

BROKER EXPRESS- 06/07/17

Subject: New Medicare Supplement Plans

Effective **June 3, 2017**, our new competitively priced Medicare supplement in **Wisconsin** underwritten by United World is available for new business sales.

Besides new low rates on the Basic plan and riders, Wisconsin offers:

- A new **High Deductible Plan** (Policy pays the eligible Part A and Part B Medicare benefits after the \$2,200 annual deductible is met).
- A new **Part B Co-Pay/Coinsurance Rider** (Policyholder pays a \$20 per office visit and a \$50 per emergency room visit copayment as an offset to a reduction in premium)
- Anniversary rating

WHAT YOU SHOULD KNOW:

1. Available riders may be added to the Basic plan only. Riders do not apply to the High Deductible plan.
2. When selecting rider options with the Basic plan, an individual cannot have both the Part B Deductible rider and the Part B copayment/coinsurance rider.
3. When calculating premium for individuals who select the Part B copay/coinsurance rider the amount shown in the outline should be subtracted from the Basic premium.

E-APP PROCESSING

Application for the United World product will be **available on e-App effective 06/03/17**. Upon its availability the Med supp e-App for the Mutual of Omaha Wisconsin product will no longer be available. (**Click for more information**)

Appointments

If you are not appointed, please contact your Marketing Organization to obtain the appropriate appointment.

Compensation

Commission schedules are available on your Sales Professional Access (SPA) account at www.mutualofomaha.com/broker. Please contact your Marketing Organization if you have any questions regarding your commission schedule.

For Master General Agents (MGA's) and Brokerage General Agents (BGA'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. Be aware that conversions are subject to Underwriting.

Agent of Record: According to agent of record rules, commissions for United World 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</i> 05/31/17	Outline of Coverage
Wisconsin	MAP550_WI	WI_UW_AGY_060217

Materials are available to view/download on SPA in the *Forms and Materials* section and application books can be ordered through normal channels. The outline of coverage is available as a stand alone form on SPA.

Prospecting materials – including letters, newspaper ads and postcards featuring rates – have been filed with the state for approval. Once approved, the items are available on SPA in *Forms and Materials* under Prospecting.

Please contact us if you have any questions: (800) 693-6083 or sales.support@mutualofomaha.com