

September 9, 2019

New Mutual of Omaha Medicare Supplement Plans in Ohio

You may begin selling our new competitively priced Medicare supplement plans in **Ohio**, underwritten by **Mutual of Omaha**.

- Plans A, F, G, High Deductible G and N are available for sale effective **September 20, 2019**
- Plan F may be sold to applicants with a policy effective date through December 31, 2019; Plan F may not be sold to applicants who become eligible for Medicare on or after January 1, 2020, per MACRA regulations.
- Plan F also may be sold to applicants who are Medicare-eligible through December 31, 2019, but not purchasing Plan F until January 1, 2020 or after.
- High Deductible Plan G can be sold to any individual with a policy effective date of January 1, 2020 or later.

Besides the new low rates, we offer:

- A 7% household discount, and
- Anniversary rating

e-App Processing

The Mutual of Omaha Medicare supplement application will be available on the e-App **Friday, September 20, 2019**. Upon its availability, the United World e-App will no longer be available.

Compensation

Commission schedules will be available **September 11th**. Please contact your Marketing Organization if you have any questions regarding your commission schedule.

Conversions: All Medicare supplement policies are issued according to the underwriting company noted on the Medicare supplement application. Should your client wish to convert to another policy (from one Mutual affiliate to another), you must complete all applicable conversion paperwork, including your client's signed authorization, and submit that to us. Conversions are subject to underwriting.

Agent of Record: According to agent of record rules, commissions for Mutual of Omaha or its affiliate Medicare supplement replacements will be paid only when the original writing producer sells the replacement policy.

Sales Material

State	Application Book <i>Print Date 09/11/19</i>	Outline of Coverage	Brochure
Ohio	MAP551_OH	OH_MOO_AGY_092019	<i>Pending</i>

SPECIAL NOTICE: For your clients who are Medicare eligible prior to 1/1/20 and wish to apply for a high deductible plan, our High Deductible Plan F underwritten by United World (UW) in Ohio will be available for sale through 12/31/19. Only paper applications will be available for submitting High Deductible F new business for United World Ohio. United World Ohio Medicare supplement applications are not available to order effective today but can be downloaded and printed from SPA – *Forms and Materials*.

As of 10/01/19, we will no longer accept applications for new business or conversions under the old underwriting company, United World, for Plans A, C, D, F, G and N.

Prospecting materials have been filed with the state for approval.

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