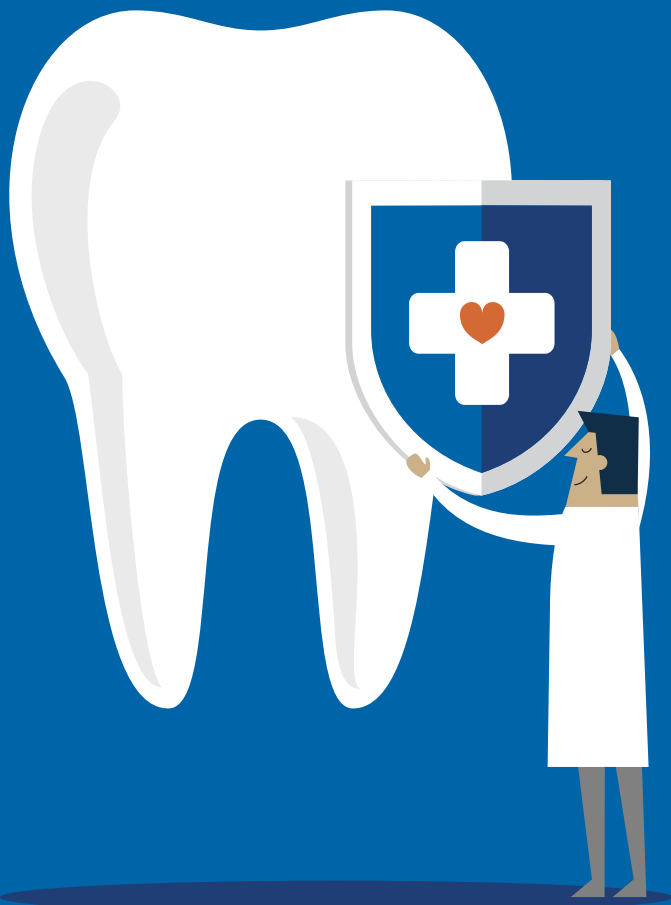


Mutual FOCUS

MUTUAL OF OMAHA INSURANCE COMPANY | SENIOR HEALTH SOLUTIONS | ISSUE No. 2

It's open enrollment season, which means there's no better time to talk to your Medicare supplement clients about dental insurance.



Now's the Time to Talk About Dental Insurance

This highly sought after product is often top of mind for many people as they consider their options. A great way to start the conversation is to simply ask, "Who do you have dental insurance coverage with?"

When talking with clients about Mutual of Omaha's dental insurance benefits, be sure to let them know we offer no waiting period, immediate coverage for major services and flexible maximum benefit options up to \$5,000.

Benefits are currently available in 45 states. And, we're working on getting remaining states approved soon — Maryland, New Mexico and Virginia are up next! To view rates and approved states, review the updated [Dental Product and Rate Guide](#) that includes a map showing plans available in each state.

Mutual of Omaha provides approved prospecting materials to help you sell dental insurance and other products. You can easily access approved materials in **Forms and Materials** on SPA, and order them through your normal channels.



Use These Tools to Reach More Prospects in 2024

If one of your goals for the new year is to connect with more potential clients, we have a variety of materials that can help. Each prospecting tool listed below has been approved and is available to order through your normal channels. Some pieces are available for customization (noted below). To order personalized pieces, fill out and submit the [M25484_0823](#) form through your normal ordering channels.

Material Item #	Description	End User
609788	Med Supp 5 Reasons Brochure	Consumer Use
268876_0221	Prospecting Letter with Rates (<i>customizable</i>)	Consumer Use
606612	Med Supp Flyer with Rates (<i>customizable</i>)	Consumer Use
S7126_23470233_C	Turning 65 Postcard (<i>customizable</i>)	Consumer Use
609291_0123	Prospecting Dental Brochure*	Consumer Use
610280	Med Supp Self Mailer (<i>customizable</i>)	Consumer Use
S7126_23469974_M	Med Solutions Consumer Brochure	Consumer Use
606611	Med Supp Stand Alone e-App Postcard (<i>customizable</i>)	Consumer Use
273302	Broker Dental Prospecting Letter (<i>customizable</i>)	Consumer Use
613828	Dental Prospecting Postcard (<i>customizable</i>)	Consumer Use
S7126_24619558_M	Prospecting Aging-in PDP Postcard (<i>customizable</i>)	Consumer Use

*Enhanced dental benefits not available in all states.

Start Your Journey to Dublin Today

Imagine being rewarded for an amazing year of sales with a deluxe trip to the friendliest city in Europe — if not the entire world — Dublin, Ireland. Kindness, politeness and a laid-back vibe permeates this charming Old World city and puts you at ease, making you feel like you belong there.

You can experience all the pleasures of being treated like an honorary Dubliner by qualifying for the 2025 Mutual Sales Leaders Trip.

Visit the [MSL page](#) for details about how to qualify for what is sure to be an unforgettable trip.

