



6/6/12

SALES AND MARKETING

## New Med Supp plans priced right for today and tomorrow

Gain an edge on your competitors with our rates on new Med supp plans in the states listed below. Your clients get affordable premiums. You get exceptional service. And, we get to help you attract new business. Everyone wins.

Alabama	Michigan	Utah
Idaho	Missouri	Washington
Illinois	Montana	West Virginia
Kentucky	Pennsylvania	Wyoming
Maryland	Tennessee	

Take a look at these [sample rates](#).

## Features Keep You in the Race

Plans come with:

- Med Supp e-App
- Household discount for an eligible applicant who lives with a spouse, friend or sibling, who owns a Med supp from Mutual of Omaha, United of Omaha, United World or Omaha Insurance Company (not in CT)
- No policy fee, additional underwriting classes and rate calculation worksheet

## Company Appointment

You already should have a United of Omaha and Mutual of Omaha appointment. You will need an Omaha Insurance Company appointment to sell its plans. If you don't have one, please request the paperwork from your marketer.

## Ready. Set. Go!

Find everything you need to market and sell these plans on Sales Professional Access, [mutualofomaha.com/broker](http://mutualofomaha.com/broker); Sales Support tab; forms and materials.

Offering you competitive rates is how we [stay connected with you](#).

## Stay Competitive with New Mutual of Omaha Med Supp Rates

<b>New Med Supp Plan F Sample Rates</b>	
Alabama	\$127.87 Ages 65-67 female nontobacco in lowest-rated ZIP codes
<i>Connecticut*</i>	\$225.00 Ages 65 and over
Idaho	\$144.83 Ages 65-67 nontobacco
Illinois	\$109.09 Ages 65-67 female nontobacco user in lowest-rated ZIP codes
Kentucky	\$111.10 Ages 65-67 female nontobacco in lowest-rated ZIP codes
Maryland	\$150.00 Ages 65-67 nontobacco
Michigan	\$126.00 Ages 65-67 female nontobacco in lowest-rated ZIP codes
Missouri	\$144.12 Ages 65-67 female nontobacco in lowest-rated ZIP codes
Montana	\$116.67 Ages 65-67 nontobacco
<i>Ohio*</i>	\$117.45 Ages 65-67 female nontobacco in lowest-rated ZIP codes
Pennsylvania	\$128.91 Ages 65-67 female nontobacco in lowest-rated ZIP codes
<i>South Carolina*</i>	\$112.42 Ages 65-67 female nontobacco in lowest-rated ZIP codes
Tennessee	\$121.52 Ages 65-67 nontobacco
Utah	\$121.67 Ages 65-67 nontobacco
Washington	\$176.66 Ages 65 and over
West Virginia	\$113.25 Ages 65-67 female nontobacco
Wyoming	\$105.17 Ages 65-67 female nontobacco

*\*Connecticut, South Carolina and Ohio plans are pending state approval.*

[Return to Field Communication](#)

If you have questions, please call Sales Support at (800) 693-6083.