaha Insurance Company application would be required to apply for coverage

- Pending Omaha Insurance Company Medicare supplement applications are no longer considered valid after 60 days and will go incomplete. If applicant would still like coverage, a new Mutual of Omaha Insurance Company application would be required to apply for coverage

Materials are available. ***Prospecting materials*** have been filed with the state for approval. Once approved, the items will be available.

Here are some reasons you and your clients will appreciate Mutual of Omaha.

- Easy eligibility for the 12% household discount, available in most states.
- Underwriting decisions on policy issue generally are made within five days. Two-Day Processing of e-Apps using our e-App gets your policies issued even faster. Two-day processing applies to guaranteed issue, open enrollment and underwritten applications, if the applicant is available for an interview.
- 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 Insurance, 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

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