

2019 Webinar Schedule

Mark your calendar. You won't want to miss these informative sessions.

Take a break, grab a cup of coffee and spend 20 minutes learning about how to build your Medicare business. Each month, we'll tackle a new topic. You'll learn about new developments, get tips from Mutual of Omaha's experts and have an opportunity to submit questions.

How to Join Our Webinars

- Each month, you'll receive an email invitation that contains a link to register for the upcoming webinar.
- After registering, you'll receive a confirmation email with login instructions and a link to join the webinar.
- Click the link in the email on the date and time of the webinar.
- Listen and watch on your laptop or PC. There's no need to dial in using your phone.
- Use the Q & A board during the webinar to submit your questions.

Tuesday, January 29 | 10:30 a.m. CST

A Rewarding Year Ahead

Meet your sales team and learn how we can help you achieve your goals in 2019. We'll also talk about the exciting rewards and incentives you can earn just for placing your business with Mutual of Omaha.

Tuesday, February 26 | 10:30 a.m. CST

PDP...Give the People What They Want

Did you know...83 percent of current Mutual of Omaha Med supp policyholders say they would buy a prescription drug plan from us if offered? National Sales Director Jason Yoo will show you how to give your clients the PDP plans they want.

Tuesday, March 26 | 10:30 a.m. CST

Understanding MACRA

The Medicare Access and CHIP Reauthorization Act of 2015 (MACRA) takes effect January 1, 2020. Learn about this new regulation, what it means for you and your clients and what we're doing regarding this industry change.

Tuesday, April 30 | 10:30 a.m. CST

Don't Forget Dental

Looking for a reason to smile? Attend this session to learn how to earn additional income and make your clients happy with our individual guaranteed-issue dental product. And don't forget about the optional vision benefit rider.

Tuesday, May 28 | 10:30 a.m. CST

Underwriting Updates

Underwriting...it's just part of selling insurance. Learn about all the ways we're streamlining the underwriting process for you and your clients - from underwriting automation to e-Application tools and more.

Tuesday, June 25 | 10:30 a.m. CST

Summer Sizzle

We're releasing hot, new competitive rates in several states. Join us for a sizzling conversation to see how they stack up to the competition. Add in our household discount and we're talking red-hot rates that will give your sales a boost.

Tuesday, July 30 | 10:30 a.m. CST

MACRA is Here

Believe it or not, you can now start selling Medicare supplement plans with a January 1, 2020 effective date. We'll talk about the new MACRA regulation and how it impacts you and your clients.

Continued on the next page.

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Tuesday, August 27 | 10:30 a.m. CST

New MA & PDP Plans for 2020

Tune in to hear National Sales Director Jason Yoo talk about our new Medicare Advantage markets for 2020 as well as our PDP plan designs. He'll provide the tools to help you get ready for the upcoming AEP season.

Tuesday, September 24 | 10:30 a.m. CST

Gearing Up for Annual Enrollment

Your blockbuster selling season is just around the corner. Learn how we can help you prepare for a successful AEP with the products, marketing, underwriting and service you need during this hectic time.

Tuesday, October 29 | 10:30 a.m. CST

Tools to Make Your Life Easier

Our e-Apps, signature options and mobile quotes can save you time and ensure accuracy so you get paid faster. Learn about the technology that makes it easy to submit applications and get them issued quickly.

Tuesday, November 19 | 10:30 a.m. CST

Time to Talk About Q1

Let's talk about cross-sell opportunities to give your 2020 business a boost. See how to use our Critical Advantage, Final Expense and Children's Whole Life products to meet your clients' additional needs.

Tuesday, December 17 | 10:30 a.m. CST

2019...What a Year!

Join the Brokerage Health Sales team for a wrap-up of 2019 and a look at what's in store for 2020. You've had a fast-paced, productive year, so take a bow. You deserve it.

Want to join?

To receive monthly webinar invitations, send your name and Mutual of Omaha production number in an email to:

distribution.marketing@mutualofomaha.com
with the subject line "Medicare Solutions Webinar"