

Long-Term Care Reminder: New Partnership App Process



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COMPLIANCE

This is a reminder that the new LTC Partnership application submission requirements begin today. Effective June 17, 2009, producers who sell LTCi in states that have LTC Partnership training requirement *and* where Mutual of Omaha products have been approved and released for partnership sales, must complete their state's initial training requirement **before soliciting** any LTCi policies. **In these states, applications cannot be accepted from producers who have not completed their initial training.** If an application is received from a producer who has not completed their training, the application will be declined and the producer will need to complete their training, then rewrite and submit a new application.

Important note:

Mutual of Omaha's products have not yet been approved and/or released for Partnership sales in all states and partnership training requirement have not been implemented in all states; these states are not impacted by this procedural change. **In addition, producers who have already satisfied their state's initial training requirements are not impacted and no further action is required.**

For state-specific partnership information and partnership training courses, please visit Sales Professional Access (SPA). For many states, Mutual of Omaha's **free** online training is approved and currently available on SPA. We are pleased to offer a free 8-hour Partnership training course that meets state requirements *and* awards 8-hours of **free CE Credit** (for most states). To access the courses:

- Go to mutualofomaha.com/broker and log on to Sales Professional Access (SPA).
- Select the *long-term care* product link from the product tab.
- Under *long-term care Resources*, select *LTC Partnership Programs*.
- Select *your state* on the map (screenshot below) and click the "take our free online training" course link.



Producers can opt to use another carrier's training. Mutual of Omaha will accept another carrier's training as long as it meets the state requirements. After producers have completed the training, they must print proof of completion, fill out any required fields, sign it and fax it to **Producer Services** at **402-997-1830**.

If you have questions, please call Sales Support at 1-800-693-6083. You can also e-mail or send a text message to Sales Support at sales.support@mutualofomaha.com.