

Weekly News

November 11, 2020

Industry Articles:

- **11 Scariest Retirement Statistics: 2020**
Many of these have at least something to do with Social Security. [Read more.](#)
- **15 Things Never to Say to Clients or Prospects**
Try these alternatives when you're not sure what to say. [Read more.](#)

American General

- **Why is a chronic illness rider important?**
Did you know that beyond 100 days, Medicare pays \$0 for long-term care services? Chronic illness riders for life insurance can help minimize unexpected financial strain due to a long-term illness by providing your clients funds while they are still living. [Share these facts.](#)
- **The clock is ticking on AIG's current competitive IUL products**
There will be changes to AIG's suite of IUL products beginning November 21, 2020 to comply with AG 49-A. ([View the training presentation.](#)) Their IUL products will have adjusted cap rates, Account Value Enhancement (persistence bonus) and max illustrated rates.

After these changes, AIG's IULs will continue to offer you and your clients valuable protection, strong cash value and other flexible features through simple, transparent product designs. [Check out their new IUL products, effective November 21, 2020.](#)

You can find IUL resources on [Retire Stronger](#). And be sure your agents use the new [Life with Confidence interactive IUL tool](#) to walk through with your clients.

- **The Early Cash Value Rider**
This optional rider improves early cash value on the policy and is available only to business sponsored or premium finance cases and will require additional financial and suitability review. Available soon on Max Accumulator+ II policies! [Learn more.](#)
- **Term conversions just got even better**
Fully underwritten Select-a-Term policies could be eligible to convert to a permanent policy with the Accelerated Access Solution (AAS) chronic illness rider. [Get full details.](#)
- **Death benefit for Max Accumulator+ II is increasing to \$1 million – [Get details and other enhancements!](#)**

American National

- **ASIA PLUS - one great annuity, two amazing opportunities – [Learn more.](#)**

Genworth Financial

- **In-Force Rate Action announcements:**
 - [Georgia](#): Privileged Choice Flex
 - [Oklahoma](#): Privileged Choice Flex
 - [Pennsylvania](#): Privileged Choice Flex
 - [Wyoming](#): PCS I & PCSII & Choice 1 w/Lifetime Stable Premium Option

Illinois Mutual

- **4 Tips to talk about Disability Income** – [Read the tips and examples for how to respond to clients comments.](#)

John Hancock

- **Helpful resources for a strong finish to 2020**
 - [Year-end planning video](#)
 - "Wait-and-see" loan and gifting solutions [flyer](#) and [video](#)
- **Why the planning rush by year end?**
[This latest blog](#) explores why so many estate planning practitioners are seeing a renewed interest in trusts and gifting.
- **Leveraging gifts with commercial financing**
Low interest rates present a unique and compelling opportunity for qualified high-net-worth clients to fund large insurance premiums using commercial premium finance loans. [See the value of this technique.](#)
- **Central Intelligence**
Stay current with important court rulings and legislative updates that impact our industry by checking out the summaries provided in [John Hancocks monthly Central Intelligence publication.](#)

Legal & General America (Banner and William Penn)

- **Payment processing issues**
LGA is experiencing issues processing credit card payments via PayPal for eDelivery. The PayPal and DocuSign teams are currently working to resolve the issue which we believe may be browser related. Until a fix has been implemented, they suggest you advise your clients to try the following workarounds:
 - Clear the cache on the device they are using by going into their browser settings
 - Try using a different browser (avoid using google chrome)
 - Try using a different device
 - Try allowing pop-ups

Fortunately, EFT payments are processing normally and can be used as an alternate payment method. LGA apologizes for any inconvenience and will notify you once the issue has been resolved.

Lincoln Financial

- **Talk to clients about cash value life insurance**
Whether clients want to protect their loved ones or their business, plan ahead for the unexpected, or supplement their retirement income, Lincoln has options. Let's see how cash value life insurance may fit into their plan.
 - [Watch the video](#)
 - [Retirement planning with cash value life insurance](#) – *client guide*
 - [Your estate planning questionnaire](#) – *client fact finder*
 - [Protect and grow your business](#) – *client guide*

- **SECURE Act mailing communication** – [Get details and see the sample communication.](#)
- **Lincoln Leader for Life Newsletter**
[Read the November 4th issue](#); including:
 - Lincoln WealthAccumulate 2 IUL (2020)
 - Lincoln WealthPreserve 2 IUL (2020)
 - Upcoming Illustration Changes for Indexed UL Products (AG49-A)
 - Online PHI for Lincoln MoneyGuard
 - Medical Reimbursement Best Practices
 - “In-Good-Order” Best Practices
 - 2020 Life Insurance Year-End Submission and Placement Guidelines
 - TIA for Lincoln MoneyGuard Discontinued in Montana
 - Additional Year-End Reminders
 - Now Available! – Paperless Contracting
 - Reminder – Manage Communication Preferences Online
 - Oregon Wildfire Emergency Order

Mutual / United of Omaha

- **Living Promise paper application for Arkansas** – [Read the update.](#)
- **Business Planning Strategies Using an IUL** – [See the sales idea.](#)
- **Help clients understand their IUL Express allocation options** - [Use this client-approved flyer.](#)
- **Recipes for LTC Success** – [These recipes can help you talk to clients about adding LTCi to their financial plan.](#)
- **Learn how clients could get back a portion of their disability income insurance premium payments**
 While some of your clients may understand the need for disability income insurance, they might still be reluctant of to purchase a policy if they don't think they'll use the coverage. Help your clients understand they if they select the [Return of Premium rider](#), they can get back a portion of their premium payments. [Watch a short video](#) on how the Return of Premium rider works.
- **Disability Income Target Market Profile – Architects**
[Learn how to prospect Architects](#) and how to start the conversation for disability income insurance.
- **Cancer Insurance**
 If your clients receive a cancer diagnosis, the [cancer product](#) can allow them focus on getting well, not worrying about finances. [It pays for out-of-pocket costs.](#)
- **The perfect complement to existing coverage** – [Learn about Critical Advantage.](#)

OneAmerica

- **Leverage Tax Free Benefits** – [See Part 2 of this series.](#)

Principal

- **Ideas for helping businesses grow in 2021** – [Get ideas AND year-end processing dates.](#)

SBLI

- **Have you heard about SBLI's Premier Pass Program?**
 This program gives clients who have recently purchased life insurance the opportunity to go thru an expedited underwriting process without the need for a medical test or paramedical exams. Essentially, [Premier Pass](#) offers a

simpler and more convenient way to help them:

- Purchase new whole life coverage without medical tests or paramedical exams.
- Double their coverage if they've been fully underwritten and approved by SBLI or an approved carrier in the last 3 years.

Please note - Premier Pass is not a guaranteed issue program, and some underwriting is necessary, but there is typically no need for new tests or exams.

[You'll find here](#) the parameters of the program, the process, eligibility guidelines, and more! Also, use this [customizable e-mail or letter message](#) to help get the word out!

- **2020 Year-End Processing Guidelines** – [See the important dates and guidelines.](#)