



From the Desk of

Tess Grace and Marty Johnson

We are pleased to announce that effective December 1, 2021, Mutual of Omaha will once again be accepting individual long-term care insurance applications from the state of Washington.

Note: We expect to provide an update on resuming LTC Rider sales in first quarter 2022.

Important information to know:

- The MutualCare® Solutions Portfolio will resume sales without any minimum requirements.
- e-Applications, illustrations and quoting software will be available beginning December 1, 2021.
- **Mutual of Omaha LTCi policies needed to be placed prior to November 1, 2021, to be eligible for the WA Cares Fund tax exemption. Any new applications will not be eligible for the tax exemption.**
- There will be a commission chargeback of 100% for policies issued May 19, 2021 through November 1, 2021 and lapsing within the first policy year.

Please ensure agent licensing, CE and LTC certifications are in place and current prior to submitting any applications.

Thank you for your continued business, partnership and commitment to Mutual of Omaha. For any questions, please contact your Sales Director or Account Executive.

Tess Grace



SVP, Brokerage Sales

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