

Long-Term Care Insurance 2010 Teleconference Schedule



Mutual of Omaha

Selling LTCi is Easier than You Think!

Especially when you have access to all the tips, tools and training you need. Join our monthly teleconferences for information that will help simplify the sales process and give you the confidence to sell with ease.

It's easy to participate!

- Mark your calendar for the **third Tuesday** of each month
- All teleconferences are offered at **9 a.m. and 3 p.m.** Central time
- Each call lasts approximately **20 minutes** and will include time for questions
- Dial **1-877-511-4819** a few minutes before the call is scheduled to begin
- Mention **“long-term care training”** to the operator

Get Your LTCi Business Issued Quickly

Tuesday, July 20

Our goal is to get your business issued quickly. Find out what you can do to help your cases sail through underwriting.

Underwriting Case Studies

Tuesday, August 17

We'll review underwriting guidelines and share actual case studies. The underwriting outcomes may surprise you.

What Happens When a Client Goes on Claim?

Tuesday, September 21

Learn what happens when your clients go on claim and get tips to help guide them through the process.

Put LTC Awareness Month to Work for You

Tuesday, October 19

November is LTC Awareness Month. Get tips on how to capitalize on this industry-wide effort.

An Industry Expert's View

Tuesday, November 16

Get the scoop on what's happening in the industry from Jesse Slome, executive director of AALTCI.

The Tax Advantages of LTCi

Tuesday, December 21

Learn more about the tax deductibility of LTCi premiums and the tax-free status of policy benefits.