

Weekly News

December 13, 2023

American National



[Read the December 6th issue](#) of **Life Spotlight**, including:

- 2023 Year-End Submission Deadlines
- Signature Protection IUL Outperforms
- Plan for the Unexpected
- 2023 Annual Notice for Advertising Procedures
- 2023 Life Insurance Illustration Regulations
- Q3 2023 Life New Business Processing Detail
- Updates to Ohio Regulation of Senior Specific Marketing

Assurity

1- and 2-year benefit periods are once again available for Century+ Disability Income – [Learn more.](#)

Corebridge Financial (American General)

New sales concept dives into ILITs

Corebridge's latest sales concept - Fundamentals of ILITs - offers a new way of looking at the power of Irrevocable Life Insurance Trusts (ILIT). This is especially important as the Estate Tax Exclusion Limit will sunset in 2025. Want to share this story with your clients? Find the video series and presentation in the new **Inspiring Clients to Action** section on the [Agent Development page](#) of Retire Stronger.

Integrity Life

New videos to share with clients

- **Retirement Shopping?**
Are guarantees, income and growth potential all on your client's retirement shopping list? Then perhaps an annuity belongs there too. Help show clients why with this [short, animated video](#).
- **Indextra**
Indextra FIA can be a complex concept. Or not! If your clients need to better understand the basics, share this [easy-to-follow animated video](#). It explains the benefits quickly and simply. It opens the topic ... so you can close the sale.

Legal & General America (Banner and William Penn)

Term Riders bring brighter tomorrows – [Revisit LGA's term riders.](#)

Annual client reviews are easier with this blueprint in your toolkit

Life insurance is not a set it and forget it endeavor. As your clients' personal and professional lives evolve, so will their protection requirements.

Use this [annual term life insurance blueprint](#) to ask the right questions, understand your clients' ever-changing needs and keep their policies updated.

Lincoln Financial Group

5-minute update

For relevant, impactful strategies to optimize your business, listen to this [5-minute update on fixed indexed annuity products and markets](#).

OptiBlend – [See the rates](#) effective November 29th.

Weekly Market Intel – [See the latest insights](#).

MassMutual

Help business owners keep the lights on

Small business owners are the engine that drives the U.S. economy, and this creates a tremendous DI sales opportunity as many may be underinsured. To help financial professionals attract more small business owner DI sales, MassMutual created [this new video](#) which illustrates the benefits of owning a Business Overhead Expense policy.

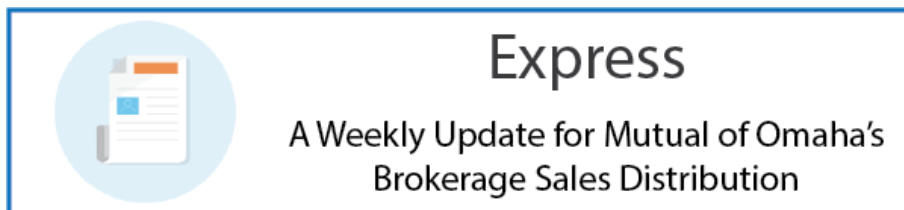
Funding Executive Bonus Plans

Executive Bonus Plans allow employers to offer a valuable insurance benefit to key employees by providing an incentive for them to remain with the company. [Learn how](#) these plans can be funded with whole life insurance.

Reaching retirement goals

Learn how a whole life insurance policy purchased today can help protect a client's family or business, while helping them prepare for retirement. Consider what whole life has to offer and how it can help clients reach their retirement goals in [this brochure](#).

Mutual / United of Omaha



[Read the December 6th issue](#) of the **Express Newsletter**, including:

- Updates to the Book of Business Tool
- California approves Living Promise underwriting enhancement
- Life Protection Advantage premiums and protection
- December 13th webinar: 2024 Tax Updates Advanced Markets Webinar
- Quote LTC with WinFlex Web
- We'll be here to pay your LTC claims
- DI: Do your clients have the right benefits package
- DI: Long-lasting financial impact
- Real Wins: Cancer Insurance
- CI: Create a well-rounded financial strategy
- Errors and Omissions Insurance
- 1099 Forms available on SPA

OneAmerica

Annuities – [See the interest rates](#) effective December 15th.

Pacific Life - Lynchburg



[Read the December 2023 issue](#) of **Field News Monthly**, including:

- Podcast: Looking Back & Looking Ahead
- The Pacific Life Promise
- Time-Saving Tool for Policy Reviews
- Power Up Your Social Media Prowess
- Why Singles Need Life Insurance

Protective Life

Faster process times and lower prices – [Learn more.](#)

Prudential Financial

Closing the Year Strong – Take a look at the [December Trimester Sales Strategy!](#)

SBLI

The Gift of Giving

Do you have clients who'd like to leave a generous gift to their grandchildren at an affordable cost? Life insurance offers a particularly tax-efficient way to create a lasting legacy. Uncover the possibilities now and [discover how](#).

SBLI offers a diverse range of great prospecting tools – emails, social media, sell sheets - that are specifically designed to help you grow your business. [Visit their sales ideas library](#).

Transamerica

Conveying the value of Index Universal Life

Don't miss out on the limited-time risk class upgrade program. It's available to qualified clients on all new IUL policies through the end of the year. It provides even more value to their policy, giving them a rate class they would have not otherwise qualified for.

- [Get full details.](#)
- Get the [FFIUL Toolkit](#).
- Get the [FCIUL Toolkit](#).

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Please note: UUI does not offer variable products.