

# Weekly News

July 14, 2021

## Industry Articles

### Maine Adopts Annuity Best Interest Regulation

Fifteen states have installed the NAIC's sales standards model update. [Read the article.](#)

## American-Amicable

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### Introducing American-Amicable!

We are excited to announce our new carrier now available for Final Expense.

- A.M. Best rated "A" Excellent
- Financially strong and secure
- Broad portfolio of products (Term, WL, UL)
- One-page applications
- 3-day turnaround on most business
- E-App availability
- Up to \$500,000 to age 75 with No Exam
- Exceptional customer service
- Exciting optional riders
- Living Benefit Riders at no cost: Chronic Illness, Confined Care, Terminal Illness

Contact Jeff in our office (800-258-7296 / [jphilbotte@uuinc.com](mailto:jphilbotte@uuinc.com)) to learn more.

## American General

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**New Select-a-Term rates** – [See where they're coming in hot!](#)

**Refreshed rates on Accumulation IUL** – [Read about the Max Accumulator+ II IUL updates.](#)

### SECURE Act

The Setting Every Community Up for Retirement Enhancement (SECURE) Act of 2019 was drafted to assist in saving and investing for retirement. It contains a number of provisions to incentivize retirement planning, diversify the options available to savers, and increase access to tax-advantaged saving programs. It was designed to help American's save for retirement by:

- Repealing the maximum age for IRA contributions
- Increasing the required minimum distributions age to 72
- Reducing the "Stretch IRA" to 10 years if not an eligible designated beneficiary

Want to learn more? [AIG's Advanced Sales website](#) has consumer approved presentations, flyers and calculators to help!

Read the July 8<sup>th</sup> issue, including:

- Agile Underwriting+ (AU+): Fast decisions for fast-paced lives
- Over 120 products now available for self-service inforce illustrations
- New Select-a-Term rates
- New AAS Supplement Report now available in WinFlex
- Annual Anti-Money Laundering Training
- Download inforce reports on Connex
- Max Accumulator+ II IUL & 7702 updates

Fixed Annuity rates – [Download the rate sheets effective July 12<sup>th</sup>](#).

## American National

**Signature Protection IUL** is now available!

Signature Protection Indexed Universal Life provides customizable death benefit protection, while also building wealth safely in an account that's tied to the growth of the financial markets and protected from the downturns. [Download the brochure.](#)

**Signature Whole Life** – complete client satisfaction!

Signature Whole Life Insurance offers a financial safety net that provides a permanent layer of protection against unplanned events.

- Duration for the life of the insured up to age 121
- Guaranteed Death Benefits
- Guaranteed Cash Value
- Cash Value grows by earning interest at fixed rate
- Level premium amounts are paid throughout the life of the policy
- Potential Dividends
- Accelerated Benefit Riders offer potential to help if client falls terminally, chronically, or critically ill

Take a look at these two case studies:

**SIGNATURE WHOLE LIFE INSURANCE**

**Using Signature Whole Life in Estate Planning Situations**

Many overlook the importance of estate planning. However, setting affairs in order can help avoid a long, costly, and stressful probate process. Consulting with an estate planner will help you understand how to best use insurance to help you and your family.

**Estate Planning Objectives**

- 1. Asset Protection**
  - Provide protection for assets and beneficiaries
  - Provide liquidity for estate taxes
  - Provide liquidity for business succession
  - Provide liquidity for charitable giving
  - Provide liquidity for retirement planning
- 2. Name Available: Cash to Pay Estate Expenses and Obligations**
  - Funeral and transportation
  - Medical and hospital expenses
  - Probate costs
  - Income taxes
  - Charitable gifts
  - Estate planning and other expenses

Signature Whole Life Insurance provides a permanent layer of protection against unplanned events. It also provides a guaranteed death benefit and a guaranteed cash value.

**SIGNATURE WHOLE LIFE INSURANCE**

**Case Study: Estate Planning**

**OVERVIEW**

**The Need**

John and Mary are a middle-aged couple with three children. They are looking for a way to protect their family's future and provide for their children's education.

**The Solution**

Signature Whole Life Insurance provides a permanent layer of protection against unplanned events. It also provides a guaranteed death benefit and a guaranteed cash value.

**The Results**

John and Mary are now protected against unplanned events. They also have a guaranteed cash value that can be used for their children's education.

## Assurity

Assurity's in Forbes! [See what their CEO has to say.](#)

**How to Succeed with Smaller Employers**

Despite its name, the "small case" voluntary market is anything but. There are about 1.2 million employers in America with a workforce of 100 or less – and many of them are ready and willing to help their employees offset the rising out-of-pocket costs of healthcare.

In the [latest episode of Focus on Voluntary Benefits](#), Eastbridge Consulting Group Director of Research Services Ginger Bates joins us to take a closer look at the small case voluntary sales market. You'll learn:

- Which products are most important to employees
- Why tech-driven processes are a must for brokers
- Tips for approaching small case employers

## Bestow

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**Bestow is a little different** - [Check out these handy steps to success.](#)

## Genworth Financial

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### **In-Force Rate Action announcements:**

- [Multiple states](#) affected by Washington DC: My Future, My Plan
- [Arizona](#): Privileged Choice Flex

## Illinois Mutual

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### **Go with the winning combination of DI + BE for 2 sales in 1 conversation**

Small business owners need workers' compensation coverage for their employees. But some small business owners aren't aware of the differences between workers' comp, disability income insurance (DI) and business expense (BE) insurance. Do you want techniques for approaching this income protection conversation? Then download this white paper - [Talking Workers' Comp, DI and BE with Small Business Owners.](#)

## Lincoln Financial

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### **Important updates**

[See the important updates](#) from Lincoln regarding:

- Pricing of Lincoln TermAccel and Lincoln LifeElements Level Term products
- MoneyGuard changes in Washington State
- MoneyGuard product updates
- Lincoln's long-term care claims process
- Professional Advantage Program enhancements
- Digital billing and payments for term life policyholders
- NEW Enhanced Underwriting Upgrade Program
- Revised COVID-19 temporary underwriting guidelines

### **Fixed Annuity rates** – effective July 15<sup>th</sup>

- [National](#)
- [New York](#)
- [Lincoln OptiBlend 5 California](#)
- [Lincoln OptiBlend 7 & 10 California](#)
- [Lincoln MYGuarantee Plus California](#)

**Monthly market performance** – [View the client-approved snapshot.](#)

## Mutual / United of Omaha

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### **Maximum benefit amount on Guaranteed Refund Option (GRO) rider increased!**

For all applications signed July 8, 2021, or later, Mutual has increased the maximum benefit amount on their no-cost Guaranteed Refund Option (GRO) rider from 50% to 80% of the specified amount! [Learn more.](#)

## Express Newsletter

[Read the July 7<sup>th</sup> issue](#), including:

- Low Cost/High Value IUL product
- Automated Underwriting for instant decisions
- Customize your own LTC Postcard
- New to selling Long-Term Care Insurance? We have training videos.
- DI Underwriting Criteria
- Mutual Income Solutions highlights
- Instructions on co-branding Critical Advantage marketing material
- The Critical Advantage Portfolio differs by state. How does your state differ from the others?

## OneAmerica

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**OneAmerica has eased COVID restrictions on their Asset Care portfolio** – [Get details.](#)

**Fund LTC protection over time** - [Use income instead of assets with Asset Care Recurring Premium.](#)

**Care Solutions interest rates** – [See the new rates effective July 15<sup>th</sup>.](#)

## Pacific Life - Lynchburg

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**Pacific Life's temporary COVID-19 underwriting guidelines have been lifted** - [Read the announcement.](#)

**New rates for PL Promise Term Life Insurance** – [Get details.](#)

**Embark on a quicker underwriting journey with PL Swift Sailing accelerated underwriting!**

Offer clients up to \$2 million in life insurance coverage with no medical examinations, fluid draws, or APS. Set sail using these tools:

- [Overview Guide](#)
- [Prequalifying Checklist](#)
- [Swift and Smooth Flyer](#)
- [Client Flyer](#)
- [Pacific Life Strengths](#)

## Principal

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**Important changes to Know Your Customer Questionnaire** – Get details.

## Protective Life

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**Protective Indexed Choice UL and ExtendCare product changes** – [Get details.](#)

**Protective Lifetime Assurance UL**

[See for yourself](#) how it is an easy fit with the simplicity, flexibility and guarantees clients want.

## SBLI

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**Follow SBLI to Fenway!**

One qualifying agent can win 2 tickets to the Red Sox vs. Yankees game at Fenway Park September 24, 2021, including a travel voucher with a package value of up to \$1,500. To enter: Follow SBLI on LinkedIn from July 1, 2021-August 20, 2021. [Visit our Incentive Page for complete details.](#)

# Securian Financial

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## Take BOLD action with your business owner clients

Often, there are key people principally responsible for the growth and success of a company. Can you help your business owner clients keep them happy? Start now with a deep dive into the [BOLD \(Business Owner Life-stage Design\) Executive Compensation financial professional guide](#).

**SecureCare likely qualifies for WA Cares Fund exemption** – [Get details](#).

## Life & Annuity investment options

Effective April 30, 2021, the Ivy VIP Funds' investment adviser changed from Ivy Investment Management Company ("IICO") to Delaware Investment Management Company, a series of Macquarie Investment Management. Further, effective July 1, 2021, each Ivy VIP fund name will change as follows in [this link](#).

# Symetra

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**Symetra has removed most temporary restrictions to underwriting guidelines** – [Get details](#).

# The Standard

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## Family Care Benefit – a good reason to sell Standard DI!

Receive a monthly benefit if you take time away from work to care for a family member.

- Eligible Family Members: Spouse, Child, Parent
- A Benefit provided at NO COST
- Waiting Period begins on the First Day of the Family Member's Serious Condition

Contact Jeff in our office (800-258-7296 / [jphilibotte@uuinc.com](mailto:jphilibotte@uuinc.com)) to learn more.

# Transamerica

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## Updated Disclosure Statement Form

The updated form is shorter and easier to read. Feel free to review the updated disclosure forms for the [Final Expense Solutions Portfolio](#) and the [Transamerica Lifetime](#) applications now.

When to use the new form:

- Until July 30, 2021, you can submit either the old or new Disclosure Statement Form with the Final Expense Solutions Portfolio and the Transamerica Lifetime applications.
- Beginning July 31, 2021, you must use the new form.