CONCOURSE
FINANCIAL GROUP AGENCY

News and Business Drivers

August 1, 2023

Two-minute update

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

Watch video

Introducing Forward 2024

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. Stay tuned!

Carrier updates

- Prudential has agreed to reinsure a portion of its guaranteed universal life block with Somerset Re. Read more.
- 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.

Life insurance and underwriting updates

- North American updates:
    - The company has made updates to their rating guidelines.
    - The interest rate on the Premium Deposit Agreement in the Premium Deposit Account has changed from 2.50% to 4.00%.
    - A new high par Fidelity index option is now available.
- Allianz has increased cap and par rates for the Life Pro+ Advantage 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 July 31.

Hybrid long-term care (LTC) updates

- Get to know Nationwide's CareMatters Together joint LTC asset-based solution by watching this webinar replay.
- As of July 15, new business interest rates for OneAmerica Care Solutions products have increased.

Insights from Ronnie Hamilton, Advanced Sales

Many high-net-worth clients are prioritizing estate planning with trusts and life insurance to capitalize on the current high estate tax exemptions before they sunset in 2025. The question of how to fund these trusts can be a big decision in the overall estate plan. Having the ability to illustrate various funding options based on the individual client's situation can be the key to getting them to act.

John Hancock Advanced Markets has expertise in trust funding and financing as well as the ability to illustrate and compare up to six different options on one page, tailored to the individual client.

Your way forward.