



Effective **Today**, the existing 2010 Medicare supplement and SELECT marketing materials, with 2010 copays and deductibles, will no longer be available to order. *The 2010 outlines and app packs will remain active for viewing and downloading on SPA through the end of the year.*

2011 Medicare Deductible and Coinsurance Increases

As always, our 2011 Medicare supplement benefits match the federal program’s deductible and coinsurance increases, a distinct advantage in today’s ever-changing environment.

2011 Medicare Supplement

Feature	2010 Benefit	2011 Benefit
Part A Inpatient Hospital Deductible	\$1,100	\$1,132
Hospital Coinsurance		
▪ 61-90 days	\$275	\$283
▪ 91-150 days (lifetime reserve)	\$550	\$566
Skilled Nursing Facility Care Coinsurance		
▪ 21-100 days	\$137.50	\$141.50
Part B Physician’s Services and Supplies Deductible	\$155	\$162

New Application Booklets Now Available in AK, DC, FL, HI, ME, NY, PR, RI, VI, VT and WA

In December application booklets were released for all United World, United of Omaha states and for Mutual Nebraska. The remaining Mutual states have now been converted to application booklets. These booklets have been created to save time for producers and simplify the application completion process -- they contain everything (except the Medicare guide) you need to write new business in a handy booklet. Booklets include an application packet, an outline of coverage and a black & white version of the state approved brochure...no more pulling everything separately, simply take the booklet and the Medicare guide to your appointments.



New numbering process:

APPLICATION for MEDICARE SUPPLEMENT INSURANCE

NEBRASKA

Previously if an item required a revision, a new series (in red), which included the month and year of the update was added to the base number of the form (in black), i.e. MAP551_1210.

With the new application booklets, when a revision occurs rather than adding a series number, the print date under the base form number will be updated.



MAP551_NE
12/1/2010

PLEASE REMEMBER . . .

These materials are to be used to write new business with an effective date **on or after January 1, 2011.**

The Medicare supplement and Medicare SELECT app books (*See chart on page 2 for your state*) and brochures with 2011 copay and deductible amounts, are available to view/download on SPA in the *Forms and Materials* section or ordered through your normal channels. As noted, there is a black and white version of the 2011 brochure included in the app book. However if needed, 2011 color brochures are available to order as well.

APPLICATIONS

The form numbers for your Medicare supplement applications will remain the same, **with the exception of Illinois and Kentucky**. These application packs are updated with the 2010 co-pays and deductibles on the Illinois Checklist (U8250_IL_0011) and Kentucky Comparison Sheet (U8251_KY_0011). Below are the new form numbers for those applications:

State	Company	Form Number
Illinois	United of Omaha	UAP1095_IL_1210
Kentucky	United of Omaha	UAP1096_KY_1210

If you have questions, please call Sales Support at (800) 693-6083.

App Books for New Business Effective ON or AFTER January 1, 2011

State	Company	App Booklet Print Date 12/1/10
AK	Mutual	MAP551_AK
AL	United World	MAP550_AL
AR	United	UAP1132_AR
AZ	United	UAP1132_AZ
CA	United World	MAP550_CA
CO	United World	MAP550_CO
CT	United	UAP1132_CT
DC	Mutual	MAP551_DC
DE	United World	MAP550_DE
FL	Mutual	MAP551_FL
FL SELECT	Mutual	MAP552_FL
GA	United	UAP1132_GA
HI	Mutual	MAP551_HI
IA	United	UAP1132_IA
ID	United	UAP1132_ID
IL	United	UAP1132_IL
IN	United	UAP1132_IN
KS	United World	MAP550_KS
KY	United	UAP1132_KY
LA	United	UAP1132_LA
LA SELECT	United	UAP113_LA
MD	United World	MAP550_MD
ME	Mutual	MAP551_ME
MI	United	UAP1132_MI
MN	United World	MAP550_MN
MO	United	UAP1132_MO
MS	United	UAP1132_MS
MS SELECT	United	UAP113_MS
MT	United World	MAP550_MT

State	Company	App Booklet Print Date 12/1/10
NC	United	UAP1132_NC
ND	United World	MAP550_ND
NE	Mutual	MAP551_NE
NH	United	UAP1132_NH
NJ	United World	MAP550_NJ
NM	United World	MAP550_NM
NV	United	UAP1132_NV
NY	Mutual	MAP551_NY
OH	United	UAP1132_OH
OH SELECT	United	UAP113_OH
OK	United	UAP1132_OK
OR	United	UAP1132_OR
PA	United World	MAP550_PA
PR	Mutual	MAP551_PR
RI	Mutual	MAP551_RI
SC	United	UAP1132_SC
SD	United World	MAP550_SD
TN	United	UAP1132_TN
TN SELECT	United	UAP113_TN
TX	United	UAP1132_TX
TX SELECT	United	UAP113_TX
UT	United World	MAP550_UT*
VA	United	UAP1132_VA
VI	Mutual	MAP551_VI
VT	Mutual	MAP551_VT
WA	Mutual	MAP551_WA
WI	United	Pending Outline Approval
WV	United	UAP1132_WV
WY	United World	MAP550_WY

* Print date 11/17/10

PLEASE NOTE: Premium Payment List Bill outlines, in approved states, have also been updated. Please see SPA for those new numbers.