

Weekly News

January 24, 2024

American National

Palladium MYG-3 and MYG-10 rates decreased

Effective January 16th, Palladium MYG-3 SPDA rates decreased 35 bps and MYG-10 rates decreased 10 bps. [See the updated rate sheet.](#)



[See the January 17th issue](#) of **Life Spotlight**, including:

- Prepare for the Future with Living Benefits
- Explore Signature Performance IUL Case Studies
- Four Critical Business Strategies

Athene

MaxRate rates rising – [See the rates](#) effective January 19th.

IRA Beneficiary rules after SECURE Act webinar materials

- Watch the [replay](#).
- Download the [presentation slides](#).

Corebridge Financial (American General)

The new power of Irrevocable Life Insurance Trusts in changing times

The Estate Tax Exclusion Limit is scheduled to sunset in 2025. This invites an entirely new conversation with clients and prospects about Irrevocable Life Insurance Trusts (ILITs), which can provide new options for legacy and estate tax planning.

This latest sales concept - **Fundamentals of ILITs** - offers a new way of looking at the power of ILITs with a five-part video dive into estate tax and ILIT fundamentals ... and closing with a compelling story for tackling the impending sunset.

Want to master these concepts with clients? Find the video series and presentation under the **Inspiring Clients to Action** section on the [Agent Development page](#) of Retire Stronger.

Fixed Annuities – [See the rates](#) effective January 22nd.

[Read the January 24th issue](#) of **Annuity Updates**, including:

- Power Series index annuity rates have increased
- The Elite Producer Compensation Program (EPCP) has been extended through 2024
- Producer Sales Practices Manual – Annual Update
- Drop down menus on electronic order entry platforms are being updated
- Current rates

Genworth Financial

In-Force Rate Action announcements:

- [Arkansas](#): PCS II with Lifetime Stable Premium Option
- [Georgia](#): Privileged Choice & Classic Select with Flexible Benefit Option and 1% Benefit Increase Option
- [Iowa](#): Privileged Choice & Classic Select with Stable Premium Option and 1% Benefit Increase Option
- [Iowa](#): Privileged Choice Flex with 1% Benefit Increase Option and Reduced Covered Percentage Option
- [Kentucky](#): Privileged Choice Flex with 1% Benefit Increase Option and Reduced Covered Percentage Option
- [Kentucky](#): PCS II with Lifetime Stable Premium Option
- [Missouri](#): Choice 1 with Lifetime Stable Premium Option
- [Oklahoma](#): AARP Group, MFMP1, MFMP2
- [Oklahoma](#): PCS I
- [Tennessee](#): Privileged Choice Flex with 1% Benefit Increase Option and Reduced Covered Percentage Option
- [Wyoming](#): PCS II with Lifetime Stable Premium Option

Illinois Mutual

Disability Income coverage for starting professionals

Illinois Mutual offers disability income insurance (DI) coverage to individuals who are near completion of apprenticeships, licensing or accredited certification programs. The monthly benefit amount and options available will be based upon the intended occupation and expected income level.

[Learn more and get details to help you get started selling to this untapped market.](#)

John Hancock



[Read the January 22nd issue](#) of **Spotlight News**, including:

- Offering early cancer screening to even more policyholders
- Coming soon: Your year in wellness
- 2024 Q1 life insurance market outlook
- Selling Premier Benefit IUL
- Webinar replay: Expanded living benefits — now including indemnity Chronic Illness rider
- Forms update in South Carolina
- New replacement requirement in Rhode Island
- Listen to the latest Hancock Talks podcast

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



[Read the January 22nd issue](#) of the **Lincoln Leader for Life Solutions**, including:

- Now effective: Pricing improvements for Lincoln MoneyGuard Fixed Advantage
- Now effective – Pricing improvements for Lincoln MoneyGuard II (2020)
- Automatic Notification of Premium Due Date
- Coming: New eSubmission Portal for Lincoln Life and MoneyGuard cases
- Resource Roundup

Looking for a MYGA alternative solution since rates have dropped over 100bps?

Check out the **OptiBlend Index 5 Annuity!**

The OptiBlend Fixed Indexed Annuity offers both growth and safety. The 1 Year S&P500 Performance Triggered Index is just one option offered that is a very compelling option to consider. The OptiBlend 5 current 1 Year S&P500 Performance Triggered Index rate for 100k or more is 8.65% - effective January 15th - which will credit the entire rate as long as the S&P500 is flat or up anything for the policy year. 100% protection for clients if the S&P500 is negative for the policy year.

[See the flyer.](#)

100% allocation 1 Year S&P500 Performance Triggered Index at current rate of 8.65% for 100k or more in the OptiBlend 5.

- If the S&P500 is negative 1 year out of 5 years = Average return 6.9%
- If the S&P500 is negative 2 years out of 5 = Average return 5.2%
- If the S&P500 is negative 3 years out of 5 = Average return 3.5%

What if a client doesn't want to see a 0% crediting? Consider a 50/50 allocation between the 1 Year S&P500 Performance Triggered Index at 8.65% and the Fixed Account Rate at 4.30%.

- In a policy year that the S&P500 is negative the total interest at current rates would be 2.15% because of the fixed rate crediting regardless of the S&P500 performance.
- In a policy year that the S&P500 is positive the 1 Year S&P500 Performance Triggered Index and the Fixed Account rate would both credit for a total of 6.5% combined interest.

[See the OptiBlend Index Annuity rates](#) effective January 15th.

MassMutual

DI occupation classing made simple

MassMutual DI Underwriting is making it easier for your business owner and executive clients to qualify for a straightforward, enhanced occupational classification, and obtain the coverage they need at a lower cost. [Learn more about DI Underwriting on their DI Digital Hub.](#)

Impact of Overweight BMI: A Life Underwriting Case Study

Obesity is a chronic disease that's increasing in prevalence and is considered a global epidemic. See how these risk factors impact those with weight concerns in this [NEW case study](#) that shows how a client was granted coverage for a MassMutual \$1M Whole Life 100 Pay insurance policy.

Giving Children the Gift of a Lifetime

Whole life insurance isn't the first thing that comes to mind for those who want to give their children or grandchildren a gift that lasts a lifetime. But given its flexibility, guaranteed life insurance protection and cash value accumulation, clients should consider it for those they love. [Learn more.](#)

Designed for the Future

Most likely, your clients' vision of the future has them earning more income tomorrow than they do today. Their DI

insurance policy should be designed to keep up with increases in income. [View this brochure](#) to learn about two different options to help protect your clients' future increases in earnings.

SIMPLIFY Presentation: Key-Person Insurance Plan

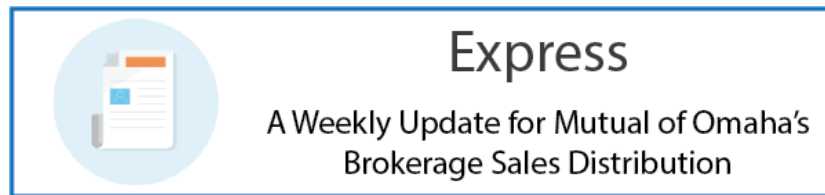
This [Simplify client presentation](#) demonstrates the mechanics of a Key-Person Insurance Plan and how the flexibility, reliability and guarantees of whole life insurance can be a powerful risk management company asset.

Guard with RetireGuard!

How would clients continue to save for retirement if they became too sick or hurt to work? [Watch this video](#) to learn how MassMutual's RetireGuard can help replace an amount equal to the contribution they would have made to a retirement plan if they had not become disabled.

Mutual / United of Omaha

LTCi Rate Adjustments effective April 1st – [Get details.](#)



[Read the January 17th issue](#) of the **Express Newsletter**, including:

- Our Chronic Illness Rider is built into our IULs
- IUL Express vs. Term Life Express
- LTC - choose from 2 ways to receive policy benefits
- LTCi Inforce rate increase
- DI coverage for your self-employed clients
- Disability Insurance act's as your silent guardian
- New Jersey Critical Advantage changes
- Prospecting postcard for Cancer Insurance

Protective Life

Show customers the value of protecting their loved one

72% of Americans say financial security is an important act of love. February is Insure Your Love month — and what better way to help your customers express their love than with life insurance?

Protective makes it easy for your customers to celebrate their love during this nationwide event and provide you with [resources to grow your business](#) and get the conversation started.

Download this [Benefits of Life Insurance flyer](#) and show customers how life insurance offers more than just a death benefit to express their love.

Prudential Financial



[Read the January 22nd issue](#) of **Life Essentials**, including:

- February 15th webinar: The Next 25: Planning for Retirement with High-Net-Worth Clients
- Updated registration link for 10-Minute Mondays
- Annual Reviews & Political Landscape
- 25% of women are looking for a financial advisor
- Blueprints to Black Wealth Playbook
- Simplify and speed up the entire life insurance process with eCapabilities
- New video: Get on the Trimester Sales Strategies track

Securian Financial

Use 1035 dollars to maximize future long-term care and death benefit needs

Planning for future care needs is a top concern as people age. You can help clients alleviate this concern by looking at products with chronic illness (CI) or long-term care (LTC) coverage.

Many products can provide CI or LTC coverage in addition to a death benefit. If your client has an existing life insurance policy that no longer meets their needs, consider using a 1035 exchange to repurpose their old policy into two new policies, helping them secure both their death benefit and future care needs.

Securian Financial is one of the few carriers that accepts a 1035 exchange and will split the 1035 funds in-house. This can be an effective tool to customize your clients' policies so they can receive more death benefit and LTC coverage than a single policy may provide.

[Download the strategy.](#)

SecureCare III repricing in SC and launching in MT

Give your long-term care (LTC) clients a benefit boost with [SecureCare™ III](#), an LTC and nonparticipating whole life insurance policy.

Effective January 29th:

- SecureCare III rates will decrease by 25 percent across all case scenarios in South Carolina
- SecureCare III will launch in Montana including the pricing decrease of 25 percent across all case scenarios

[Learn more and see the transition rules for South Carolina.](#)

Transamerica

How to leverage the new IUL Annual Statements

This annual statement gives clients an important reminder of their policy benefits, so be ready to take the next step by scheduling a policy review shortly after their annual effective date. [Learn more and download helpful materials.](#)

Life Illustrator on TransACT – **NEW**

Good news for TransACT users! The new Transamerica Life Illustrator is now available for download and works with our full suite of products. Enjoy easy-to-understand, highly customizable reports you can tailor fit to meet your clients' needs. [Download the instructional flyer.](#)