

Weekly News

January 6, 2021

Industry Articles

- **Annuities vs. Pensions: What Retirement Plan Advisors Should Know About 'De-Risking'**
Many corporations are moving their pension assets into annuities. Here's what you should know about these transactions. [Read more.](#)
- **Hospice Care and Medicare: LTCI Insider**
Billing for end-of-life care can be confusing, even for a veteran long-term care planner. [Read more.](#)
- **3 Social Security Changes Coming in 2021**
Also, check out three strategies for clients who must take benefits before their full retirement age. [Read more.](#)
- **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.](#)
- **What 2020 Shows Us About Selling Life Insurance in 2021**
A customer journey expert has ideas about the path the life insurance industry will be taking. [Read more.](#)
- **What Does 2021 Hold For Client Engagement?**
One prediction is that reliance on mobile devices will continue to grow. [Read more.](#)

American General

- **Fully underwritten Select-a-Term policies could be eligible to convert to a permanent policy with the Accelerated Access Solution (AAS) chronic illness rider** – [Read the full details.](#)

American National

- **Zooming into 2021... Literally!**
Lives have changed drastically over the past year. Reach out to your clients simply just to check in. Let them know you care. Assess if their needs are still being met. These reviews with your clients will help build those long-term relationships that are based off trust and professionalism. [Read on to learn how to approach upcoming annual client reviews!](#)
- **Build Your Pension Business in 2021**
Nobody would start a building project without making sure that they have the right tools to do the job. American National provides you with the tool kit you need to build a successful pension business. [Click and read to find out what your tool kit includes!](#)
- **Be Your Own Banker**
We all make major purchases as we go through life. Cars need replacing, appliances need updating and we may want to purchase recreational equipment or boats, second homes, etc. The question then becomes, what is the best way to pay for these items? [Find out how to advise clients on the best way to finance large purchases in part](#)

[five of this Sales Ideas Series.](#)

- **Annuity rates** – [See the rates effective January 1st.](#)
- **New training requirements for Annuity Sales** – [Learn more.](#)

Assurity

- **Good Business Podcast**
Assurity's [new podcast](#) brings together the leaders, thinkers and entrepreneurs who are driving business to something better. [Subscribe early](#) so you don't miss an episode once they go live.

Genworth Financial

- **2021 Partnership Minimum Benefit Requirements for CA, CT, IN & NY** – [Get details.](#)

Integrity Life

- **Fixed Annuity rates** – [See the rates effective January 1st.](#)

Mutual / United of Omaha

- **LTC Riders: Understanding the Differences in Design** – [Learn more.](#)
- **Six Steps to Long Term Care Insurance Sales** – [Learn them.](#)
- **Disability Income Insurance** – [Watch this video about targeting the market for engineers.](#)
- **A policy from the Critical Advantage Portfolio can help with high deductibles** – [Learn more.](#)

Protective Life

- **Protective Indexed Annuity II and Protective Asset Builder now closed for new sales**
[Read the reminder and get transition rules and new option.](#)

Securian Financial

- **Changes to Indexed Life Portfolio** – [Get complete details.](#)