

Weekly News

December 30, 2020

Industry Articles

- **6 Predictions for Retirement Planning in 2021**
After a doozy of a year, here's what a "new normal" might look like on the retirement income front. [Read more.](#)
- **6 Industry Sales Opportunities for 2021**
Where there are challenges, there are opportunities. [Read more.](#)
- **Education and Awareness Will Increase Annuity Sales**
A longtime industry executive talks about how to promote the products that are still on the shelves. [Read more.](#)

American General

- **5 reasons your clients can benefit from Max Accumulator+ IUL**
[Max Accumulator+](#) was designed for clients looking for permanent life insurance protection, plus the potential for long-term wealth accumulation that can be used for supplemental retirement income.
 - **Volatility Protection** – Offers protection against market volatility, through global and domestic index interest crediting strategies. [Learn more about Volatility Control in Volatile Market Conditions.](#)
 - **Cash Value Access & Riders** - Allows clients to take distributions as needed because life doesn't always go as planned.
 - **Tax Diversification** – Helps fuel supplemental retirement income that is generally tax-free.
 - **Cost Structure** – It's affordable and transparent cost structure is designed to help generate optimal, stable income in good years and bad years.
 - [Non-Medical Underwriting](#) – It's faster and easier to acquire for policies that qualify.
- **Help clients understand the value of Index Universal Life Insurance**
 - **Simplifying the IUL conversation**
The [Life with Confidence](#) interactive tool helps explain the potential impact of market volatility on their financial portfolio and how some features of IUL can help offset the ups and downs.
 - **Stress-testing IUL illustrations**
[On-demand training](#) helps shed light on why it is important to stress-test IUL illustrations and provide guidance on the how to set you up for success.
 - [See recent changes](#)

American National

- **Annuity rates** – [Download the rate sheet effective January 1st.](#)

Genworth Financial

- **In-Force Rate Action announcement:**
 - [Minnesota](#): PCS II with Stable Premium Option and Choice 1 with Stable Premium Option

Mutual / United of Omaha

- **New Underwriting Guidelines Booklet** – [Download it now.](#)
- **Six steps to LTCi sales** – [Take a look at this valuable resource.](#)
- **Protect self-employed individuals**
Self-employed individuals want to forge their own path and have control. What they can't control is when they might become sick or injured and be unable to work, impacting their livelihood. [Help self-employed clients understand how important disability income insurance is to their financial plan.](#)
- **Chronic Illness Rider materials updated for 2021**
Mutual offers Accelerated Death Benefits for Terminal Illness and Chronic Illness which give clients an option to access a portion of their death benefit early. This money can provide a little more comfort during a difficult time or can be used to help cover the costs of long-term care.

For the Chronic Illness Rider, the benefit amount is capped each year by the IRS per diem limit. For 2021, this limit has increased to \$400 per day (or \$146,000 for the year).

The following materials have been updated to reflect the 2021 per diem limit:

- Accelerated Death Benefit Riders flyer (including a sample benefit calculation):
 - [National version](#)
 - [California version](#) (note: California version does not use the per diem)
- [Accelerated Death Benefit Rider FAQ](#)
- **New application for Critical Advantage in Virginia** – [Read the announcement.](#)
- **Annuity interest rates** – [See the rates effective January 1, 2021.](#)

OneAmerica

- **Arizona and Iowa have updated the requirements around Best Interest and suitability in annuity transactions** – [Get complete details and requirements.](#)

Protective Life

- **Lifetime Assurance UL - a GUL that fits their budget and protects for life**
When you build a house, you don't take shortcuts. That's because a house is a long-term investment and you don't want costly re-work down the line.

The same can be said about offering your clients the right life insurance coverage.

While term insurance is a cost-effective and straightforward solution for many clients, it could be short-sighted for

some, depending on their needs. For those clients, look to [Protective Lifetime Assurance UL](#) — a smart option for budget-minded folks who want to protect their family for the long term.

- **Indexed Choice UL – an IUL built to perform as your clients expect**
Are new regulations taking your go-to recommendations out of the running?

Adapting to ever-changing regulations in our industry can leave you questioning your options. Try recommending [Protective Indexed Choice UL](#). It's built to perform as you and your clients expect, thanks to its:

- Reliable guaranteed death benefit that's there when it's needed most
- Realistic cash value projection that clients can feel confident about
- Responsible design that aligns with key AG-49 regulations

- **Protective Velocity improvements** – [Get details.](#)
- **Updated ExtendCare per diem**
The per diem limit for chronic death benefit riders will increase to \$400/day beginning in 2021. [Read more.](#)
- **Annuity Suitability Program**
Online resources are available for [Protective Life's Annuity Suitability Program](#) to help ensure producers comply with applicable suitability laws and regulations.

Symetra

- **Annuity interest rates** – [See the rates effective December 29th.](#)