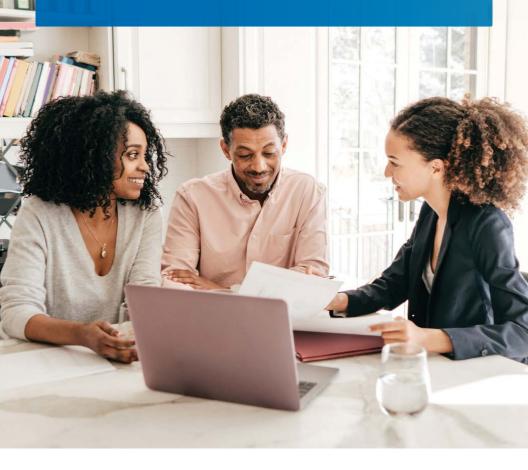
Disability Income Insurance

Mutual Income Solutions[™] Quote, e-App and Dashboard Guide



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Underwritten by
Mutual of Omaha Insurance Company

462721 April 2021





Using Our Quote and e-Application Tools

The quote and e-Application tools for Mutual Income Solutions make it easy to get business issued. Provide your client an accurate rate quote. Submit the e-Application. Check for a notification that your client's coverage has been issued. It's that simple. And fast!



Here's Why You'll Love the e-App

- It's easy to use, which makes it easy to communicate the application process to your clients
- Saves time and ensures accuracy (all of the forms you need are included)
- Quick policy issue usually in days
- When policies are issued fast, you also get paid fast
- Offers signature collection options, a big advantage if you're working remotely with a client
- Provides you the flexibility to offer your clients a convenient way to complete Part B of the application



Check Out These Helpful e-App Features

- The quote tool helps your clients choose the plan and premium that fits their budget
- Look for visual clues that help track your progress prompts will indicate if you missed something
- Hover over ? for helpful definitions
- \bullet Your work is auto-saved no worries about losing the information you input
- View all of your e-Apps in progress on your dashboard



Convenient Ways to Complete e-Application

- Agent and client complete all of it together
- Client completes Part B medical information online at their own convenience
- Client completes medical information via a telephone interview

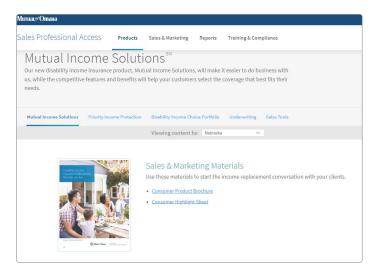
Getting Started

The Mutual Income Solutions Quote and e-Application allow you to quote and complete disability income insurance applications online. Your starting point is the Producer Dashboard, which is a convenient hub to start a quote and to track the status of the applications you submit.

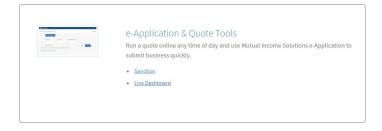
Quotes

Start a New Quote

1. Go to mutualincomesolutions.com

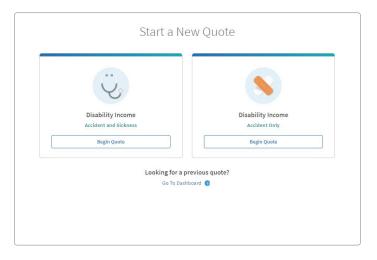


2. Scroll to find the link to Live Dashboard.



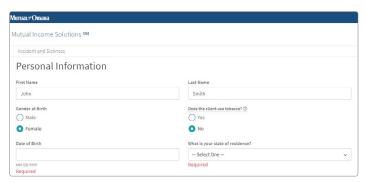
Get a Quote

- 1. Click **Start New Quote** on the dashboard.
- 2. If you're looking for a previously saved Quote, click the **Go To Dashboard** link at the bottom of the Quote screen.



Entering Quote Information

- Complete the Personal Information and Plan Information fields. Select Optional Riders and Discounts.
- 2. You may enter the information in any order, but if you skip a required field, a *Required* message will display directly below the field as a reminder.



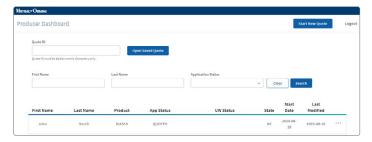
Ouote Results

Once you've entered all the required information, the Calculate button at the bottom of the form will be enabled.

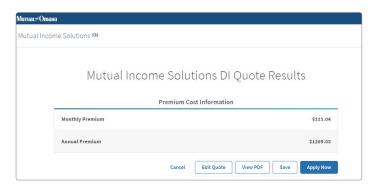
- 1. Once you click *Calculate*, your Quote will be displayed.
- 2. You may choose *Edit Quote* to change Plan Information and recalculate as many times as you wish.
- Once you are satisfied with the Quote, select View PDF to download a PDF copy of the Quote. Disable pop-up blockers and be sure you are using Chrome.



If you have received a quote, enter the six digit quote ID into the quote ID box to access the quote.



- 4. If you're not quite ready to complete an e-Application for the quoted coverage, click **Save** to save the Quote to your Dashboard.
- 5. Click **Apply Now** to start the e-Application process directly from the Quote screen.



Start a New Application

The e-Application has six sections. The *Navigation Bar* lists the sections in the upper left corner of the screen. Click on the section title to quickly navigate to the different sections. An indicator appears before each section name to let you know the status of that section:

- Gray circle (Producer Screen) section has not been started
- Green circle (Personal Info, Payment) section has been started but not completed
- Orange circle (Medical History AO) with warning triangle critical information has been omitted
- Green check mark (Policy Information, Occupation Info, etc.) section has been completed

e-Application Sections



Total Premium

Plan information from the Quote is automatically transferred to the e-Application. A box showing Total Premium is displayed on the right side of the e-Application screen. You can update coverages in the e-Application and click the refresh button at any time to display the new Total Premium.

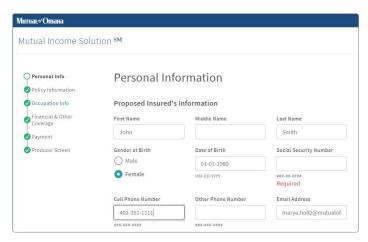
Total Premium

- Policy Premium Amount: \$105.25
- · Premium Mode: Monthly
- Total Monthly Benefit Amount: \$6900

Click save & exit button to return to dashboard.

Completing the e-Application Sections

You may complete the sections in any order. If you skip one or more required fields in a section, *Required* will be displayed under the incomplete fields as a reminder.

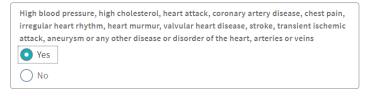


Click the **Save and Return to Dashboard** button at the bottom of any section to save your progress and return later to finish.

Additional Questions and Forms

The answers to some questions on the e-Application will prompt additional questions to appear. For example, if you answer Yes to the following question in the Medical History Section, then one or more additional questions will be displayed.

Always present.



Only appears when required.

Please indicate Diagnosis in the last 3 years for your condition(s).
Hypertension (High Blood Pressure)
High Cholesterol
Heart Attack
Coronary Artery Disease
Chest Pain
☐ Irregular Heart Rhythm
Heart Murmur
☐ Valvular Heart Disease
Stroke
Transient Ischemic Attack (TIA)
Aneurysm
Other

Signature and Submit Process

Convenient ways to complete an application

- Part A & B completed together with face to face signature
- Part A & B completed together via phone and send an e-app to client for signature
- Part A completed together and Part B sent to customer to complete at their own convenience.
- If the customer needs assistance they can call Mutual of Omaha customer assisted e-application team at 800-749-8652.

Part A/Part B Application Split

Allows clients to complete Part B of the e-application on their own via a secure message portal link.

Part B Method Selection

You will now see only Part A of the application, including the personal, policy, occupation, financial, payment, and producer information sections.



After completing these sections, select the **Next** button at the bottom of the screen.



You will be directed to a screen displaying the Part B Method Selection options. You may select to complete Part B at the time of submission with the customer or send Part B to the customer to complete at a later time.

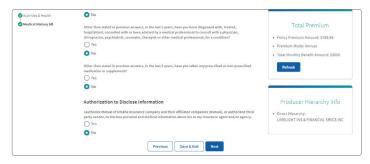


Producer Led Part B

If you select *Complete Now*, the application will display the Part B Activities & Health and Medical History sections.



Once all required questions have been completed, select the **Next** button to move to the signature portion of the application.



If both Part A and Part B of the application are complete, the signature process will remain the same. You'll have the option to email the signature request to the customer or complete it at the time of submission with the customer.

- At any point during the completion of the Part B questions, you can select the 'Previous' button to return to the Part B Method Selection screen. From there, you can opt to return to the application or can opt to send Part B of the application to the customer to complete. All completed question data will be retained when moving between Part A and Part B of the application.
- If you opt to edit Part A of the application, or if the customer choses to complete Part B at a later time midway through completing the application with you, all data will be retained.

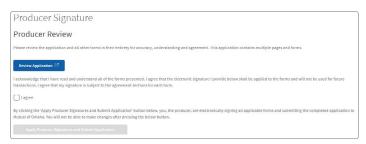
If you have already completed part of Part B with the customer, then there's an update to the Part B completion method with the customer, the customer will be emailed a link and directed to a webpage where the Part B application will retain any of the answers completed by the producer. The customer will have the option to update these answers if necessary.

Customer Led Part B Completion

Completing the e-Application Sections

If the customer wants to complete Part B of the application at a later time, select 'Send To Client' from the Part B Method Selection screen and hit **Next**.

You'll be directed to a signature screen with only the producer signature info displayed.



This signature will be appended to the completed application after the customer completes and signs Part B of the application.

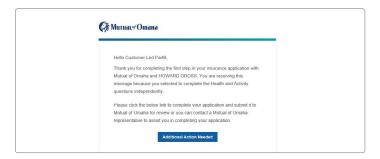
After completing the signature process and selecting 'Apply Producer Signature and Submit Application', a secure message is generated and sent to the customer's email address provided on the application.

You can return to the dashboard, where the policy will show an application Status of 'Pending Client Completion'. If you reopen the application, you'll need to re-sign the application for submission. The time and date stamp will be updated to reflect the most current signing information.



Customer Part B

After Part A of the application has been completed and submitted, the customer will receive an email at the email address provided on Part A of the application, with prompts to complete Part B of the application.



The link in the message will take the customer to a secure site where existing customers can sign in using existing login information. New customers will be prompted to validate personal information provided on Part A of the application for security validation. If the existing logon is registered to a different email address than the one provided on the application, the customer will see a "you're are not authorized to view the message" notice on the screen. If this occurs, please verify the email address with your client.

The customer will be able to complete Part B of the Application after signing in.



If the customer needs assistance with Part B completion, they can contact the following helpline:

1-800-749-8652

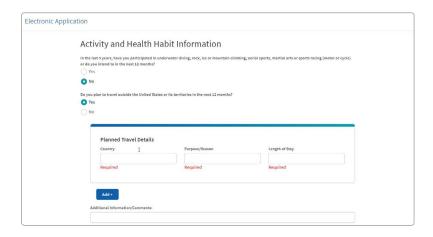
Hours: 8 a.m. to 8 p.m. CT Monday - Thursday

8 a.m. to 5 p.m. CT Friday

10 a.m. to 2 p.m. CT Saturday

After the customer selects 'Click to Begin', the Activity Information screen will appear.

To ensure all applications contain the required information, all In Good Order and required field rules that existing in the producer-led application will be valid for the consumer-completed version.



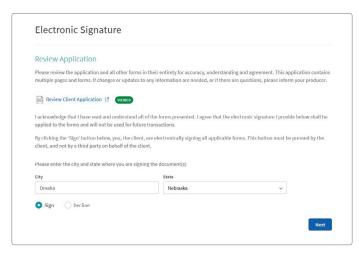
The customer can save the application at any time or select 'Next' to move to the Medical History screen.



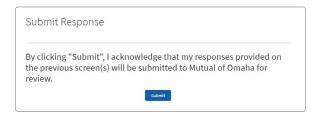
Once all required fields have been completed, the customer will select Next and be directed to the Electronic Signature Consent page. Customers must view the Electronic Signature Consent disclosure to sign.



After signing the electronic consent, the customer will move on to the electronic signature page. The customer must review the client application and any other required state-specific documentation. Once all documents are reviewed, the customer will validate the signing city and state, and select to sign the document.



After selecting 'Next', the customer will be directed to the final submission screen.



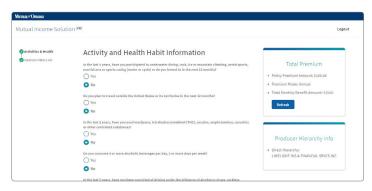
Once the customer selects 'Submit', the application will be sent to Mutual of Omaha. The application status on the dashboard will update to 'Submitted'.

Reopening Applications

If the customer decides to turn control of the application back over to you, select the 'Reopen Application' option from the dashboard.



Once you take back control of the application, the App Status will return to 'Started'. Complete Part A of the application and select 'Next' to access the Part B Method Selection screen. Once you select 'Complete Now', you'll be directed to Part B of the application, with any saved customer responses completed.



If the customer attempts to access the SMP link after you reopen the application, the customer will receive a message directing them to contact you.



The application can be passed between you and the customer as many times as is necessary to complete the application.

Signing an Application

Reopened Signature Notes

If you reopen the application, you'll need to re-sign the application for submission. The time and date stamp will be updated to reflect the most current signing information.

Note: Any documentation that had been uploaded during previous signings will not be retained. Any additional documentation should be reuploaded any time a new signature is applied.

Once the e-Application is complete, Client and Producer Electronic Signature Consent forms will be displayed.

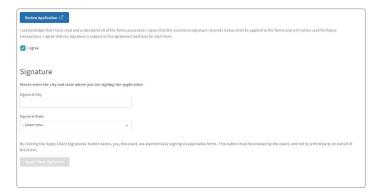


Actions for Your Clients

- Click the *Electronic Consent* button to download the Electronic Signature Consent PDF for review (not required).
- Select the box to acknowledge they have read the Electronic Consent (required). They won't see Review Application until they select the box.



- Click Review Application to generate a PDF of the Application Packet for review (not required).
- 4. Complete the acknowledgements and City/State fields in the Client Signature section and click the **Apply Client Signatures** button to electronically sign the Application.



5. Provide the City/State fields in the Client Signature section and click the Apply Client Signatures button to electronically sign the Application. Once the client selects that button, the Producer Signature Section will appear.



Actions for the Producer

1. The Producer can review the application and complete the acknowledgement.



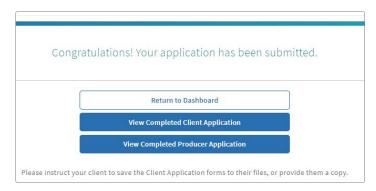
2. The Producer can enter City/State fields in the Producer Signature section and the **Apply Producer Signatures and Submit Application** button will be enabled. Once they select this button, they will not be allowed to go back into the application.



3. Select the *Apply Producer Signatures and Submit Application* button to electronically sign and submit the Application to the Home Office.



- 4. Click the *View Completed Client Application* button to download the Application Packet PDF for the Client.
- 5. Click the **Download/Print Completed Application** button to download the Application Packet PDF.
- 6. Click the Return to Dashboard button or Logout.

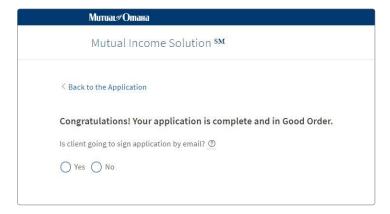


Non-face to face signature

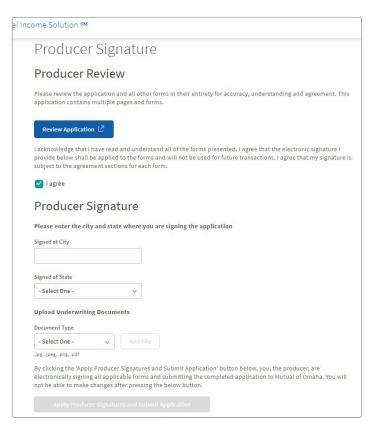
Once all information has been entered and the page navigation displays all green checkmarks, the Next button will be enabled to proceed to the Signature Screen.



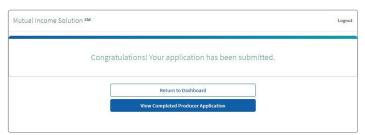
Ask the customer how they'd like to sign the application. If you're not meeting the customer in person, a secure email will be sent to the customer. Answer "Yes" to the question.



Next, complete the review, attach any documents and sign the application. The application will be sent to the customer for review and signature.



Open the signed application and return to the dashboard.



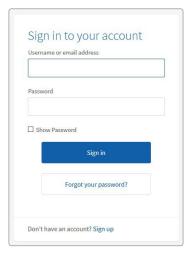
The dashboard will show the app status of, "Pending Client Signature".



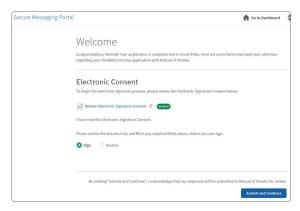
The customer will receive a secure email from Mutual of Omaha. The subject of the email is, "Secure Message from Mutual of Omaha". The customer is directed to click on the "Additional Action Needed" button to complete the application process.



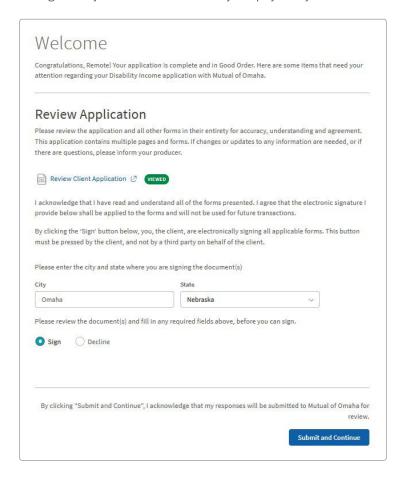
The customer is asked to sign in with a current Mutual of Omaha Customer Access account or to create one, using the "Sign Up" link.



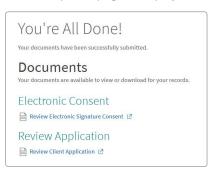
The customer is first asked to consent to receive electronic documents and to sign electronically from Mutual of Omaha. The customer should select the "Review Electronic Signature Consent" link to read the disclosure document before selecting the Sign button.



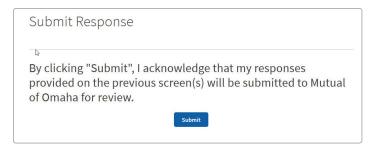
After agreeing to sign documents electronically, the customer will be directed to review and sign the application. Signing the documents also means entering the city and state of where they are physically located.



After completing the signature requirements and selecting the Next button, a Submit response page is displayed for the final acknowledgement

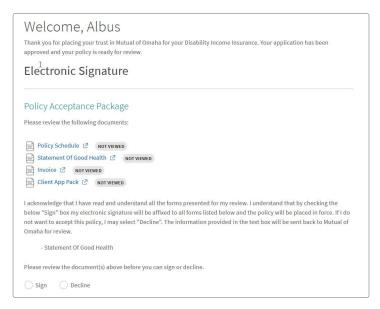


After selecting the Submit button, the customer will see a screen to show the application was submitted successfully.



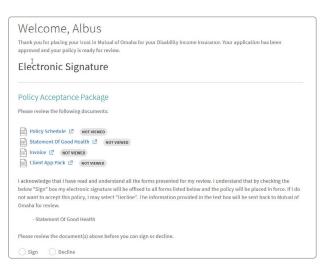
If the customer feels something is wrong with the application to sign, there's an option to 'Decline' to sign. If Decline is selected, the customer will be asked to type a response about why they've declined the application.

The producer dashboard will reflect that the customer refused to sign the app. Contact your customer to make any modifications to the application. The signature process would have to be repeated for the application to be submitted to the home office.



A secure email is sent to the customer with a link to the Secure Messaging Portal. The customer is asked to sign in with the credentials set up during the application signature process (or if an account is already on file with Mutual of Omaha.) The Secure Massaging Portal displays a link to the Policy Delivery Package Documents. Selecting the link will open, in a new browser tab, the Policy documents that were signed by both the customer and the producer.

Once the customer opens the policy package, the "VIEWED" green button appears and the customer is asked to select the "Confirm" button to acknowledge delivery of the policy documents. A "Thank You" message appears on screen for the customer.

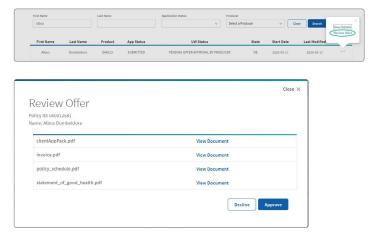


The Policy Documents have multiple pages. The customer can review the documents on screen and / or print a copy.



Review Policy Acceptance

When an offer is ready to review, a new link will be displayed on the dashboard. Open the link to review the multiple documents before agreeing to the quoted offer.



Each document can be opened by selecting the 'View Document' link on the document row.

After reviewing the documents, select Decline or Approve by clicking the appropriate button.

If "Approve" is selected, Underwriting is notified that an offer was accepted. An email will be sent to the customer from Mutual of Omaha. The customer will be able to review the documents and sign. Once the documents are signed, the policy will be placed in effect and issued.

Monitor Your Quotes and Applications

The Mutual Income Solutions Dashboard is a handy tool you can use to create Quotes and prepare e-Applications. You can find or view your Quotes and Applications and monitor the status of submitted Applications from the Dashboard.

- 1. Start a new Quote by clicking the **Start New Quote** button.
- Start or continue an e-Application by clicking the Go to E-App link next to a Quote.
- 3. To find a Quote or Application, enter one or more search filter(s) at the top of the Dashboard. You can search by First Name, Last Name, Application Status or any combination of the three.



The Status will be one of the following (Note: This list may change as system updates are made)

Producer - Application submitted, denied due to non-appointment of producer

Active:

- Quoted Quote has been calculated and saved
- Started Some, but not all, sections of e-Application have been completed
- Submitted e-Application has been signed by Client and Producer
- Pending Client Completion -Waiting on Client completion of Part B
- Pending Client Signature Waiting on client signature
- Client Decline Signature Client declined signature
- Pending Offer Package Approval Offer extended by underwriting, waiting on Producer acceptance.

- Offer Declined by Producer Offer extended by underwriting, producer declined offer
- Pending Final Offer Approval by Producer Final Offer extended by underwriting, waiting for producer review and approval
- Pending Offer Approval by Customer Offer extended by underwriting, approved by producer, pending approval/acceptance by customer
- Pending Application Approval by Underwriter Offer Extended approved by producer, pending underwriting handling for UW finalization.
- Policy Issued Policy Issued
- Submit Denied for Non Appointed Producer Application submitted, denied due to non-appointment of producer

Not Active:

- Withdrawn Policy Withdrawn
- Incomplete Policy is now Incomplete
- Declined Policy Declines

Contact Information

Field Assistance Center - Producer/Agent Support

Hours: 7:00 a.m to 5:30 p.m CST

Monday - Friday

Phone:

Career Agents: 800-228-7669

Independent Agents: 800-847-9785

Contact Support:

Producer/Agent Support Assistance

Customer Assisted/Tele-App eApp (Applicants only, Medical Part B completion)

Phone: 1-800-749-8652

Hours: 8 a.m. to 8 p.m. CT Monday - Thursday

8 a.m. to 5 p.m. CT Friday • 10 a.m. to 2 p.m. CT Saturday



Why Mutual of Omaha

We're invested in your success. We're committed to giving you the products your customers want plus the tools, resources and support you need.

MutualofOmaha.com