

## News and Business Drivers

August 8, 2023

### Two-minute update



Rachel Smith, Senior Director of Account Management, delivers pertinent updates to increase your revenue.

[Watch video](#)

### Learn the ABCs of AG49-B and how it affects IUL

Listen to the latest episode of John Hancock's [Hancock Talks podcast](#), and dive into a timely conversation about how recent changes to IUL illustration guidelines may affect the industry. You'll gain insights on:

- The history of IUL illustrations and how they've evolved
- AG49-A's recent changes and how the industry has responded
- Best practices to explain IUL and compare products
- What to expect next and ideas for improvement

### Carrier updates

- Upcoming webinars:
  - [Prudential – August 10 at 1 p.m. CT](#): Explore how SLATs (spousal lifetime access trusts) work and how they can benefit your clients and your business.
  - [North American – August 16 at 11 a.m. CT](#): Get tips on how to present IUL products to clients.
  - [John Hancock – August 16 at 1 p.m. CT](#): Learn about John Hancock's updated IUL portfolio.
- Celebrate your success and connect with other top financial professionals at Concourse Financial Group's 2024 Forward trip for qualifying industry leaders! Next year's trip will take place July 24-28 at the Four Seasons Hotel Boston. Qualification requirements and more information to be announced soon.
- Prudential has agreed to reinsure a portion of its guaranteed universal life block with Somerset Re. [Read more](#).

### Life insurance and underwriting updates

- John Hancock [has updated](#) their Accumulation IUL product.
- **Underwriting Spotlight with Wendy Arther:** Clients who have cancer history can be challenging to project a final underwriting outcome. It's important to ask your client key questions to get the answers that will help our underwriting team guide you to the most competitively priced product and carrier. [Learn more](#).

### Annuity updates

- [View top annuity rates](#), as of August 7.

### Hybrid long-term care (LTC) updates

- Mutual of Omaha is having an LTC sales contest that can help you earn a 5% bonus! [Learn more](#).
- OneAmerica:
  - [State-mandated LTC tax activity](#) is on the horizon. See the [importance of LTC planning](#) in light of these mandates.
  - The joint option on OneAmerica Asset Care will include the [4% acceleration option](#).
  - The company [has increased](#) the minimum guaranteed rate for Annuity Care II from 1% to 2.55%.
  - Check out [these Long-Term Care Planning Studies](#) on perspectives both advisors and clients have about LTC.

### Insights from Ronnie Hamilton,

### Advanced Sales

Due to continued inflation and potential recession concerns, more than half of business owners are making changes and say their business growth has been impacted.<sup>1</sup> Steps to create a financial plan can give your clients ideas to help navigate uncertainty and build long-term resiliency. Learn more in [this article](#) from Principal.

Your way forward.

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CFAFP.4956335 (06.23)

<sup>1</sup> 2023 Principal® Sentiment survey of small and midsize employer customers (541) and employees (262) conducted between April 25 and May 7, 2023.

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