

## Mutual Companies Announce New Underwriting Guidelines



It has always been a goal of the Mutual of Omaha companies to make doing business easier for their agents and clients. Through Mutual and its affiliates, United of Omaha and United World they will continue to provide access to a competitive product that will help you grow your business and meet the ongoing needs of seniors. With this being said the following Medicare Supplement underwriting changes apply to **all companies** (Mutual, United World and United of Omaha) and in **all states**, except where otherwise noted.

### 12-Month Rate Guarantee

*Current Policy:* We offer a 12-month rate guarantee from date the application is signed.

*Change:* The rate will be locked in the date the application is signed, but that rate will continue for 12-months following the **effective date of coverage**. This allows for a true 12-month guarantee to those individuals who are turning 65 and applying early. Now their premiums will remain the same for the first 12-months that their policy is in force. This new rule will alleviate some of the pain caused by rate increases in consecutive years and your earlier enrollees getting hit with two increases in the same year.

### Guarantee Issue

*Current Policy:* When not in open enrollment but in a guarantee issue scenarios such as, losing group coverage or a Medicare Advantage guarantee issue, we offer only those plans that mirror what state law requires. Typically these were only A,C and F.

*Change:* We will offer **ALL** plans that we currently market. This provides you the opportunity to provide your clients more options when they are looking for replacement coverage.

**This does not** apply in those states with special guarantee issue situations:

- WA and ME where you can guarantee issue only to plans of equal or lesser value
- CA with its open enrollment birthday rule
- MO with its anniversary rule

The following change applies to **California Only**.

### Annual Open Enrollment

*Current Policy:* California has an annual open enrollment lasting 30 days, beginning with the individual's birthday during which time a person may replace any Medicare supplement policy with a policy of equal or lesser value.

*Change:* In California, we will allow an application to be taken an **extra 60 days prior** to an individual's birthday for a total 90-day window to apply. This provides both you and your client adequate time to facilitate their change.

The Medicare supplement underwriting guides have been updated to reflect these changes. Guides can be ordered by calling Sales Support at (800) 693-6083 and viewed on Sales Professional Access in the *Forms and Materials* section.

<b>Company</b>	<b>New Guide</b>	<b>Replaces</b>
Mutual and United World	<b>M26589_1008</b>	M26589
United of Omaha	<b>U7700_1008</b>	U7700_0808