

Weekly News

November 4, 2020

Industry Articles:

- **10 Tax Planning Steps to Take Before New Year's Eve**
Wilmington Trust put together a guide for advisors and their clients. [Read more.](#)

American General

- **Having conversations with your clients about IUL can be hard**
It can be confusing and even a bit intimidating for your clients. But AIG's new interactive consumer tool - [Life with Confidence](#) - can help simplify the conversation. You can use it with your clients to explain IUL in an easy-to-follow and engaging format, so they can learn at their own pace.
- **The benefits of IUL**
AIG's IUL products - [Max Accumulator+](#) and [Value+ Protector](#) - are designed for your clients that are looking for permanent life insurance protection.
 - **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
 - **Low Cost Structure** – Its 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.

IMPORTANT NOTE: Current IUL products are available on applications received in good order on or before November 20, 2020. [Check out AIG's new IUL products, effective November 21, 2020.](#)

- **Can your clients afford a 20+ year retirement?**
Life insurance can help supplement clients' retirement with modern day policies that include benefits they can access while living. [Share these retirement facts with their clients.](#)

American National

- **Signature Performance IUL's Multiplier Plus**
AG 49A is changing the rules for IUL illustrations, but that doesn't mean that all multiplier crediting strategies are bad. Signature Performance IUL's Multiplier Plus indexed strategy still has the potential to have annual crediting rates as high as 18.4%.

In exchange for a small asset charge, Signature Performance IUL's Multiplier Plus crediting strategy still offers:

- Competitive cap rate (currently 11.5%)
- Guaranteed 60% Multiplier
- Minimized risk with 0% crediting rate floor

Also, unlike other products, the asset charge is only tied to this particular strategy and not the base policy, so at the end of the crediting segment year, you can move the funds to another available strategy and the asset charge goes away.

- Download the [Consumer Brochure](#)
 - Download the [Agent Brochure](#)
 - View the new [Client Guide](#)
- **Get more out of retirement with a Pension Maximization Strategy in a Pension Plan** – [Learn more.](#)
 - **2020 Qualified Plan adoption deadlines** – [Get details.](#)
 - **Protect businesses with Key Person Coverage**
Business owners carry property and casualty insurance to protect business assets, yet the most important asset of any business is the people who make the company prosperous. [Discover how Key Person Coverage can help your business-owning clients.](#)
 - **Form changes for life and annuities** – [Get details.](#)
 - **Annuity product rates** – [See the rates effective November 1st.](#)
 - **2020 year-end submission deadlines** – [See the important dates.](#)

Assurity

- **MyAssurity.com makes it easy for your clients with quicker payments and streamlined service**
[MyAssurity.com](#) is now simpler and easier to use for claims and other service requests online. Health claims, policy loans or withdrawals are all available at the touch of a button, and payments can be directly deposited into a bank account of the client's choice. All they need to do is answer a few quick questions or upload additional information if required.
- **Get essential critical illness sales tools**
Assurity's powerful sales tools make it easier than ever to bring affordable, flexible critical illness insurance to your clients. Show them the importance of CI with the [introduction video](#) and [critical illness quiz](#); then demonstrate its affordability with [Assurity's quick quoter](#).

That's not all. Prospecting is easier than ever with [consumer posts](#) and the [Critical Illness Seller's Guide](#). Get all of these tools and everything else you need at [criticaloutlook.com](#).
- **Expert-level tips for online enrollments** - [Listen to the podcast.](#)

Genworth Financial

- **Privileged Choice Flex** – [New procedure for reducing the Benefit Increase Option](#)
- **In-Force Rate Action announcements:**
 - [Alaska](#): Privileged Choice Flex
 - [Illinois](#): Privileged Choice & Classic Select with Stable Premium Option & 1% Benefit Increase Option
 - [Michigan](#): Privileged Choice Flex
 - [Mississippi](#): Privileged Choice & Classic Select with Flexible Benefit Option & 1% Benefit Increase Option
 - [North Carolina](#): Privileged Choice & Classic Select with 1% Benefit Increase Option

Illinois Mutual

- **Help labor workers protect their income**
Use the resources on the [Agent Forum](#), including:
 - Plumbers & HVAC Technicians
 - Carpenters & Electricians
 - Farmers & Ranchers
 - Mechanics
 - Truck Drivers
 - Roofers & Carpet Installers

Integrity Life

- **Indextra Fixed Index Annuity** – [See the 6 ways Indextra offers opportunities.](#)
- **Fixed annuity rates** – [See the rates effective November 1st.](#)
- **3 right-now reasons for Roth IRA** - [Learn more.](#)

John Hancock

- **Planning opportunities in a record-low interest rate environment** - [Listen to the podcast.](#)
- **In-force rate action notifications to take place in late November** – [Get details.](#)
- **Resources to help you reach your clients with diabetes**
Aspire is an insurance solution designed just for clients living with type 1 or 2 diabetes. Start the conversation with your clients who would benefit from Aspire by leveraging the resources available in the [2020 Aspire business building kit](#). You can also [learn more about Aspire here](#).
- **Why choose Protection UL and Protection SUL over guaranteed UL?**
The long-standing popularity of guaranteed UL (GUL) products is eroding, particularly among clients who see how John Hancock's Protection UL and Protection Survivorship UL minimize cost, maximize flexibility and often offer more overall value. [Download the UL Portfolio Sellers Guide.](#)
- **Planning opportunities in a record-low interest rate environment** – [Listen to the podcast.](#)
- **3 tips to jumpstart year-end** – [Read more.](#)
- **AG49-A** — [Learn how it will impact indexed UL illustrations.](#)

Mutual / United of Omaha

- **A Life Insurance Rider as a Long-Term Care planning solution**
LTC Awareness month is a great time to reach out to clients to discuss their planning needs. For some clients, a life insurance policy with a long-term care rider might be a planning solution to consider. [Learn more.](#)
- **Life Protection Advantage IUL – SPOTLIGHT!**
This product offers a full 100% return of premium after years 20, 21, 22, 23, 24 & 25 for qualifying policies. This [Guaranteed Refund Option \(GRO\) rider](#) is included at **no cost** and provides peace of mind to your client, especially considering what we have seen recently.

In addition to the GRO rider, your client can add Mutuals' industry leading LTC rider. If they do not qualify for the LTC rider or don't want to pay for it, the client will **AUTOMATICALLY** get their [Chronic Illness rider](#) regardless of age, face amount or rate class, ALWAYS. This gives the client access to up to \$1,000,000 or 80% of the death benefit (whichever is less) for each policy in force. *Note: maximum of \$500K or 80% in California.*

- **IUL Express client video** – [Share it with clients to provide visual examples of how the IUL Express policy works.](#)
- **Disability Insurance for Physicians** - [Learn how to prospect physicians and how to start the conversation for DI.](#)
- **Covering the Gaps** – [Read this real-life example of why clients may be looking to fill gaps in their financial plan.](#)
- **Annuity interest rates** – [See the decreased rates effective November 1, 2020.](#)

OneAmerica

- **Annuity Care & Annuity Care II updates**
Effective November 21, 2020 pricing updates will be made to the Continuation of Benefits (COB). [Get details.](#)

Pacific Life - Lynchburg

- **Louisiana Disaster Relief** – [Read the bulletin.](#)

Protective Life

- **Offer chronic illness coverage to the right clients, at the right time**
[This guide](#) to outline three ideal client profiles who could benefit the most when adding a rider to their policies.
- **Some IUL's work best for \$500,000+ of coverage** - When your clients need \$500,000 or less in coverage, [show them Protective Indexed Choice UL.](#)
- **Executive UL – *NEW PRODUCT***
This product is designed to reward highly compensated employees with benefits beyond what may be available through their group term plan. Executive UL can be tailored to meet the needs of both the company and the executive and is administered by Dye & Eskin who is an industry leader in this market. It's not a group plan as the policies are generally owned by the individual executives; but does have a minimum requirement of 25 lives.
 - [Download the product guide.](#)
 - [Download the producer guide.](#)
- **Advantage Choice UL pricing changes** – [Get details.](#)
- **Enhancements to ExtendCare rider** – [Get details.](#)
- **Improvements to Velocity program** – [Get details.](#)
- **2020 Holiday schedule and year-end processing guidelines** – [See the important dates.](#)
- **Annuity interest rates** – [Download the latest rates.](#)

Prudential Financial

- **Help clients reap tax advantages for retirement with life insurance**
As a complement to traditional retirement plans, cash-value life insurance offers valuable death benefit protection as well as tax advantages that can help clients in retirement. These these materials from [The Benefits of Life Insurance in Retirement](#) interactive flyer can help.
 - [Cash Value Life Insurance in Retirement Planning](#)
 - [The Tax Advantages of Life Insurance](#)
 - [The Tax Challenge: Managing When and How You're Taxed](#)

- [Achieve Your Goals In a Tax-Efficient Way](#)
- PruLife Index Advantage UL is now available in CA, DC, OR, PA & RI – [Get transition rules.](#)
- Term conversions – [Get tips to help ensure a smooth process.](#)
- PruSign updates and changes – [Get details.](#)

Symetra

- **Year-end business deadlines**
Please mark your calendars with these important year-end business processing deadlines:
 - All underwriting requirements be received at Symetra by **December 7**.
 - Final issue requirements for life new business should be received by **December 18**, for both daily and weekly commission schedules.
 - Symetra will continue to process and place business through **December 31**.
- **AG49A** – [See the transition rules and UL crediting rate changes.](#)
- **Underwriting guidelines** – [See the latest updates.](#)

Transamerica

- **LTC Rider Changes in CA** – [Get details.](#)