



Not Contracted Yet? Call us today to boost YOUR sales! 800-842-7799
marketing@goldencareusa.com | www.goldencareagent.com

Why GoldenCare?

WELCOME!

Thank you for joining us!

*For audio, use your computer's speakers,
OR dial in using the number on your screen.*

- Perfect Portfolio of Products
- Superior, Personal Backend Support
- Product and Sales Training
- LTC CEO Selling Tools Software
- GoldenCare Rewards Program
- CSG Actuarial Comparison Tools
- StrateCision Comparison Tools
- Discounted E&O Coverage
- Exciting Promotions On Various Products
- CareOptions Health and Wellness Hub

Social Distancing & Online Tools For Productivity

Introduction:

“Social Distancing” doesn’t have to bring your business to a halt.

We have the tools to keep you productive, while keeping the health and safety of you and your clients’ top-of-mind.




Avoid the sales lull with these online tools:

- Mutual of Omaha e-Applications
- Convenient Access to Quoting Software
- StrateCision LTC/STC & Hybrid Comparisons
- CSG Actuarial
- Medicare Center
- Carrier-specific portals & e-Application access
- Digital Supplies Available For Download

StrateCision Quoting & Comparison Tool:

Here's a side-by-side comparison tool you can use to find the best coverage for your clients for long-term care, short-term care and hybrids.

Agent	Client	Policy	Benefits	Compare	Search	Logout
Agent/User Information						
Agent Name						
Address 1						
Address 2						
City, State, Zip						
Phone						
Fax						
Email						
Select Application: <input checked="" type="radio"/> WebQuote <input type="radio"/> WebA						
Tutorial Last Updated: Apr 15, 2016						
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STRATECISION
THE INDUSTRY STANDARD

Long Term Care Premium Comparison Date: 04/15/2016

Product: Value of Care Request by: Value Agent

Age: 65

Plan	Medical of Choice Medicaid/State Continuum Reimbursement	Johns Hopkins Performance LTC	Generosity (Hybrid) (Before Plan & Endowment)
Class	Hybrid Class	Hybrid Class	Hybrid Class
Issue Age	65	65	65
Tx Qualified	Yes	Yes	Yes
Underwriting Class	Standard	Standard	Standard
Policy Only Benefit	\$100	\$1.5	\$1.5
Policy Benefit Period	3.00 Years	3.00 Years	3.00 Years
Hybrid Care Day Benefit	100%	100%	100%
Monthly Short-Term Care	Monthly	Monthly	Monthly
Short-Term Care Benefit Period	30 Days	30 Days	30 Days
Relocation Protection	75% Coverage	75% Coverage	75% Coverage
Policy Exclusion Period	90 Days	90 Days	90 Days
Day Care CC Rate Benefit	Yes	Yes	Yes
Medicaid Waiver	Contingent	Contingent	Contingent
Return of Premium	No	To Age 65	To Age 65
Market Discount	Old Standard	No	Old Standard
Payment Option	Level	Level	Level
Waiver Period	Annual	Annual	Annual
Participating Plan	Yes	Yes	Yes
Gender	Male	Male	Male
Rate	\$2,100.00	\$2,100.00	\$2,100.00
Options	Monthly Benefit: \$1000 Per Day Maximum Benefit: \$100,000 Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years	Monthly Benefit: \$1000 Per Day Maximum Benefit: \$100,000 Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years	Monthly Benefit: \$1000 Per Day Maximum Benefit: \$100,000 Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years Maximum Benefit Period: 3.00 Years

This is an independent illustration and is not intended to be used as a contract. It is for illustrative purposes only and is not a contract. It is not intended to be used as a contract. It is for illustrative purposes only and is not a contract. It is not intended to be used as a contract. It is for illustrative purposes only and is not a contract.

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What is CSG Actuarial?

CSG Actuarial is a quoting & comparison tool for Medicare Supplement, Medicare Advantage & PDP. We currently make this available to appointed agents at no charge.

CSG Actuarial recently announced launched a universal, multi-carrier, electronic application. This innovative technology allows you to quote multiple carriers and submit a standardized, carrier-compliant application on the same platform.

Current companies utilizing the CSG Actuarial e-Application Platform:

- Mutual of Omaha and Affiliates
- Aetna and Affiliates
- Heartland National Life Insurance Company

More carriers coming soon!

CSG Actuarial



What is Medicare Center?

Medicare Center is a multi-carrier online enrollment tool, specifically for Medicare Advantage plans. This tool interfaces with state Departments of Insurance and our own data management system, allowing agents to see/enroll the carriers with whom they're appointed through GoldenCare.

First-Time access requires the agent to use their full National Producer Number (NPN) as the username, and the letters "NPN" followed by the last 4 digits of their NPN as the password.

If access is not granted, you may not be licensed with Medicare Advantage plans/companies through GoldenCare. Contact us and we can help you get started!



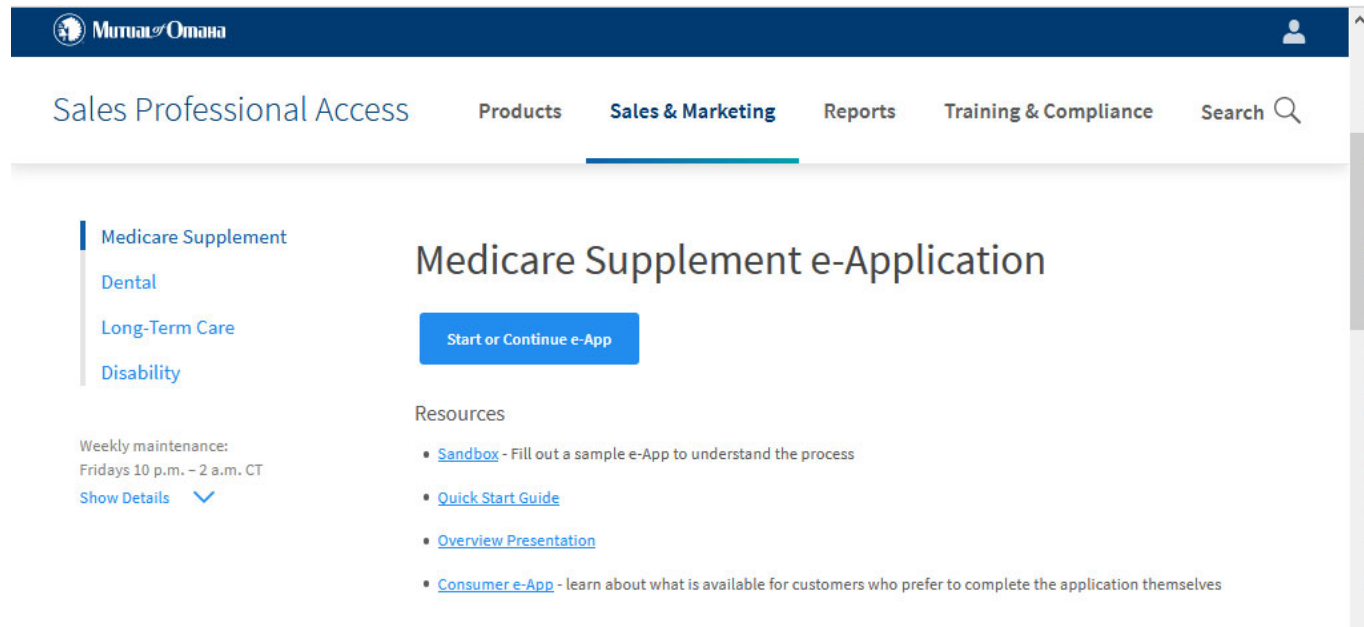
Carrier Med Supp e-App Portals:

Remember, many of the Medicare Supplement carriers offer their own e-App platforms within their secure agent portals.

Mutual of Omaha: www.mutualofomaha.com/broker

Transamerica: <https://taani.transamerica.com/>

Aetna: <https://www.aetnaseniorproducts.com>

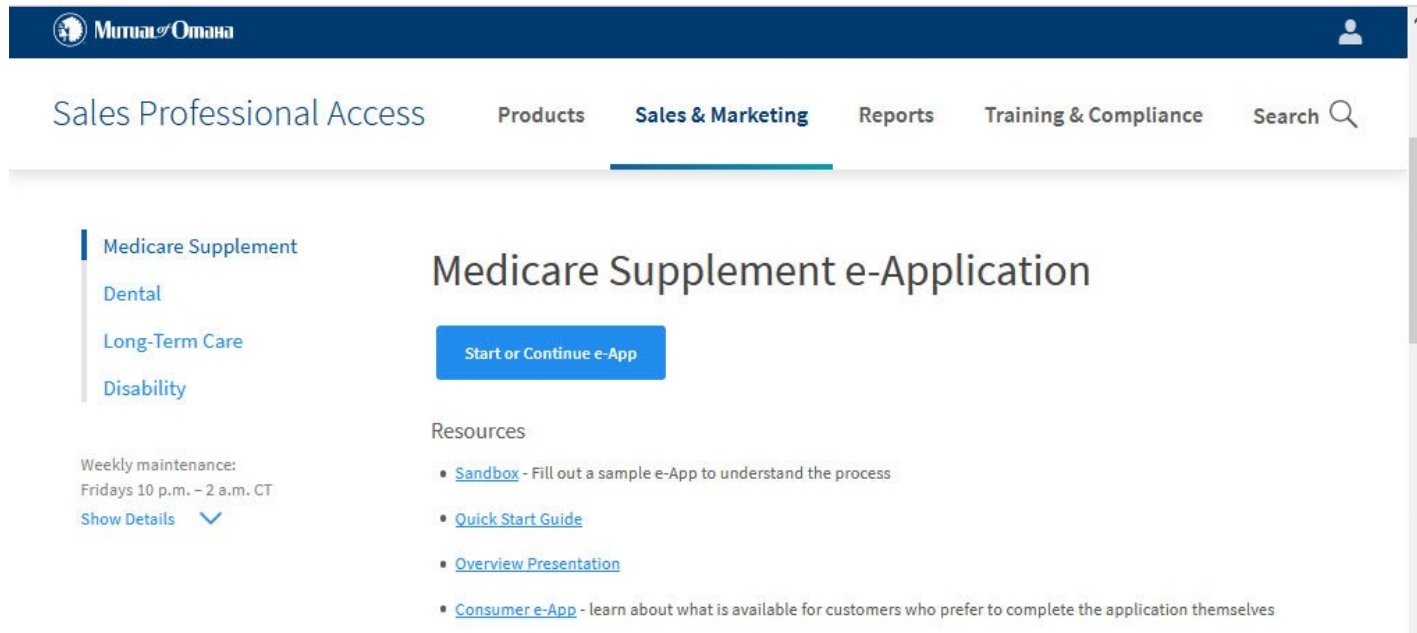


The screenshot shows the Mutual of Omaha website's Medicare Supplement e-Application portal. The top navigation bar includes "Sales Professional Access", "Products", "Sales & Marketing" (which is highlighted), "Reports", "Training & Compliance", and a search icon. The main content area features a sidebar with links for "Medicare Supplement", "Dental", "Long-Term Care", and "Disability". The main heading is "Medicare Supplement e-Application", with a prominent blue button labeled "Start or Continue e-App". Below this, a "Resources" section lists four links: "Sandbox" (to fill out a sample e-App), "Quick Start Guide", "Overview Presentation", and "Consumer e-App" (for customers who prefer to complete the application themselves). A maintenance notice at the bottom left states "Weekly maintenance: Fridays 10 p.m. - 2 a.m. CT" with a "Show Details" link and a downward arrow.

Mutual of Omaha e-Applications:

Mutual of Omaha offers e-App platforms for Medicare Supplement, Dental, Long-Term Care insurance and Disability within their secure agent portal, www.mutualofomaha.com/broker.

Once logged in, click the “Electronic Applications” along the left-hand side under Sales Tools.



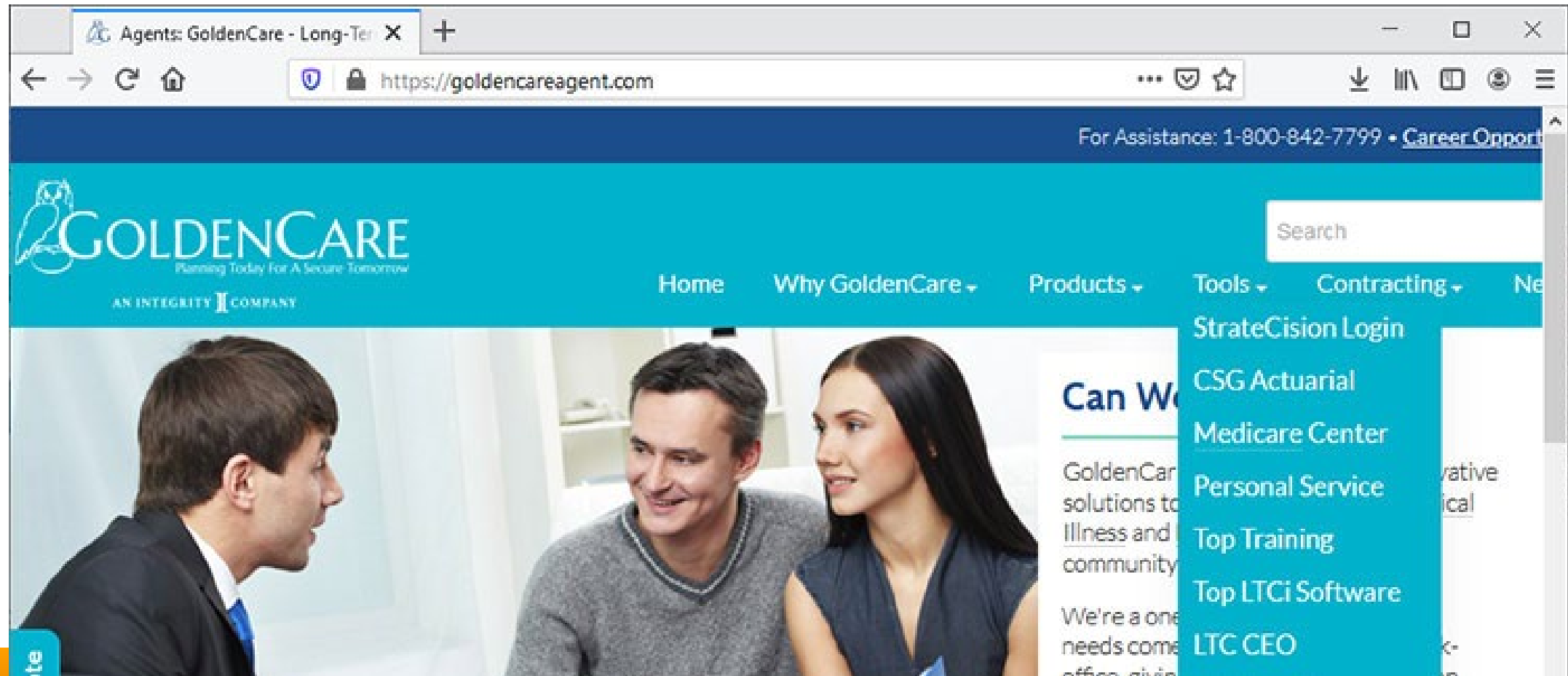
The screenshot shows the Mutual of Omaha agent portal interface. At the top, there is a dark blue header with the Mutual of Omaha logo and a user profile icon. Below the header is a navigation bar with the following items: "Sales Professional Access", "Products", "Sales & Marketing" (which is highlighted with a blue underline), "Reports", "Training & Compliance", and "Search" with a magnifying glass icon. On the left side, there is a vertical menu with the following items: "Medicare Supplement" (highlighted with a blue bar), "Dental", "Long-Term Care", and "Disability". Below the menu, there is a section for "Weekly maintenance: Fridays 10 p.m. - 2 a.m. CT" with a "Show Details" link and a downward arrow. The main content area is titled "Medicare Supplement e-Application" and features a prominent blue button labeled "Start or Continue e-App". Below this, there is a "Resources" section with a list of links: "Sandbox - Fill out a sample e-App to understand the process", "Quick Start Guide", "Overview Presentation", and "Consumer e-App - learn about what is available for customers who prefer to complete the application themselves".

REMEMER:

You can also find a direct link to Omaha’s LTCi e-App (Login required) from the Mutual of Omaha page on www.goldencareagent.com.

How to Access Each Tool:

Visit our GoldenCare Agent website: www.goldencareagent.com. Select tool from 'Tools' drop-down menu.



Why GoldenCare?

*Thank you for
joining us today!*

*For attending, we will send the CE Voucher, copy of
these presentation slides, and more!*

Watch your inbox for our email!

- Perfect Portfolio of Products
- Superior, Personal Backend Support
- Product and Sales Training
- LTC CEO Selling Tools Software
- GoldenCare Rewards Program
- CSG Actuarial Comparison Tools
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