

# Disability Income Insurance

## Announcing Two New DI Choice Portfolio

### Application Enhancements (AK and CO)



6/30/2010

PRODUCT

Two more convenient options make selling the DI Choice portfolio even easier! Effective **July 1, 2010**, Mutual of Omaha will begin offering a new **Accident Only Short-Term Disability Income application** as well as a **no cash with app** option.

#### **ACCIDENT ONLY SHORT-TERM DISABILITY INCOME SHORTENED APPLICATION**

The Accident Only Short-Term Disability Income application, with only four underwriting questions, makes selling DI even simpler. The Accident Only stand-alone application will allow for sales of accident disability income coverage, including the Accident Hospital Confinement and Accident Medical Expense riders.

The Accident Only application can be used when prospecting with clients who are not interested in, or cannot qualify for, sickness coverage. This simplifies the application process and saves both you and your client's time from answering unnecessary health questions.

**NOTE:** In addition to the Accident Only application, the combined application booklet containing all four products has also been revised. Refer to the "Application Material Grid List" attachment to view new application form numbers for your state.

#### **NO CASH WITH APPLICATION**

Now you can collect money with the signed application or wait until the application has been issued. The choice is yours! With this added flexibility for you and your clients, we've made doing business with Mutual of Omaha even easier.

#### **MATERIALS**

You can also get a copy of the Accident Only application or the combined application instantly by going to Sales Professional Access (SPA) at [www.mutualofomaha.com/broker](http://www.mutualofomaha.com/broker) **TODAY**, or order them through E-procurement.

The PDFs of the applications on SPA now have fillable fields. This will make the application easier to process and read. To use the fillable forms feature:

- Open the PDF on SPA and click the "Highlight fields" box at the top of the document. This will highlight each of the fields that must be completed
- When you've completed a field, use the Tab key to move to the next field
- Once you've completed the application, print it and obtain the necessary signatures. Then submit through your normal channels.

★ **To protect the confidentiality of applicant information, do not save an electronic copy of any application.**

#### **TRANSITION RULES**

Please begin using the new Accident Only shortened application and the revised combined application as soon as possible. Old combined applications must be signed by **August 1, 2010**, and must be received in the Home Office no later than **August 15, 2010**. Old combined applications signed after **August 1, 2010**, or received in the Home Office after **August 15, 2010**, will not be accepted.

We hope these enhancements continue your ability to market the Disability Income Choice Portfolio to potential clients – and that we'll hear more and more feedback that "**This Works for Me.**"

If you have any questions regarding this address change, please call Sales Support at (800) 693-6083.

# MUTUAL *of* OMAHA

## A Century of **Income Protection**



### Application Material List

State	Accident Only Short-Term Disability Application	Full Application
Alaska	MAP383_AK	MAP381_AK
Colorado	MAP382_CO	MAP380_CO

Ask Your **DI Underwriter** | 1-800-715-4376