

SERFF Tracking Number: MUTM-127883767 State: Arkansas
Filing Company: Mutual of Omaha Insurance Company State Tracking Number: 50461
Company Tracking Number: KELLY KRUMWIED
TOI: LTC03I Individual Long Term Care Sub-TOI: LTC03I.001 Qualified
Product Name: Long Term Care Advertising - MC34297_1111
Project Name/Number: Long Term Care Advertising/MC34297_1111

Filing at a Glance

Company: Mutual of Omaha Insurance Company

Product Name: Long Term Care Advertising - SERFF Tr Num: MUTM-127883767 State: Arkansas
MC34297_1111

TOI: LTC03I Individual Long Term Care

SERFF Status: Closed-Filed

State Tr Num: 50461

Sub-TOI: LTC03I.001 Qualified

Co Tr Num: KELLY KRUMWIED

State Status: Filed-Closed

Filing Type: Form/Rate/Advertisement

Reviewer(s): Donna Lambert

Author: Kelly Krumwied

Disposition Date: 12/15/2011

Date Submitted: 12/13/2011

Disposition Status: Filed

Implementation Date Requested:

Implementation Date: 01/16/2012

State Filing Description:

General Information

Project Name: Long Term Care Advertising

Status of Filing in Domicile:

Project Number: MC34297_1111

Date Approved in Domicile:

Requested Filing Mode:

Domicile Status Comments:

Explanation for Combination/Other:

Market Type: Individual

Submission Type: New Submission

Individual Market Type:

Overall Rate Impact:

Filing Status Changed: 12/15/2011

State Status Changed: 12/15/2011

Deemer Date:

Created By: Kelly Krumwied

Submitted By: Kelly Krumwied

Corresponding Filing Tracking Number:

Filing Description:

NAIC #: 261-71412

FEIN #: 47-0246511

Mutual of Omaha Insurance Company

Long Term Care Advertising

MC34297_1111

Enclosed for review by your Department is a copy of the above-captioned advertising. The form is new and is not intended to replace any previously approved form. It will be used with appropriate approved forms in your state.

We request that any information in brackets be considered variable. A Memorandum of Variable Material describing the variable items is attached.

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Thank you for the review of this filing.

Sincerely,

Corporate Compliance and Ethics Division
For Questions, please contact Carly Cole
Phone: 402-351-2476; Fax: 402-351-5298
E-mail: advfilings@mutualofomaha.com

kk

Company and Contact

Filing Contact Information

Carly Cole, Product & Advertising Compliance carly.cole@mutualofomaha.com
Consultant

Mutual of Omaha 402-351-2476 [Phone]
Mutual of Omaha Plaza 402-351-5298 [FAX]
Omaha, NE 68175

Filing Company Information

Mutual of Omaha Insurance Company CoCode: 71412 State of Domicile: Nebraska
Mutual of Omaha Plaza Group Code: 261 Company Type: Health Insurance
Omaha, NE 68175 Group Name: State ID Number:
(402) 351-6910 ext. [Phone] FEIN Number: 47-0246511

Filing Fees

Fee Required? Yes
Fee Amount: \$50.00
Retaliatory? No
Fee Explanation:

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Per Company: No

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
Mutual of Omaha Insurance Company	\$50.00	12/13/2011	54478739

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed	Donna Lambert	12/15/2011	12/15/2011

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Disposition

Disposition Date: 12/15/2011

Implementation Date: 01/16/2012

Status: Filed

Comment:

Rate data does NOT apply to filing.

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Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification	Filed	No
Supporting Document	Application	Filed	No
Supporting Document	Health - Actuarial Justification	Filed	No
Supporting Document	Outline of Coverage	Filed	No
Supporting Document	Variable Material for Advertising Form	Filed	No
Form	Brochure	Filed	No

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Form Schedule

Lead Form Number: MC34297_1111

Schedule Item	Form Number	Form Type	Form Name	Action	Action Specific Data	Readability	Attachment
Filed 12/15/2011	MC34297_1111	Advertising	Brochure	Initial		0.000	MC34297_1111.pdf

Everybody's Talking About Long-Term Care





Why is planning for my long-

What's all this talk about long-term care?

You've probably read articles about long-term care in the newspaper or seen stories on the six o'clock news. Maybe you've received a letter from the governor of your state encouraging you to begin planning for your long-term care needs. No matter how you heard about it, long-term care is an important financial issue for Americans – especially if you are approaching retirement age. The government has taken steps to help people plan for their long-term care needs by passing legislation that allows states to establish qualified long-term care insurance partnership programs.

Many people mistakenly believe government programs, like Medicare and Medicaid, will provide all the long-term care services they need. Unfortunately, this may not be the case. Failing to plan how you'll pay for long-term care services may place you at serious financial risk.

Medicare

Medicare generally does not pay for long-term care services. Instead, it's designed to help get you back on your feet following an illness or injury.

- Medicare pays only for “skilled care” you receive in a nursing home, but only if it's medically necessary and only for a limited period of time
- Medicare does not pay for “custodial care” services many people receive in their homes – services like assistance with dressing, bathing and using the bathroom. Medicare also does not pay for care received in an assisted living facility

Medicaid

Medicaid provides long-term care assistance to individuals who have exhausted their personal resources.

- Medicaid pays for both “skilled care” and “custodial care” received in a nursing home, but only after you spend down your assets to meet eligibility guidelines in your state
- In some states, Medicaid may pay for some services received at home or in an assisted living facility

The responsibility for planning is yours

It's simply not realistic to expect the government to pay for the long-term care needs of every American. That's why many states already have launched campaigns encouraging people to plan ahead. And part of that planning may include purchasing a long-term care insurance policy through a state-sponsored long-term care partnership program.

What is a long-term care partnership program?

It's a partnership between your state government and private insurance companies. Insurance companies voluntarily agree to participate by offering long-term care insurance policies that meet specified criteria. The state agrees to provide Medicaid asset protection to people who purchase partnership-qualified policies.

How does Medicaid asset protection work?

When you purchase an individual long-term care insurance policy that meets your state's guidelines, you will be allowed to protect a portion of the assets you might otherwise have to “spend down” in order to meet Medicaid eligibility requirements. This allows you to protect one dollar of personal assets for each dollar your long-term care insurance policy pays in benefits. For example, if you purchase a long-term care insurance policy that pays \$100,000 in benefits, you will be allowed to protect \$100,000 in personal assets. This is above and beyond the assets you are allowed to keep in order to qualify for Medicaid.

Long-term care needs so important?

When you need long-term care services, your long-term care insurance policy will pay for your care. In the event that you receive long-term care benefits through your state's Medicaid program, your partnership-qualified long-term care policy will enable you to protect some or all of your assets.

What's the benefit of purchasing a partnership-qualified long-term care insurance policy?

Purchasing a partnership-qualified long-term care insurance policy can help you to assume responsibility for your long-term care needs and control what happens to you in the future. If you eventually apply for Medicaid, it allows you to protect a portion of your assets from Medicaid "spend down" so they can be passed on to your heirs. And even if you don't plan to apply for Medicaid benefits, it may help provide peace of mind knowing you have that safety net.

How do I know I'm getting a partnership-qualified policy?

Insurance companies are required to certify that their long-term care insurance policies are partnership-qualified in order to participate in a state's partnership program. That's why it's so important to ask if your insurance company provides partnership-qualified coverage in your state.

Mutual of Omaha Insurance Company offers policies that meet your state's guidelines for a partnership-qualified policy. Your insurance agent* can advise you about certain policy features that must be included to make your long-term care policy eligible for partnership status.

What happens if I move to another state?

The federal partnership program allows for reciprocity between states. That means if you move to a state that also has enacted a long-term care partnership program, you still may be eligible to receive Medicaid asset protection. You'll need to check with your new state of residence to be sure.

How do I select the right insurance company?

When selecting an insurance company, financial strength and stability are important. Mutual of Omaha has a long history in the insurance industry and has been paying claims to customers since 1909. Our experience in the long-term care insurance market spans two decades, and we intend to continue helping people plan for their long-term needs – now and in the future.

How can I learn more?

Your Mutual of Omaha insurance agent can help you analyze your needs and determine whether a long-term care insurance policy is right for you.*



WHAT YOU NEED TO KNOW ABOUT MEDICAID

Eligibility Requirements – In order to be eligible for Medicaid long-term care services, you must meet income levels as well as "spend down" your assets to a minimum level (typically around \$2,000 for an individual). Countable assets include savings accounts and investments, but exclude personal possessions, one car, a limited amount of life insurance and certain other items. If your spouse remains at home, he or she may be able to keep a portion of the assets you own as a couple in order to prevent impoverishment.

Transferring Assets – Even if you plan to "spend down" your assets by transferring them to family members in order to meet eligibility requirements, you need to know the government has tightened its restrictions on this practice. The "look-back" period has been extended from three years to five years. This means any transfer of assets within five years of date you apply for Medicaid will trigger a penalty period (or period of ineligibility). The intent is to prevent people from transferring assets one day and qualifying for public benefits the next.

Home Equity Limits – Previously, you could qualify for Medicaid even if you had substantial home equity. Now, most states will not cover long-term care services if your home equity exceeds \$500,000 (the states have the option to increase this to \$750,000). In all states, the home may be kept with no equity limit if your spouse or a dependent relative lives there while you receive Medicaid-provided long-term care services.

Estate Recovery – Following your death, the state will attempt to recover from your estate whatever benefits it paid for your long-term care services under the Medicaid program. For this reason, Medicaid should be considered to be a loan – not an entitlement.



Long-term care insurance underwritten by:

MUTUAL OF OMAHA INSURANCE COMPANY

Mutual of Omaha Plaza

Omaha, NE 68175

[1-800-775-6000]

mutualofomaha.com

MUTUAL of OMAHA'S
WILD KINGDOM



This is a solicitation of insurance. Policy forms: LTC09M, LTC09M-AG, LTC09M-5ML, LTC09M-10ML (or state equivalent). In ID, LTC09M-ID, LTC09M-AG-ID, LTC09M-5ML-ID, LTC09M-10ML-ID; in NC, LTC09M-NC, LTC09M-AG-NC, LTC09M-5ML-NC, LTC09M-10ML-NC; in OK, LTC09M-OK, LTC09M-AG-OK, LTC09M-5ML-OK, LTC09M-10ML-OK; in OR, LTC09M-OR, LTC09M-AG-OR, LTC09M-5ML-OR, LTC09M-10ML-OR; in PA, LTC09M-PA, LTC09M-AG-PA, LTC09M-5ML-PA, LTC09M-10ML-PA; in WA, LTC09M-WA, LTC09M-AG-WA, LTC09M-5ML-WA, LTC09M-10ML-WA. For costs and further details of the coverage, including exclusions, any reductions or limitations and terms under which the policy may be continued in force, see your agent* or write to the company. You may be contacted by telephone by an insurance agent.*

*WA Residents: All instances of the term “agent” should be replaced with “producer.”

Purchasing a LTC Partnership policy does not qualify you for Medicaid. Medicaid eligibility is dependent upon various factors including your income and available resources.

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Supporting Document Schedules

		Item Status:	Status Date:
Bypassed - Item:	Flesch Certification	Filed	12/15/2011
Bypass Reason:	This is not required for advertising.		
Comments:			
Bypassed - Item:	Application	Filed	12/15/2011
Bypass Reason:	This is not required for advertising.		
Comments:			
Bypassed - Item:	Health - Actuarial Justification	Filed	12/15/2011
Bypass Reason:	This is not required for advertising.		
Comments:			
Bypassed - Item:	Outline of Coverage	Filed	12/15/2011
Bypass Reason:	This is not required for advertising.		
Comments:			
Satisfied - Item:	Variable Material for Advertising Form	Filed	12/15/2011
Comments:			
Attachment:	VM-MC34297_1111.pdf		

**VARIABLE MATERIAL FOR ADVERTISING FORM
MC34297_1111**

The following information in the aforementioned advertisement is bracketed to denote variable material.

Section

[1-800-775-6000]

Explanation

The phone number is variable in case it changes in the future.