



# Express

A Weekly Update for Mutual of Omaha's  
Brokerage Sales Partners

**JULY 03, 2018**

## Life Insurance

### [The New Long-Term Care Rider is Here!](#)

We're excited to announce that our new LTC Rider is now available for sale on Income Advantage IUL and Life Protection Advantage IUL.

Learn how the rider works and how it can benefit your clients.

### [Term Conversions with the Long-Term Care Rider](#)

Do you have existing term clients who are interested in the LTC Rider?

These clients can convert their life policy at the same class and only need to be underwritten for the LTC Rider.

### [Important Info Regarding the LTC Rider Supplemental App](#)

The Personal Worksheet within the LTC Rider supplemental app pack asks for the rider cost per \$1,000. Find out what to do while we are working as quickly as possible to have this information added to our IUL illustrations.

## Long-Term Care

### [Advantages of Traditional LTCi](#)

Consumers today have more LTCi choices than ever before. As you provide protection options, here are advantages to mention about a traditional policy.

## Disability

### **Medical Underwriting Changes Enhance Eligibility**

Effective immediately, medical underwriting guidelines have been enhanced to help more clients qualify for paycheck protection. See what's new in the [DI Choice Underwriting Guide](#).

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