

Signature

Financial Brokerage

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This Week's Highlights

There are ten selling points you need to know about the John Hancock's Indexed UL Products. [Check it out!](#)

Principal is making it easier than ever to get your cases issued! [Find out how](#)

If your client requests a long term care rider to be included with their life insurance, give them some good options. [Click here to find out the options available](#)

Life Insurance

Choosing Indexed-Linked Accounts with Confidence

This piece from Principal helps you and your clients choose an indexed-linked account with confidence, providing illustrations on how the different crediting methods work, 25 years of hypothetical historical results and definitions for several IUL terms - such as Cap Rate, Floor, Segment and more. Brush up on your indexed universal life knowledge [here](#).

Zurich Addresses Concerns About NLG Early Premium Payments

A new endorsement added to Zurich policies will help to eliminate any negative policy impact associated by the early payment of planned premium, in most instances. [Learn more](#)

Shareable Videos from Transamerica Helps Convert Prospects to Clients

It's time to help clients think about protecting their families using life insurance with living benefits. Start now by sharing these [videos](#) with your prospects and clients.

Lincoln MoneyGuard II Now Offers More Choice for Clients

New advantages include a choice of ROP options, flexible premiums for 1 to 10 years, a couple's discount and a harmonized commission payout. [Learn more](#)

Expand Your Business with Women

85% of the buying decisions in the home are made by women. [Expand your business](#) with women using these tools from Prudential.

Anticipate and Answer Client Questions About AXA's LTC Rider

This guide helps you anticipate and answer client questions in regards to how the LTC rider benefits and charges are treated according to the IRC. [Learn more](#)

Annuities

Great American Makes Commission and Product Changes

Great American lowers the maximum issue age for Secure American from 89 to 88. Trail commissions will be eliminated. [Learn more](#)

AG Indexed Annuity Product Update

American General refreshed the AG Choice Index 10 and Power Index Plus effective February 18, 2014. [Learn more](#)

Mark Your Annuity Calendar

Annuity industry news and projections for 2014. [Read the article](#) on Producer's Web.

No Caps and Premium Enhancements

ANICO offers and indexed annuity with No Cap and a 2% premium enhancement. [Learn more](#)

Annuity Rates Changing

[Principal](#)

[EquiTrust](#) Builder Bonus Index approved in additional states.

[Genworth](#)

Underwriting

Genworth 360 LifeView Underwriting Guide

To help you understand how to place more cases, Genworth has provided the 360 LifeView Underwriting Guide. [Learn more](#)

Quick Links

[Annuity Hot List](#)

[Life Hot List](#)

[5 Steps to Annuity In Good Order](#)

[Annuity Suitability Training](#)

[Contracting](#)

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