

> Med Supp Plan G



Plan G Made Easy

Mutual of Omaha offers you two important ways to lower premiums even further for your clients: the household discount in most states and Plan G. In fact, our Plan G is the lowest premium in most areas.

SEIZE THE PLAN G SALES OPPORTUNITY

A couple times when Plan G can be a good alternative to Plan F are when:

- > The annual premium difference between Plans F and G is more than the Medicare calendar year Part B deductible, and
- > Your applicant is willing to pay the Part B deductible out of pocket

COMPARE PLANS

Side by side, Plans F and G include the same benefits, except Plan G doesn't pay the Part B deductible.

Benefit	Part A Deductible	Coinsurance	Extended Hospital	Blood	SNF Care	Hospice Care	Part B Deductible	Coinsurance	Excess Benefits	Blood	Care Outside U.S.
Plan F	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Plan G	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓

SHOW THE SAVINGS

Make it a habit to go through the following cost comparison with your clients to see if you can save them money. The Plan G annual premium plus the Part B deductible cost could still be less than the annual Plan F premium. And, clients have all the significant Plan F coverage. Think of it as getting all the benefits of Plan F for the Plan G premium plus the Part B deductible.

STEP 1 Quote annual premiums for Plans F and G

Plan F \$1,815
Plan G \$1,245

STEP 2 Add the Part B deductible amount to the Plan G premium for the total cost

Plan G Premium \$1,245
Part B Deductible + \$183 (Can change annually)

\$1,428

STEP 3 Determine the annual difference between Plans F and G plus the deductible for the savings

Plan F Premium \$1,815
Plan G Premium &
Part B Deductible -\$1,428
Annual Savings with Plan G \$387

GIVE IT A TRY

Help your clients determine whether Plan G or Plan F better meets their specific financial and insurance needs.

Underwritten by Mutual of Omaha Insurance Company, United of Omaha Life Insurance Company, United World Life Insurance Company, Omaha Insurance Company

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