



America's Foremost Insurance Brokerage Network

TMA Product, Marketing and Underwriting Hot Spots

December 2021

AIG:	<ul style="list-style-type: none"> We live in a world that's increasingly focused on instant gratification. For life insurance, we are speeding up the underwriting process to help clients get the protection they need FAST—through Agile Underwriting+ (AU+) available on our IULs. If you are not familiar with AU+, don't worry! Check out this short, informative video.
American Amicable / Occidental	<ul style="list-style-type: none"> Download the following to get more information about Senior Choice Whole Life Insurance offered by American Amicable / Occidental: Agent Guide, Client Brochure, Grandchild Rider & Prearrangement Instructions.
American National:	<ul style="list-style-type: none"> Check out the American National Plan for Life Sales Ideas piece and click here for Quick Signature Term and Signature GUL Quotes.
Bestow:	<ul style="list-style-type: none"> We're excited to offer a year-end bonus program to your agents. Between 11/1/2021 and 12/31/2021, they can earn \$25 per submitted application and an additional \$125 cash bonus for each paid policy. Get all of the details.
John Hancock:	<ul style="list-style-type: none"> Learn more about the next round of in-force rate action notifications taking place in late November.
Legal & General America:	<ul style="list-style-type: none"> Help find the right solution for your clients with our marketing materials, sales ideas, presentations and more. Access the Brand Resources.
Lincoln Financial Group:	<ul style="list-style-type: none"> If you want to give your business clients an edge, check out the Lincoln MultiLife Underwriting Program!
Nationwide:	<ul style="list-style-type: none"> Today and every day, Nationwide provides tools and resources that can help Americans plan. Such as how to help clients choose the best life insurance product, to advanced topics, such as small-business planning, our resources cover a wide range of subjects to address what matters most. Click here to learn more!
North American:	<ul style="list-style-type: none"> Help clients take more control over their financial futures with North American's client tool for Builder Plus IUL 3 indexed universal life insurance (IUL).
OneAmerica:	<ul style="list-style-type: none"> The need for long-term care doesn't just affect your clients, it affects their entire family. Show them how Asset Care can help protect their loved ones for a lifetime with these new resources. Read more.
Pacific Life:	<ul style="list-style-type: none"> Learn more about how PL Swift Sailing Accelerated Underwriting has gotten even better!
Protective Life:	<ul style="list-style-type: none"> Watch this video to learn how to effectively work with widows by learning what to say and not to say.
Prudential:	<ul style="list-style-type: none"> Doing life business with Prudential can have a positive impact on your business. Learn more about how Prudential's client solution concepts, practice management tips, and legacy of strength and financial security can help you meet clients' life insurance challenges head on.
SBLI:	<ul style="list-style-type: none"> SBLI is pleased to announce the launch of a new sales contest where you could win 2 Boston Celtics tickets to a marquee match-up during the 2021-2022 NBA season.
Securian Financial	<ul style="list-style-type: none"> We recently made enhancements to our Obstructive Sleep Apnea (OSA) guidelines. Clients with OSA and treated hypertension can now be considered for better than Standard rates.
Symetra:	<ul style="list-style-type: none"> Symetra SwiftTerm is a winner of a 2021 Gartner Eye on Innovation Award for Financial Services in the Americas region! Read more.
Transamerica:	<ul style="list-style-type: none"> Offer your clients the opportunity to upgrade their life insurance protection by sharing our new TransMatch consumer flyer.
United of Omaha:	<ul style="list-style-type: none"> On December 1, 2021, we are updating the iPipeline product type drop-downs. Here's everything you need to know.