

Weekly News

September 20, 2023



Industry Articles

Annuity Riders, Explained

It's important to weigh the cost of an annuity rider against the potential benefits. [Read the article.](#)

How Do Annuity Death Benefits Work?

What happens to annuity payments after the contract holder dies can vary. [Read the article.](#)

How 'Midlifers' Rank 7 Retirement Planning Priorities: Study

Here's what these prime-age prospects need from advisors, according to Transamerica. [Read the slideshow.](#)

This Is the Biggest Retirement Challenge for Americans in Their 40s and 50s

Caregiving responsibilities and the daily financial obligations of Americans in this age group are raising concerns. [Read more.](#)

8 Ways Advisors Can Support Special-Needs Planning

Getting a robust financial plan in place can provide significant emotional relief to parents and families. [Read more.](#)

American National

Social Media Content – [Learn how to access pre-approved social media content.](#)

AM Best Recognizes American National for 82 Consecutive Years of Financial Strength

American National was honored by its' inclusion on the 15th Edition of AM Best's "Standing the Test of Time" list which showcases insurance companies that have demonstrated decades-long financial strength and integrity. [Read the news release.](#)

In-force life insurance can now be paid via credit card

The American National Client Site - www.americannational.com - will support life credit card payments as of August 16th.

- This will allow existing life clients to submit credit card payments
- Credit card payments are available for premium & loan payments
- A service fee of 2.75% will apply to the payment, and fee language is displayed in the make a payment process
- This functionality will soon be extended to AN Mobile in a future release.



[Read the September 13th issue](#) of Life Spotlight, including:

- New Uploading Capabilities
- Signature Series of Solutions Product Comparison
- Plan for the Unexpected
- Updated Product Portfolio: Where Tradition Meets Innovation
- Preapproved Social Media Content

Assurity

Life Insurance Buyer's Guide for New Hampshire

The New Hampshire Insurance Department has determined that prospective purchasers of life insurance must be provided with a copy of [the Life Insurance Buyer's Guide](#) developed by the National Association of Insurance Commissioners.

This mandate replaces the rule that said prospective purchasers of life insurance be provided with a copy of the buyer's guide that was adopted by the New Hampshire Insurance Department.

Connect more employees to Disability Income Protection that matches their needs

Just as it's hard to understand the true value of a steady income until it's disrupted, it's almost impossible to overstate the importance of Group Short-Term Disability Insurance. [Watch this short video](#) about Assurity's Group DI.

Corebridge Financial (American General)

Corebridge Financial: Just the right balance

Their broad portfolio of life insurance products offers quality, choice, and flexibility. This gives you the power to select from innovative solutions to help meet unique goals and financial situations. [Visit their website.](#)

Corebridge has all the tools you need for Life Insurance Awareness Month

Their [Building Life Insurance Awareness page](#) is updated with the latest consumer-approved resources to engage your clients including grab-and-go conversation starters and tools for prospecting, presentation and closing.

Important change coming for new GIWL applications – [Get details.](#)

Illinois Mutual

DI for Business Owners with Return of Premium

Consider your clients. They are always on the clock, always on the search for ways to protect their business. With our experience in the middle market, Illinois Mutual is the carrier to help protect their dreams.

Combining our disability income insurance (DI) with business expense insurance (BE) can provide the financial help your client would need to help pay for necessities like their mortgage or rent, groceries, utilities and certain salaries. By adding our optional Return of Premium (ROP) Rider, your clients have coverage if they need it, and money back if they don't.

[Download the flyer.](#)

Integrity Life

Indexed Annuities – [See the rates](#) effective September 15th.

Legal & General America (Banner and William Penn)

The Long Term Solution

See where LGA's 35- and 40-year term products fit into the market, and how to make them part of your everyday sales strategies.

- See the flyer for [Banner Life](#).
- See the flyer for [William Penn NY](#).

Innovating for a brighter tomorrow

LGA is tearing down barriers and paving the way for groundbreaking underwriting innovations that safeguard more families and businesses. Read "[Inclusion Through Underwriting Innovation](#)" to learn how they are leading change and providing coverage for more of your clients.

Lincoln Financial Group

Improved pricing for MoneyGuard solutions

Lincoln's MoneyGuard solutions are committed to seeking better ways to serve those looking for LTC protection by offering competitively priced solutions.

Effective September 11th, they implemented pricing improvements on MoneyGuard Fixed Advantage, which includes reductions up to 15%. [Learn more.](#)

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

Monthly Fund Performance – [See the update](#) for August 2023.

Multi-Year Guarantee Annuities – [See the increased rates](#) effective September 15th.

MassMutual

Help secure your client's future

Did you know that owning a combination of Term and Whole Life insurance can help clients meet their life insurance protection needs today, and as they change over time? [View this sales concept](#) to see how two life insurance policies from MassMutual can help secure your client's future.

Issue limits for starting professionals

Certain applicants in their final stages of training, or in their first two years of professional practice, may be eligible for special DI issue limits based on anticipated earned income. To see all the occupations in the program, [check out the Starting Professional Program Brochure](#).

No Budget, No Problem!

Many clients see the value of whole life insurance but may not have the current budget for it. However, a combination of MassMutual Term and Whole Life insurance may be the solution for them. [View this video and consumer-friendly case study](#) to learn more.

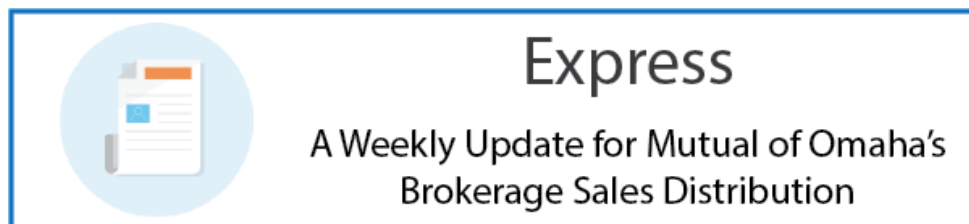
Life insurance can help business owners manage the risk of losing a key person – [Learn how.](#)

Mutual / United of Omaha

Letter being sent to IUL policyholders – [Read the notice.](#)

IUL Express

IUL Express product is a great way to help protect the future for clients who are wanting a faster underwriting process and unique product features. [Discover](#) four reasons to consider IUL Express and get resources.



[Read the September 13th issue](#) of the **Express Newsletter**, including:

- New Enhancements to the Book of Business Tool
- New inforce illustration functionality available on SPA website
- Accidents Happen. Protect Your Clients.
- How to Get the Most From an LTCi Policy
- The Cost of Long-Term Care Services Per State
- Refund Options With Disability Income Insurance
- Forging Your Own Path With Disability Income Insurance
- Critical Advantage - A Policy for All Life's Stages
- Critical Advantage Guide to Introducing Solutions
- SPA Account Information

Nationwide

Cap and participation rate increases for IUL Accumulator products – [Get details.](#)

Pacific Life - Lynchburg

Florida Hurricane (2023) – [Read the notice.](#)



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

- National Life Insurance Awareness Month – Top 3 life review opportunities
- The biggest opportunity for new sales may be your existing clients
- PL Promise Term is now even more affordable with the latest reprice
- September 26th webinar: Current Trends in Employee Stock Ownership Plans
- Help Your Clients Get Our Best Offer

Prudential Financial

4 things to do during Life Insurance Awareness Month – [Start here.](#)

Help clients face market ups and downs with more confidence

Prudential's [new interactive experience](#) can help clients understand the value of long-term investing by exploring the historical performance of the S&P 500.

[Explore life insurance strategies](#) that can help make volatile markets less scary for clients.

SBLI

Need an easy insurance solution for longer-term mortgage protection?

SBLI offers a highly competitive 30-year term insurance solution with a great new underwriting program with real-time decisions to help you protect your clients' homes and loved ones. [Learn how.](#)

Securian Financial

Get your clients ready now for 2026

Due to sunset provisions of the Tax Cuts & Jobs Act (TCJA), several of the rules that financial professionals have become comfortable with will expire at the end of 2025, unless Congress takes action. The sunset of these provisions has impact on estate planning strategies, income tax strategies and corporate tax strategies. [Download this free guide.](#)

Premium limits increasing

Securian has increased premium limits for the first policy year only on new sales for select products.

Premium limits for Eclipse NY, Eclipse Protector II Indexed Universal Life (IUL), and Eclipse Survivor II IUL products sold with the No Lapse Guarantee Agreement (NLGA) will increase to the greater of 5x target and \$5mm (the current limit is \$1 million).

Illustrations were updated as of September 1, 2023 with this change. These limits may change over time.

[View the product lineup.](#)

New Suicide Exclusion endorsement in Arizona, Colorado and Missouri

The Compact approved certain amendments relating to life insurance suicide exclusions. These amendments maintain a maximum suicide exclusion period of up to two years and include an exception requiring a shorter maximum suicide exclusion period where required by state law. While the Compact default standard is a two-year suicide exclusion, some Compact states (AZ, CO, and MO) already require shorter suicide exclusion periods. These Compact amendments require that an endorsement be added to policies in those states. A letter explaining the change along with a copy of the endorsement will be mailed to clients with affected policies the last week of October.

Symetra

Annuities – [See the interest rates](#) effective September 22nd.

Transamerica

Fast coverage with Financial Choice IUL (FCIUL)

By now you've heard about the tax-advantaged choice and flexibility FCIUL offers your clients, but it gets even better. Write more business faster with Transamerica's integrated digital application, electronic signature, and electronic policy delivery.

In addition, nonmed underwriting* is available for your eligible clients, which removes the initial exam and lab requirements for faster underwriting decisioning and speed to issue. [Get all the details.](#)