

# Weekly News

August 12, 2020

## Industry Articles:

- **5 Key Ways to Reduce Taxes in Retirement**  
Helping clients with financial planning during their retirement years is just as crucial as pre-retirement planning. [Read more.](#)
- **Clients' Real Risk Tolerance**  
An annuity specialist looks at how advisors can handle common mistakes in this area. [Read more.](#)

## American General

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- **Important underwriting update**  
AIG has modified their guidelines to underwrite certain co-morbidities. This applies to both new submissions and cases that have been paused or postponed.  
  
They have identified some medical conditions where they believe cases may proceed or be reopened under specific circumstances.  
  
Going forward, cases with only one of the [allowed co-morbidities noted in this bulletin](#) may be allowed if the co-morbidity is the only reason the case was, or would be, paused or postponed, and the applicant is under 70 years of age.
- **AIG's new commercial aired last weekend!** [Watch it here.](#)
- **Actionable idea that positions life insurance as an attractive, alternative asset**  
Tax Diversification is more important today than ever before and is key to providing retirement security to your clients.  
  
Below is a link to a short video that will show you how to make a sometimes complicated conversation much easier to have.  
  
Also included are a sales idea that will help you turn this idea into reality using AIG's Max Accum IUL and the non-medical guidelines to make it even easier.
  - [The \\$5 - \\$10 - \\$20 Story](#)
  - [Income for Retirement and College with IUL](#)
  - [Non-Medical Underwriting Guidelines](#)
- **In the Know Newsletter**  
In [this issue](#):
  - Underwriting Update: COVID-19 and co-morbidities
  - IUL interest crediting rate update, plus new flyers
  - New Business Transmittal Form updated

- Upgraded iGO full eApp for Select-a-Term
  - New form requirement for NY term conversions
  - Questions about term conversion eligibility?
  - New Anti-Money Laundering training vendor added
  - Guide to completing the Regulation 60 Disclosure Statement (NY only)
  - New AIG ad puts spotlight on financial professionals
- **Index annuity rates** – [Download the rates effective August 10<sup>th</sup>.](#)

## American National

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- **Signature Performance IUL is perfect for your clients that are single without kids**
  - See the [ad](#).
  - Download the [brochure](#).
- **Provide AFFORDABLE coverage TODAY with FLEXIBILITY tomorrow**  
Coupled with the financial uncertainties of today; American National brings a unique opportunity to secure term life insurance coverage at a cost that could be up to 50% cheaper comparatively than any 10 year term on the market. [Learn more.](#)
- **Palladium Multi-Year Guarantee Annuity**  
Learn about the [product update](#) effective September 1, 2020.

## Genworth Financial

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- **In-Force Rate Action announcements:**
  - [Alaska](#): Privileged Choice & Classic Select with Stable Premium Option & 1% Benefit Increase Option
  - [Alabama AARP](#): Privileged Choice
  - [South Carolina](#): PCS I and Choice 1 with Stable Premium Option

## Integrity Life

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- **Changes to Indextra**  
[Watch this quick message](#) to learn about three important updates to Indextra Fixed Indexed Annuity. Also [read the announcement](#).
- **Index annuity rates** – [See the rates effective August 15<sup>th</sup>.](#)

## John Hancock

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- **Spotlight News**  
In [this issue](#):
  - The value of premium payment flexibility stands out
  - The Vitality HealthyFood benefit just got better
  - How to start the long-term care conversation today!
  - Online claim center available for some beneficiaries

## Mutual / United of Omaha

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- **Express Newsletter**

In [this issue](#):

- Life and Annuity Policy PDFs to be emailed August 5<sup>th</sup>
- Help clients preserve their estate with the LTC Rider
- Using inflation protection to reach a desired LTC premium
- You can avoid LTCi application pitfalls
- Learn how to position income protection with your clients
- Convenient and fast e-Application for Priority Income Protection
- Help clients be prepared for the unexpected with Mutual DI
- Earn cash for Critical Advantage applications!
- Tips for selling Critical Advantage
- Save time and use an e-Application for CI

## OneAmerica

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- **Long Term Care planning for clients in 2<sup>nd</sup> marriages** – [Watch the video.](#)
- **Brand-new interactive site dedicated to Long Term Care**  
OneAmerica is excited to announce the launch of their [brand-new interactive site](#) designed to attract and educate your customers on the value of long-term care protection from OneAmerica®. This site is designed to allow users to customize their experience and discover how they can protect their retirement with long-term care.

## Protective Life

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- **New pricing for Classic Choice Term** – [Get details.](#)
- **Annuity Interest rate and cap changes**  
Effective August 11, 2020, there are additional interest rate/cap reductions to Protective Income Builder and Protective Guaranteed Income (limited distribution only). [Download the new rate sheets.](#) No changes to other annuity products.

New business that was signed by August 10, 2020 or earlier, with application and check or application and transfer/exchange paperwork received within 14 calendar days of sign date, can qualify for the higher rates. Business submitted with a transfer/exchange form gets 60 days from sign date for funds to be received. *\*\*If client-initiated, include Page 1 of the transfer/exchange form (no signature needed) with the Client Initiated box checked – Protective must have information to track the 60 days.*

- **For cases with both cash (check) and transfer/exchange premium**, the cash portion of the premium must be received within 14 calendar days of the sign date – do not wait to send the cash portion.
  - [Protective Income Builder](#) – all cells – Point to Point Cap down 40 bps, Rate Cap for Term down 40 bps, Citi Index Participation Rate down 5.00%
  - [Protective Guaranteed Income](#) – all cells – Point to Point Cap down 40 bps, Rate Cap for Term down 40 bps, Citi Index Participation Rate down 5.00%
- **Annuity rates** – [Download the latest rates.](#)

## Prudential Financial

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- **Life Essentials Newsletter**

In [this issue](#):

- Help clients leave the financial legacy they've dreamed of
- eInterview update
- NEW Human API Consumer Guide available
- NEW Beneficiary Information Request Form for CA, IL & NY
- 2020 Life Resource "eBook" Guide

## Symetra

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- **Accumulator IUL index cap & participation rate changes** – [Get details.](#)
- **Annuities interest rate update** – [Download the rates effective August 10<sup>th</sup>.](#)

## Transamerica

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- **Introducing the Concierge Planning Rider**

Extend your value to clients with the new [Concierge Planning Rider](#) (CPR), now available with the Transamerica Financial Foundation IUL (FFIUL) at no cost to eligible current and prospective FFIUL clients.

This industry-first rider allows clients to take advantage of a full suite of services offered through Everest Funeral Concierge, including 24/7 advisor assistance, will preparation, document storage, a price comparison tool, and more. Help your clients take the stress out of funeral planning with the Concierge Planning Rider. [Watch this video to learn more.](#)