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June 16, 2026

## American National

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### Annuity Watch

#### [In this issue:](#)

- New Digital Rate Page
- Loyalty Rewards program
- Rate Certainty Annuity - Stability with guarantees
- Palladium Multi-Year Guarantee solutions

## Corebridge Financial (American General)

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### 72% of Gen Xers share this retirement fear

Most Gen Xers fear outliving their money. By converting to permanent coverage with [Accelerated Access Solution \(AAS\)](#), you provide a solution that protects their family today and their lifestyle tomorrow.

- Maintain the death benefit they trust while building a permanent foundation.
- Prevent a health crisis from depleting their retirement assets with accessible living benefits.
- Lock in permanent protection without the need for a new medical exam.

Learn more about [Gen Xers concerns](#). Help clients prepare for the [rising costs of healthcare](#). See [term conversion resources](#).

### Secure their future with a term conversion

Transitioning your clients to permanent coverage today can provide the long-term security they may need. Visit the "[Term-to-Perm Pivot](#)" page for resources!

## John Hancock

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LTC in-force rate action notifications for late June – [Get details](#).

## ExpressTrack: Faster IUL approvals - up to \$5M with no exams

ExpressTrack at a glance:

- No labs or exams
- Accelerated decisions (often within days)
- Available on face amounts up to \$5 million
- Smooth, fully digital application experience
- Available across our full IUL lineup

[Learn about John Hancock's IUL products.](#)

## Register for Vitality PRO and discover the points you've already earned

[Vitality PRO](#) rewards you for the eligible things your clients do in their Vitality Program — like reaching their next status by earning Vitality Points. Now there's a new way for your Vitality members to earn points, just by spending time outside. [Get more point-earning-tips and share them with clients.](#)

## Deliver UL and IUL faster — and grow your business with it

John Hancock has expanded their enhanced digital policy delivery experience to newly issued UL and IUL products - designed to help you move faster, close more cases, and create a better client journey. [See the edelivery guide.](#)

## Living Longer. Healthier. Better.

[In this issue:](#)

- The next evolution in longevity preparation – partnership with MIT AgeLab
- Strengthening our commitment to cardiac health – partnership with GoRescue
- April Symposium highlights: Advancing the future of Longevity
- Top stories

## MassMutual

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### Simplify your Life & DI conversations

While each client's financial goals are unique, their journey follows a familiar pattern of evolving needs — one that calls for protection strategies that can adapt, grow, and support what matters most at every stage of life.

This new [Client Life Cycle framework](#) designed to help you align the right Life and Disability Income solutions to where each client is today — and where they're headed next — through more personalized, needs based conversations.

### New Living Well Rider

The [Living Well Rider](#) is now automatically added to eligible whole life policies at issue, including innovative benefits at no added cost:

- Multi-cancer early detection through GRAIL's Galleri test
- Disease risk detection from Genomics Health Insights Test for proactive health planning
- Everyday mental health support via the Wysa Assure app

## Mutual / United of Omaha

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### The Closing Concept

#### Giving Adult Children the Gift of Options, Not Dependence

Life insurance can offer more than protection - it can be a long-term financial advantage, especially for young adults.

Income Advantage IUL policies issued at ages 19 and 21 can become a powerful tool for the future. In this Closing Concept, we look at a real story of a father who wanted to add a layer of support for his sons without compromising his own estate plan or discouraging independence. Watch the [video](#). Download the [concept](#).

## Express Newsletters

### [In this issue:](#)

- Our Indexed Universal Life Products Deliver
- Confidence Starts with Transparency- IULs
- Protecting the Non-Working Spouse with Critical Advantage
- Cancer and Heart Disease Trends: What Clients Need to Know

### [In this issue:](#)

- Simple. Flexible. Built for Income Potential
- Go All In on IULs
- Term Life Answers - Why Term Still Leads
- Long-Term Care Claims Value Overview
- Reminder! Use Our New Long-Term Care In-Force Quoting Tool
- Critical Advantage vs. Other CI Products: What Sets It Apart?
- Beyond Health Insurance: Where Critical Advantage Fits in a Client's Financial Plan
- Annuity Awareness Month: Lead with Mutual of Omaha Annuities
- Annuity Interest Rate Updates Effective June 1, 2026

## Nationwide

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### Simplified screening designed to help support retirement needs

CareMatters Annuity features simplified underwriting with minimal medical requirements, eligibility screening questions, and suitability guidelines, providing long-term care benefits tied to annuity contracts for qualified applicants. [Learn about their simple underwriting.](#)

### Using a SPIA in Medicaid planning

Income Promise Select helps convert assets into Medicaid-compliant income streams, aiding eligibility when structured per federal rules and attorney guidance while aligning with state requirements and long-term care planning needs. [Learn more.](#)

### Convert excess assets into a meaningful legacy

[Nationwide Heritage Single Premium Whole Life](#) helps clients turn excess retirement assets into a larger legacy, supported by resources to guide FPs from initial conversations through implementation.

## North American Annuity

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### The retirement income conversation just got easier

Income Pay Pro fixed index annuity (FIA) is stepping up this summer with competitive Lifetime Payment Percentage (LPP) increases across all ages – creating stronger guaranteed lifetime income opportunities across a broader range of retirement conversations.

Combined with an 8% guaranteed roll-up and increasing income options, Income Pay Pro continues to offer a compelling guaranteed lifetime income story both now and while clients wait. [Run an income quote in seconds.](#)

## OneAmerica

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### Care Solutions News

#### [In this issue:](#)

- Empathetic curiosity: What a true Claims Concierge really means
- Greater visibility into exam and lab status for Flex cases
- Podcast: Finding your caregiving community
- 2025 annual report: Serving through strength
- Looking ahead: Alzheimer's & Brain Awareness Month

## Field News Monthly

### [In this issue:](#)

- Life Uncomplicated: GUL vs. Term
- Selling Life Insurance to Gen Z
- A Full-Picture Approach to Underwriting
- Engage and Retain Female Clients

## Prudential Financial

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### June Sales Strategy: Estate Planning for All

Estate planning is a core component of every client's financial plan. [Use this month's resources](#) to show all clients how estate planning can help them create a lasting legacy that's more than just the wealth they leave behind.

## Securian Financial

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### Updated chronic pain guidelines support smoother underwriting

Securian has enhanced their chronic pain underwriting guidelines to reflect modern pain management practices and support more consistent outcomes. [See their approach and learn why it matters.](#)

### Income Protection Flex Agreement (IPA Flex)

See how IPA Flex can help financial professionals improve income potential through smarter Indexed Universal Life (IUL) design. From tobacco and table-rated cases to income-focused strategies, IPA Flex may help create stronger outcomes without increasing premium. [Explore resources.](#)

### The Scoop

#### [In this issue:](#)

- IPA Flex and IPA rate updates boost income potential
- Update to thoracic aorta underwriting approach
- Inside Own It with our Director of Advanced Sales
- Stop letting volatility stall LTC conversations

## Symetra

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### Sales Flash

#### [In this issue:](#)

- June 10 webinar - Are all IULs built to go the distance?
- Protector IUL & SwiftProtector: Built to last
- Build your clients' IUL knowledge
- Symetra informal underwriting guidelines
- Get on the fast track with Symetra's Accelerated Underwriting Program
- Why estate planning conversations shouldn't wait