



America's Foremost Insurance Brokerage Network

TMA Product, Marketing and Underwriting Hot Spots

August 2020

AIG:	<ul style="list-style-type: none"> Today's journey to retirement is much different from our grandparents' era. Now a road to retirement can sometimes be a little bumpy or have some unexpected turns. Share this short engaging video with your clients so you can help make their road a little less bumpy. Learn more about Max Accumulator+ IUL with non-medical underwriting.
American National:	<ul style="list-style-type: none"> Everything your clients need to know about Signature Performance IUL in one brochure.
John Hancock:	<ul style="list-style-type: none"> Today's new normal brings its own set of considerations and challenges when it comes to balancing work, personal and family-care responsibilities. To help make this transition easier for your employees, staff and business, share one (or all) of the following 60-second videos with them. Each video gives quick tips on how to make the new normal just a little more ... normal. Get the videos.
Legal & General America:	<ul style="list-style-type: none"> Lower Monthly Modal Factor and New Term Rates! Check out our updated term webpage to find administrative guidelines, product specifications, marketing materials and more. View the GA Administrative Guidelines and Broker Administrative Guidelines.
Lincoln National:	<ul style="list-style-type: none"> Our Guaranteed Issue and Simplified Issue underwriting solutions can help achieve efficiencies when implementing our business insurance strategies. Learn more.
North American:	<ul style="list-style-type: none"> Check out this new flyer for two hypothetical Smart Builder case studies and three advantages of life insurance worth sharing.
OneAmerica:	<ul style="list-style-type: none"> Check out this client approved video (registration required to view video) highlighting lifetime benefits.
Pacific Life:	<ul style="list-style-type: none"> To learn more about the underwriting methodology we use, reference our recently-updated underwriting guidelines brochure. Knowing the guidelines can help ensure your client's application and underwriting process goes smoothly.
Protective Life:	<ul style="list-style-type: none"> Read this bulletin and use the materials on our website to learn more about offering permanent protection through this faster and less invasive under writing process.
Prudential:	<ul style="list-style-type: none"> Learn about the underwriting and capacity, financial strength, advanced planning team support, and flexible product solutions that make Prudential a leader in this market.
SBLI:	<ul style="list-style-type: none"> Protect Gen X & Gen Y with SBLI. Click here to get the Social Media Kit - a step-by-step guide and ready to use content that can help your harness the potential of social media and help grow your business.
Securian Financial	<ul style="list-style-type: none"> Securian Financial is here for you and your clients when a digital or no-contact solution is the best way forward. We can help you get in front of prospects, complete and submit an application, deliver the policy and even service your in-force business. Learn how these tools and more can help you grow your business.
Symetra:	<ul style="list-style-type: none"> Get materials that will help you to help your clients add predictability by leveraging alternative assets with life insurance.
Transamerica:	<ul style="list-style-type: none"> Life might get a little easier for your clients when they find a customizable final expense solution. Built to meet many client needs, the <i>Final Expense Solutions Portfolio</i> offers easy underwriting from an experienced, highly rated insurer. It's a solution that can help do more for your clients' peace of mind without them having to do more to get it. Continue reading.
United of Omaha:	<ul style="list-style-type: none"> We not only have an LTC Rider on our IULs, we also have a Chronic Illness Rider, which is included automatically for those who either don't qualify for or choose not to purchase the LTC Rider. Get more information.