

# Weekly News

March 24, 2021

## Industry Articles

### 7 Tips for Leading Group Virtual Meetings

The first step is to get the participants' attention. [Read more.](#)

## American General

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### What's in a name?

Have your clients updated their beneficiaries lately? Out of date name designations for beneficiaries could result in delays in the distribution of assets or passing property to the wrong person.

Life changes quickly. Make sure your client's wishes for asset dispersion are up to date and that their current beneficiary designations still meet their goals. Download the [Beneficiary Review Guide](#) and [Client Workbook](#) to help.

### Non-med expansion with twice the product and face amount

AIG has doubled up on their non-medical underwriting offering by expanding it on their protection focused IUL and doubling the face amount from up to \$500,000 to \$1 million! With easy non-medical underwriting on qualifying cases, it's simpler and faster than ever. [Learn more.](#)

### AIG Videos + Information = Opportunity

AIG has combined two of our most successful marketing tools together to bring their most impactful conversation starters to life. Share the high energy tools below with clients to help get the life insurance conversation started.

[Retirement](#)

[Health Care Statistics](#)

[Long-Term Illness](#)

### Annuity Connections Newsletter

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

- New income rider on Power Protector series of Index Annuities - 3/22/21
- American Pathway fixed annuities will no longer offer Activities of Daily Living rider - 3/22/21
- Retirement solutions from AIG
- NEW Power Index Premier® NY client video
- The Alliance for Lifetime Income financial glossary can help you simplify financial planning language for better client understanding
- Annuities in a zero interest rate environment
- Updated direct account memo

## American National

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### Provide affordable coverage today with flexibility for 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.](#)

**Training requirements for annuity sales** – [Get details.](#)

# Assurity

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## Nourishing Responsible Business: Whole Foods Market

When it comes to making a difference through business, not many companies have been giving back for as long as Whole Foods Market. In this two-part series, [Assurity's Good Business podcast](#) sits down with Nona Evans, Executive Director of two Whole Foods foundations, and Andres Traslavina, Director of Global Recruiting, to see how Whole Foods uses their retail footprint to make a difference around the planet.

# Genworth Financial

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## In-Force Rate Action announcement:

- [Missouri](#): Privileged Choice and Classic Select with Stable Premium Option & 1% Benefit Increase Option

# Integrity Life

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## Multigenerational Sales Idea

Grandparents can pass retirement income to grandkids and others. Integrity's multigenerational marketing materials can help you make it happen.

- [Case studies](#)
- [Video](#)

# John Hancock

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## Advanced Markets News

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

- The impact of taxes in retirement
- Latest Blog: Triple A" approach to estate planning, delving into the psychology around planning and offering solutions that can yield results
- Advanced Markets Fact Finders
- Advanced Markets Solutions Training Video

# Lincoln Financial

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## Lincoln Leader for Life Newsletter

[Read the March 15<sup>th</sup> issue](#), including:

- Pricing Update: Lincoln TermAccel Level Term (2019) – 03/15/21
- Pricing Update: Lincoln LifeElements Level Term (2019) – 03/15/21
- Indexed Account Rate Changes
- Lincoln DesignIt Illustration Updates
- Lab and Exam Status Updates
- Lincoln to Work with Policy Owners Impacted by USPS Delays in Maryland

# Mutual / United of Omaha

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**Talk to your clients about income protection** - This [fact finder](#) is a great way to start the conversation.

## Express Newsletter

[Read the March 17<sup>th</sup> issue](#), including:

- Life sales ideas to help boost your sales
- IUL Express: Protection that lasts
- Leaving a financial legacy for grandchildren
- Join the ILTCI 2021 in April

- LTC rate adjustments for Idaho and Massachusetts
- DI Target Market for Banking Officers
- CI Marketing Tools for Success
- CI Sales Idea: High Deductible Health Insurance
- Annuity Interest Rates

## OneAmerica

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**New for California:** Updated asset-based LTC loan/withdrawal process – [Read more.](#)<sup>+</sup>

## Pacific Life - Lynchburg

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### **Promise GUL**

Next time you are looking at term insurance for older ages, be sure to look at [Promise GUL](#). Chances are it is the better option.

**2020 Annual Report to Members and 2021 Proxy Mailing** – [Read the bulletin.](#)

### **Field News Monthly**

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

- Mining for Conversion Opportunities
- When Life Brings Upgrades...
- The Art of Writing an Underwriting Cover Letter
- Are You a Webinar Master?
- Term Reprice Coming Soon

## Principal

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### **New requirement for Disability applications**

Beginning April 1, 2021, the *Know Your Customer Questionnaire* will be required with all new applications for disability insurance or life insurance, where an organization/entity will be either the owner or paying the premiums. [Learn more.](#)

## Protective Life

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**Lifetime Assurance UL** is built to last and specifically designed for those seeking stability. Discover how [Protective Lifetime Assurance UL](#) can deliver a solid foundation of protection to your clients.

**Annuity rates** – [Download the latest rate sheets.](#)

## Securian Financial

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### **Life Lines Newsletter**

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

- 2021 tax reference guide
- How to look forward to taxes
- Using tax-advantaged dollars for Long-Term Care
- Financial schemes targeting seniors and vulnerable adults