

Weekly News

April 7, 2021

Industry Articles

Is an Annuity Really Worth It?

A new study concludes: You may not get out what you pay in, but the real value is in the stability annuities provide. [Read more.](#)

How to Give Financial Advice Anytime, Anywhere

One tip: Think differently. Another tip: Know what people are up against. [Read more.](#)

Helping Clients Navigate "Gray Divorce"

Some couples are going separate ways. Here's how to help them. [Read more.](#)

American General

What makes Select-a-Term a cut above the rest? [See the flyer.](#)

Quick access to life insurance protection with strong guarantees plus much more

Getting the cases from submission to issue is faster than ever! AIG has expanded their non-medical underwriting to Value+ Protector II, and doubled the face amounts up to \$1 million.

Value+ Protector II protection-focused IUL provides strong guarantees, competitive premiums plus many appealing benefits such as cash accumulation, up and down market control and optional riders to fit client's different financial goals.

- See the [producer guide](#)
- See the [New York producer guide](#)
- Get the [Non-Medical Highlights](#)

Policy Review Playbook

Any client can and should benefit from a policy review every three to five years, as well as following any major lifestyle changes.

The [Policy Review Playbook](#) is here to assist. It includes how to identify the ideal clients, customizable client check-in materials, helpful calculators and much more!

Updated Annual Statement Guides

AIG's new [IUL annual statement FAQ flyer](#), along with their [How-to guide](#), helps you address common questions such as how initial premium are credited or specifics around Account Periods. Both are client approved and can be shared to boost your clients' understanding about IULs.

Help clients earn more income for retirement

The new Lifetime Income Choice guaranteed living benefit offers the Max Income Option with initial income of up to 7.25% (Age 72+, single life). The high initial withdrawal rates for Max Income allow clients to use less money than a traditional "5 for life" strategy to generate the income they need for retirement. That means clients get MORE from less! [Share this idea.](#)

Fixed Annuity rates – [Get the rate sheets effective April 5th.](#)

Power Index Premier NY

See how Power Index Premier NY with the Lifetime Income Builder GLB rider can:

- Guarantee growth of 1% per year, even in flat or down markets.
- Add more upside potential with 3 leading equity indices.
- Protect against market volatility with lifetime income that will increase for up to 15 years.
- [Watch and share the video.](#)

American National

The Independent Voice Newsletter

[Read the April 2021 issue](#), including:

- Supporting Our Colleagues in Need
- 1035 Exchange of Life Insurance with a Loan
- How a Roth 401(k) can Benefit Clients
- And more

Updated 7702 Signature Performance IUL Illustrations – [Get details.](#)

Genworth Financial

In-Force Rate Action announcements:

- [Utah](#): Privileged Choice and Classic Select with FBO & 1% BIO
- [Wyoming](#): Privileged Choice and Classic Select with FBO & 1% BIO

Illinois Mutual

Disability income insurance (DI) class upgrades

Illinois Mutuals DI class upgrades offer these exciting advantages:

- W-2 employees in eligible occupations can receive a “one-class” occupation upgrade.
- Occupation class upgrades give your clients access to lower premium rates and the ability to apply for more optional benefits and riders.
- The To Age 67 benefit period may be available to Class 2 and Class 3 occupations subject to underwriting, gainful employment and being in the current occupation for at least 2 consecutive years with a minimum salary of at least \$30,000 annually.

Available class upgrades include:

- Class 3 upgraded to Class 5
- Class 2 upgraded to Class 3
- Class 1 upgraded to Class 2

Eligible W-2 employee occupation class upgrades include:

- Carpenter
- Dental Assistant & Hygienist
- Electrician
- Heating, Ventilation, Air Conditioning (HVAC) Technician
- Licensed Practical Nurse (LPN)
- Mechanic
- Plumber
- Veterinary Technician
- X-Ray Technician & Service Repair Technician
- And many more

Contact **Jeff Philibotte at United Underwriters, Inc.** (800-258-7296 / jphilibotte@uinc.com) for more information and an illustration for your client.

Lincoln Financial

Lincoln Leader for Life Insurance – [Read the March 29th issue.](#) (Please note UUI does not support variable products.)

Lincoln Leader for Fixed Annuities Newsletter – [Read the March 26th issue.](#)

Mutual / United of Omaha

Express Newsletter

[Read the March 31st issue](#), including:

- Children's Whole Life Reprice
- IUL Cost Comparison Flyer
- The Value of a LTC Care Coordinator - John's Story
- LTC Sales & Marketing Process and Tools
- Speak with your clients today about taking advantage of our optional riders on DI
- Determine if Mutual Income Solutions is the right coverage for your clients
- A consumer facing flyer for clients interested in Cancer, Heart Attack/Stroke Insurance
- The built-in Return of Premium on Critical Illness policies sets our product apart from the rest
- Direct Deposit Update Process Change

OneAmerica

LTC Cost of Care

[Click here](#) to compare Long-term Care costs from state to state.

Bonus Plans and Split Dollar – [Read about the alternatives to deferred compensation.](#)

Hybrid Annuities – [Read the article.](#)

Annuity Care and Annuity Care II updates take effect April 24th – [Get details.](#)

Pacific Life - Lynchburg

USPS Delays in Maryland – [Read the bulletin.](#)

Claims Processing and COVID-19 Vaccines

Recent media coverage has raised questions regarding how claims related to COVID-19 vaccines are administered. COVID-19 vaccines are FDA approved. Pacific Life insurance policies do not contain an exclusion for FDA approved vaccines. All claims received will be processed in accordance with their normal procedures.

Announcing IRC Sec. 7702 System Readiness and Policyowner Notice – [Read the bulletin.](#)

Protective Life

Annuity interest rates – [See the latest rates.](#)

SBLI

No Fluids, No Exam Guaranteed to \$750,000

SBLI's end-to-end digital process for Term and Whole Life Insurance guarantees no in-person contact and no exam! [Learn more.](#)

7702 Product changes and transition rules – [Get details.](#)

Symetra

Sales Flash Newsletter

[Read the March 2021 issue](#), including:

- Advantages of Symetra Term
- Rewarding high-value executives with split-dollar life insurance plans
- Underwriting and new business solutions to make your life easier
- Symetra's financial strength

Transamerica

LTC Underwriting Updates

As you know, Transamerica discontinued sales of individual, standalone long term care insurance products on March 31, 2021. Also, acceptance of applications under approved multi-life cases (worksite and association) will end on June 30, 2021.

However, please know that their underwriters are still focused on servicing the needs of your submitted applications. As a result, there are a few underwriting updates to process your business as quickly as possible during the transition. [Click here for complete details.](#)