

WHO DOESN'T LIKE SAVING MONEY?

Help your Med supp clients get a 15% discount on dental insurance

Your Medicare-age clients watch what they spend. They're very conscious of their budget and want to make sure whatever they buy offers value. So when they hear the word "discount", you've got their attention.

Medicare supplement and dental insurance are such a good fit together that Mutual of Omaha offers a 15% dental insurance discount when Med supp and dental applications are signed on the same day. The dental discount also applies if the dental app is signed at a later date, as long as it's within 30 days after the Med supp policy is issued.

It's an Easy Transition

Moving from a Med supp sale to a discussion about dental insurance is easy when you use our Med Supp e-App. The dental app is right there with just three questions for your clients to answer. If you prefer paper, a dental application also is included in the Med supp application booklet.

How to Begin the Conversation

If you find yourself reluctant to ask for more money after making a Med supp sale, just keep in mind that dental insurance is a product most people actually want. Your clients are sure to appreciate that you're able to help them with all their Medicare insurance needs.

Here's a good way to get the conversation going:

"Now that your health care needs are taken care of, there's something else you need to consider ... your out-of-pocket costs for dental care. You see, while Medicare covers health care expenses, it doesn't cover dental services. By answering a few quick questions, we can make sure your dental expenses are covered, too."

Ready to Learn More?

Check out our Dental Product and Rate Guide available on [Sales Professional Access at MutualofOmaha.com/broker](https://www.mutualofomaha.com/broker)



Why Mutual of Omaha's Dental Insurance

Mutual of Omaha offers plans that cover most dental services — from preventive services like routine cleanings and X-rays to major services like crowns, dentures, bridges and root canals. Our policies help your clients pay for the dental care they need with the confidence of knowing what their out-of-pocket costs will be. Here are the advantages of our plans:

- Competitive pricing (10% premium reduction within the last year in most states)
- Guaranteed issue and guaranteed renewable
- Community-rated premiums
- National network of approximately 394,000 dental provider locations
- Option to purchase a vision benefit rider