

Mutual of Omaha

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Life Sales Director

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Strong, Stable & Secure for Over 100 Years



A.M. Best Company, Inc.
for overall financial strength and ability to
meet ongoing obligations to policyholders

This rating is second highest of 16



Moody's Investors Service
for current financial strength and ability to
withstand financial stress in the future

This rating is fifth highest of 21



S&P Global
for financial strength to meet obligations to
policyholders

This rating is fifth highest of 21

United of Omaha Life Insurance Company

Ratings as of March 2022

Fully Underwritten Portfolio

Term Life Answers (10, 15, 20, and 30)

- Very Competitive 10-year
- No-Cost Unemployment Rider
- Liberal Conversion Privileges
 - Up to 75th birthday for 10, 15 and 20 year
 - First 20 years for 30-year term
 - To any product currently offered
- Accelerated UW Program



Simple, low-cost IUL story

IUL doesn't
have to be
confusing...

- Simple IUL Design is possible
 - Accumulation Focused – Income Advantage
 - Protection Focused – Life Protection Advantage
- Forbes “Best Life Insurance Company”
- Forbes “Best for Indexed Universal Life” 2022
- Investopedia “Best IUL 2022”
- WYSIWYG 2019



Simple, Low Cost IUL Design

Simple IUL Design

- One index with a straightforward, annual point-to-point crediting method
- Three index interest crediting strategies
- Competitive participation rates and caps (as of January 1, 2023)

	100% participation	Higher participation / lower cap	Lower participation / no cap
Income Advantage	100% 10.0%	140% 7.0%	50% Uncapped
Life Protection Advantage	100% 8.5%	140% 6.0%	40% Uncapped

- Published crediting rate AND renewal rate history!

Life Protection Advantage IUL

Designed for Protection-Focused Sales

Life Protection Advantage IUL Overview

- No-lapse protection premium that guarantees to age 90
- Extremely competitive when solving for a premium that will carry to age 120 at conservative rates
- Illustrates VERY Well When Stressed
- Includes Guaranteed Refund Option (GRO) rider
 - For qualifying cases
 - Year 15 – 50% of cumulative premiums
 - Years 20 through 25 - 100% of cumulative premium
 - Maximum refund 80% of initial death benefit
- Includes Chronic Illness Protection

And - We Have Extra Features

- Guaranteed Refund Option
 - For qualifying cases
- Accelerated Death Benefit for Chronic Illness
 - No additional cost & no additional underwriting
- Long Term Care Rider
 - Underwritten w upfront cost (auto issue of Chronic Illness if declined)
 - COI guaranteed not to increase

Long-Term Care Rider

LTC Rider

- Upfront cost, no discount on back end



Tip: If your client purchases a \$1M - \$1.25M face amount, a 4% benefit payment costs the same as a 2% benefit payment

- Once receiving LTC Rider benefits, rider charges are waived; however, life insurance policy and other rider charges will continue
- Access all or a portion of the death benefit for long-term care expenses
 - Any “unused” LTC benefits will pass to the beneficiary tax free
 - You can structure the LPA so a portion of the face amount is only used for death benefit protection
- www.mutualofomaha.com/ltc-rider

LTC Rider

- Available on:
 - Income Advantage IUL
 - Life Protection Advantage IUL
- In all states except California
- Reimburses for covered long-term care services if your client
 - Needs substantial supervision due to cognitive impairment; or
 - Is unable to perform 2 of 6 Activities of Daily Living (ADLs)
 - Bathing
 - Continence
 - Dressing
 - Eating
 - Toileting
 - Transferring
- After the 90 calendar-day elimination period

Underwriting

- Available ages: 30 - 79
- Not available above a Table 4 or with flat extras
- Separate underwriting class from life policy
 - Preferred
 - Standard
 - Substandard Class 1
 - Substandard Class 2

Accelerated Benefit Rider for Chronic Illness

- Will continue to have option for Chronic Illness rider
 - Choose not to have LTC Rider
 - Declined for LTC Rider
- Most competitors do not offer this flexibility – No need to go back to insured for a new application if declined for LTC Rider
- No age, face amount or risk class limits

Sales Idea – Split Policy

A Case Study

- 50-year-old male, preferred nontobacco
- Currently has a \$2 million life insurance need
- Wants the ability to use his life insurance coverage to pay for long-term care services, if needed
- Using the cost of care calculator, he estimates his future long-term care expenses at \$20,000 per month

Single Policy Approach

Coverage	Premium (when projected to carry to 120 at 5.45%)
Life Insurance Coverage: \$2 million	\$18,108
LTC Rider Coverage: 1% LTC Rider with a \$2 million cumulative benefit	\$1,821
Total Annual Cost	\$19,929

Split Policy Approach

Coverage	Premium (when projected to carry to 120 at 5.45%)
Policy 1:	
Life Insurance Coverage: \$1 million	\$9,085
LTC Rider Coverage: 2% LTC Rider with a \$1 million cumulative benefit	\$1,139
Policy 2:	
Life Insurance Coverage: \$1 million	\$9,085
LTC Rider Coverage: None, but Chronic Illness Rider is included at no additional charge with a benefit up to \$800,000	\$0.00
Total Annual Cost	\$19,309

The split policy approach saves this client **\$620** per year. It also provides the client with more flexibility.

The Flexibility of the Split Policy Approach

- Need additional cash for expenses that exceed the LTC Rider benefit or for non-qualifying expenses? The client has access to Chronic Illness Rider benefits on the second policy
- No longer need the full death benefit? The client can surrender one policy during the GRO period and still keep LTC Rider coverage on the other policy
- Extend the duration of benefits by taking LTC Rider first and then using Chronic Illness Rider on the second policy if the LTC Rider benefits run out

Income Advantage IUL

Designed for Accumulation-Focused Sales

Income Advantage IUL Highlights– *Cash Accumulation*

- Lowest Internal Costs in the Industry
- No Bonuses or Multipliers
- Illustrates Well at Older Ages
- Illustrates VERY Well When Stressed

Income Advantage IUL Highlights – *Cash Accumulation*

- Includes Guaranteed Refund Option (GRO) rider
 - For qualifying cases
 - Year 15 – 50% of cumulative premiums
 - Years 20 through 25 - 100% of cumulative premium
 - Maximum refund 80% of initial death benefit
- Includes Chronic Illness Protection
- Term Blending (premium finance)

DiscoverIUL.com

Review our Past Performance and Cap History

2022 CREDITING RATE HISTORY

Below is a summary of the interest rates that have been credited to actual Income Advantage IUL policies based on the performance of the S&P 500. It also includes the renewal participation and cap rates. These rates are for informational purposes only. Past performance is not indicative of future results.

100% PARTICIPATION STRATEGY							
Segment Start Date	Beginning S&P 500 Value	Segment End Date	Ending S&P 500 Value	S&P 500 Change	Cap Rate	Segment Crediting Rate	Renewal Cap Rate
1/10/2021	3,824.68	1/10/2022	4,670.29	22.11%	10.00%	10.00%	10.00%
2/10/2021	3,909.88	2/10/2022	4,504.08	15.20%	10.00%	10.00%	10.00%
3/10/2021	3,898.81	3/10/2022	4,259.52	9.25%	10.00%	9.25%	10.00%
4/10/2021	4,128.80	4/10/2022	4,488.28	8.71%	10.00%	8.71%	10.00%
5/10/2021	4,188.43	5/10/2022	4,001.15	(4.47%)	10.00%	0.00%	10.00%
6/10/2021	4,239.18	6/10/2022	3,900.86	(7.98%)	10.00%	0.00%	10.00%
7/10/2021	4,369.55	7/10/2022	3,899.38	(10.76%)	10.00%	0.00%	10.00%
8/10/2021	4,436.75	8/10/2022	4,210.24	(5.11%)	10.00%	0.00%	10.00%
9/10/2021	4,458.58	9/10/2022	4,067.36	(8.77%)	10.00%	0.00%	10.00%
10/10/2021	4,391.34	10/10/2022	3,612.39	(17.74%)	10.00%	0.00%	10.00%
11/10/2021	4,646.71	11/10/2022	3,956.37	(14.86%)	10.00%	0.00%	10.00%
12/10/2021	4,712.02	12/10/2022	3,934.38	(16.50%)	10.00%	0.00%	10.00%

Average crediting rate since product introduction (3/10/2016): 8.05%

Income Advantage Expense Loads

Monthly Policy Fees

Current = \$5

Guaranteed = \$10

Monthly charge per \$1,000 of Specified Amount

Cost of insurance for the current month

Cost of riders for the current month

Premium Charge

Current = 4.5% up to the target

3% in excess of the target

Guaranteed = 10% of each premium

Underwriting

Accelerated Underwriting Program

- Term Life Answers, Life Protection Advantage IUL, Income Advantage IUL
- Up to \$2 Million
- Ages 18-60
- No random kick-out
- Must use Speed eTicket drop ticket through iPipeline

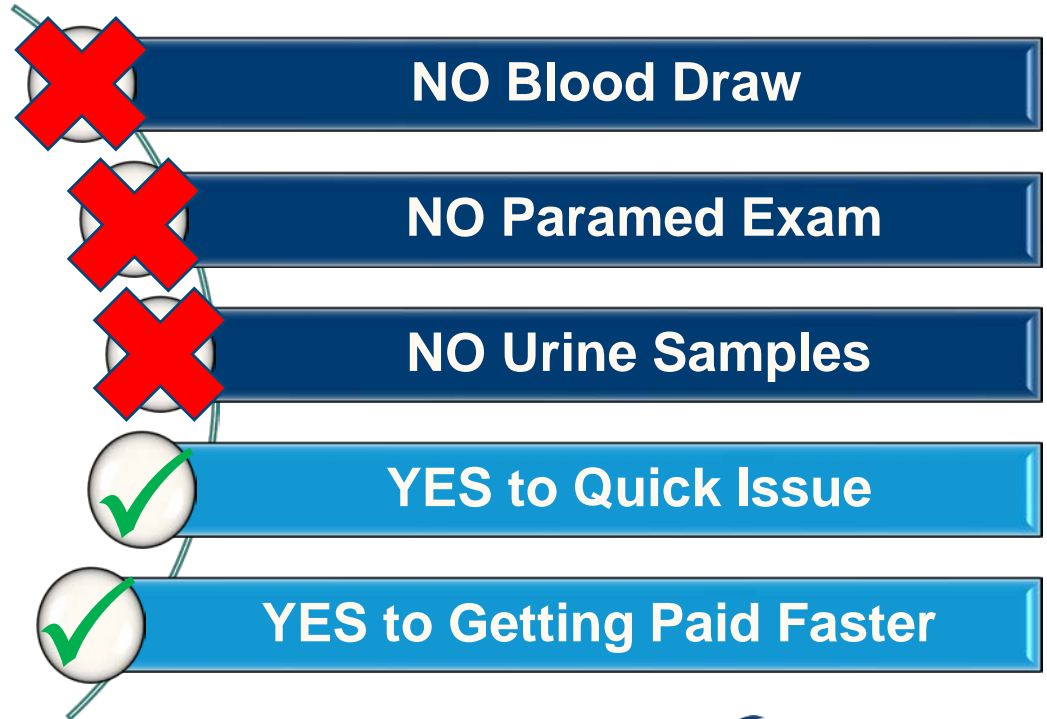


Simplified Issue Portfolio

Simplified Issue Product Portfolio

Term Life Express
IUL Express
Living Promise
Children's Whole Life
Critical Illness

Guaranteed ADvantage



Simplified Underwriting

Issue Ages: 18-50
\$25,000 - \$300,000

- Build Chart
- MIB
- Pharmaceutical Check
- Motor Vehicle Record (MVR)
(Mandatory, Ages 18-35)
- Motor Vehicle Record (MVR)
(As Needed, Ages 36-50)
- Phone Interview
(As Needed)

Issue Ages: 51-60
\$25,000 - \$250,000

- Build Chart
- MIB (Medical Information Bureau)
- Pharmaceutical Check
- Motor Vehicle Record (MVR)
(As Needed)
- Phone Interview
(As Needed)

Issue Ages: 61-75
\$25,000 - \$150,000

- Build Chart
- MIB (Medical Information Bureau)
- Pharmaceutical Check
- Lab History Check
- Motor Vehicle Record (MVR)
(As Needed)
- Phone Interview
(As Needed)

Term Life Express

Term Life Express (TLE)

Issue Ages: 18 - 75

Face Amounts

- \$25k-\$300k (Ages 18-50)
- \$25k-\$250k (Ages 51-60)
- \$25k-\$150k (Ages 61-75)

Term Periods

- 10-Year Guarantee
- 15-Year Guarantee
- 20-Year Guarantee
- 30-Year Guarantee

Return of Premium Options

- 30-Year Guarantee

Face amounts, term periods and return of premium options based on age and state availability

Index Universal Life Express

IUL Express Solution Options

- Guaranteed for 20-years or to age 80 regardless of S&P 500 performance
- Living Benefit Riders included
- Builds cash value based on S&P 500 performance
- Coverage likely to extend beyond guarantee period without paying more
- Always can pay more and extend coverage to age 120

IUL Express No-Cost Riders

Living Benefit Riders (Terminal, Chronic and Critical Illness)

Waiver of Surrender Charges for Partial Withdrawals Rider

Guaranteed Insurability Rider

Lapse Guard Rider

Riders may vary by state. Please check state availability.

Living Promise Whole Life

Final Expense

Living Promise (Final Expense)

Plan Options

Level Benefit Plan

Ages 45-85

Face Amounts \$2,000 - \$40,000

Standard Tobacco/Standard Non Tobacco

Graded Benefit Plan

- Ages 45-80
- Face Amounts: \$2,000-\$20,000
- Standard (no tobacco distinction)

Death benefit in the first 2 years will be paid at 110% of premiums paid for deaths due to natural causes

All Riders are not approved in all states. Please check state availability.

Children's Whole Life

Children's Whole Life (CWL)

Issue Ages: 14 days – 17 years

Face Amounts

- \$5,000 - \$50,000

Underwriting

- No medical exam
- Only two health questions
- Grandparents can sign the application without parent signature

Additional Features

- Builds some cash value
- Coverage is guaranteed to age 100
- Includes Guaranteed Insurability Rider
- Waiver of Premium

All Riders are not approved in all states. Please check state availability.

Auto Underwriting

Simplified Issue Products



Guaranteed ADvantageSM

Guaranteed Issue Accidental Death

Guaranteed ADvantage

Issue Ages 18-70

Face Amounts

\$50,000-\$500,000

Guaranteed Issue

- Return of Premium Available
- Common Carrier Benefit
- Auto Pedestrian Benefit

All Riders are not approved in all states. Please check state availability.

Critical AdvantageSM

Critical ✦ Cancer ✦ Heart Attack & Stroke

Critical Advantage Portfolio



Critical
Illness



Cancer



Heart
Attack &
Stroke

Ask this simple question...

“Who has your cancer policy?”

Or

“Now, just make sure you don’t cancel
your cancer policy..”

Quickly run quotes for your clients whenever, wherever with our easy-to-use mobile app. Available on all Android and Apple devices, it allows you to customize the product view to products you sell.

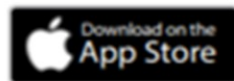
CURRENTLY AVAILABLE:

- > Children's Whole Life
- > Critical Advantage
- > Dental
- > Guaranteed ADvantage
- > Guaranteed Universal Life Express
- > Indexed Universal Life Express
- > Long-Term Care Insurance
- > Medicare Supplement
- > Priority Income Protection
- > Term Life Answers
- > Term Life Express

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Bill Ellis

Life Sales Director

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