

JUNE 1, 2020

New Omaha Insurance Company Medicare Supplement Plans in Kansas and New Mexico

You may begin selling our new competitively priced Medicare supplement plans in **Kansas** and **New Mexico**, underwritten by **Omaha Insurance Company**.

- Plans A, F, G, High Deductible G and N are available for sale effective **June 19, 2020**
- 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

e-App Processing

The Omaha Insurance Company supplement application will be available on the e-App **Friday, June 19, 2020**. Upon its availability, the Kansas Mutual of Omaha and New Mexico United of Omaha e-App will no longer be available.

Compensation

Commission schedules will be available **June 3rd** on your Sales Professional Access (SPA) account. Please contact your Marketing Organization if you have any questions regarding your commission schedule.

For Master General Agents (MGA's), commission schedules and transmittals are available on Sales Professional Access (SPA). If you have any questions regarding compensation, please contact the Distribution Compensation Support Center at 800-475-4465.

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 06/03/20</i>	Outline of Coverage
Kansas	NAP22_OIC	KS_OIC_AGY_061920
New Mexico	NAP22_OIC	NM_OIC_AGY_060520

Materials are available to view/download on SPA in *Forms and Materials* and can be ordered through normal channels.

Prospecting materials have been filed with the state for approval. Once approved, the items will be available on SPA in *Forms and Materials* under Prospecting

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