

# Medicare Supplement

## 2010 Modernized Plans - Clarification



1/13/10

PRODUCT

On December 1, 2009 we began releasing the 2010 modernized plans in approved states. These plans are for business effective June 1, 2010 or later.

### Points to Remember

Following the tips below will help to minimize errors in the processing of Medicare supplement applications.

1. If you are in a state that is **not** approved, you must wait until your state approves the 2010 modernized plans before you can take an application with an effective date of June 1, 2010 or later. Do not write an application effective June 1 or later using the 1990 standardized policy forms. The 1990 standardized policies will no longer be available for new business effective June 1.

### Approved States (As of 1/13/10)

You **may** write 2010 Plans with an effective date of June 1 or later in these states.

Alabama	Iowa	North Dakota	South Dakota
Arizona	Kansas	New Mexico	Virginia
Arkansas	Kentucky	Ohio	Washington DC
Delaware	Maine	Oklahoma	Wyoming
Georgia	Michigan	Oregon	
Idaho	Minnesota	Rhode Island	
Illinois	Nebraska	South Carolina	

### Pending States (As of 1/13/10)

You may **not** write any business with an effective date of June 1 or later until the 2010 plans are approved and released in these states.

Alaska	Louisiana	New Jersey	Utah
California	Maryland	New York	Vermont
Colorado	Mississippi	North Carolina	Washington
Connecticut	Missouri	Pennsylvania	West Virginia
Florida	Montana	Rhode Island	Wisconsin
Hawaii	Nevada	Tennessee	
Indiana	New Hampshire	Texas	

You will be notified when the pending states are approved and available for new business effective 6/1/10.

2. When writing an application for the 2010 modernized plans, be sure to quote rates using the appropriate outline of coverage. **This is important because in some states the rates for the 1990 standardized and the 2010 modernized plans may vary.** Outlines for the 2010 modernized plans have distinct form numbers from the 1990 standardized outlines (see below). Also a cover page has been added to all outlines that indicates either, "Plans with coverage effective dates through May 31" or "Plans with coverage effective dates on or after June 1".

<b>Base Outline Form Numbers</b>						
<b>Outline</b>	<b>Mutual</b>		<b>United World</b>		<b>United of Omaha</b>	
	<b>Standardized</b>	<b>Modernized</b>	<b>Standardized</b>	<b>Modernized</b>	<b>Standardized</b>	<b>Modernized</b>
Supp	M26152	M27009	W26154	W27011	U7576	U8183
Select	M26224	M27010	W26225	W27012	U7578	U8184

For more information regarding the 2010 Modernized Plans or to ask a question, log on to Sales Professional Access (mutualofomaha.com/broker), select the “Medicare Supplement” page, scroll down to “Product Information” and select “2010 Modernized Plans”.

If you have questions, please contact Sales Support at 800-693-6083.