



June 17, 2025

American National

Annuity information

- [Smart Start Accumulator client brochure](#)
- [Palladium MYG Max client brochure](#)
- [Rate Certainty client brochure](#)

Athene

IRA Beneficiary Rules after the SECURE Act

- Watch the [webinar recording](#)
- [IRA Beneficiary Rules After the SECURE Act](#)
- [Secure Act Spouse Inheritance Options](#)

Corebridge Financial (American General)

Start retirement conversations across several generations

No matter what generation, it's never too early (or too late) to learn how life insurance can fit into a robust retirement plan. Access the conversation starters!

- [Millennials](#)
- [Generation X](#)
- [Baby Boomers](#)

Policy delivery for foreign national clients is now easier

Did you know your foreign national client may not be obligated to stay in the United States if documents need to be signed? Limited Power of Attorney (LPOA) may be used if a case meets certain criteria. [Learn more.](#)

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

The Great Wealth Transfer: Insights with Adrienne Penta

Adrienne shares essential insights to help you guide your clients through the anticipated \$70 trillion wealth transfer to the next generation. [Listen to this new podcast.](#)

Explore LifeCare's modern approach to hybrid insurance

[Watch this quick video](#) to see how LifeCare can help your clients plan the best-case scenario as they age.

Advanced Markets News

In [this issue](#):

- Navigate the world with wealthy global citizens
- Central Intelligence
- Business planning doesn't have to be taxing

Legal & General America (Banner and William Penn)

More coverage, no extra policies

Get more protection without having to sell multiple policies.

LGA's [Term Riders](#) let clients customize their coverage — adding protection for a spouse, child or business need — all in one simple, affordable policy.

How it helps you:

- Upsell without hassle — just a smooth transition to a longer term
- More coverage flexibility as their needs evolve
- A straightforward way to increase case size

MassMutual

New UL Guard and SUL Guard marketing materials now available

MassMutual recently announced their new UL Guard and SUL Guard products, designed for clients who want permanent life insurance and low-cost death benefit. Use these marketing materials in anticipation of the July 19 launch.

- [UL Guard Producer Guide](#)
- [UL Guard Product Snapshot](#)
- [UL Guard Playbook](#)
- [SUL Guard Producer Guide](#)
- [SUL Guard Product Snapshot](#)

MMSD Underwriting

In [this issue](#):

- Competitive underwriting retention, strength in managing large cases and reinsurance relationship
- MassMutual Adopts Swiss Re Life Underwriting Guide
- Revised Med Spa Underwriting Guidelines
- Navigating Impairments webinar – June 11

Mutual / United of Omaha

Express

In [this issue](#):

- Understanding your Exposure with Telephone and Text Solicitations
- IUL Historical Rate Flyers updated with May 2025 rates
- Reminder: IUL Policy Updates effective June 1, 2025
- Help clients protect what they've worked a lifetime to build
- Boost your LTCi outreach with a powerful consumer video
- By complementing existing coverage with Critical Illness, Cancer, or Heart Attack/Stroke Insurance, you offer clients greater peace of mind and control when they need it most

In [this issue](#):

- Facts that reinforce the need for the LTC Rider
- Term Life Express: Protect what matters most
- Important IOLI and STOLI Reminders
- LTC Riders: A smart solution for dual protection
- LTC costs are outpacing inflation - Why it matters
- Rising out-of-pocket costs: Why clients need Critical Illness coverage
- Disaster relief notification - Kentucky severe storms

Pacific Life - Lynchburg

Maryland Disaster Relief Order – [Read the notice.](#)

Prudential Financial

High-Net-Worth Client Concerns

Engage high-net-worth clients by discussing customized strategies and solutions that address their unique needs and challenges. For these clients, life insurance can be a powerful tool to enhance their financial plan with death benefit protection and the flexibility to achieve other critical goals. [See the sales idea on Prudential's Trimester Sales Strategies site.](#)

Securian Financial

Help clients plan for those with special needs

There are unique challenges that having a loved one with a disability brings to the estate planning process. Securian's [Estate Planning, Individually Centered \(EPIC\) program](#) can help you design a strategy that fits your clients' needs

Lower charges, Higher growth potential

When it comes to life insurance, charges matter — especially over time. Low charges — especially in the early years — mean more of your clients' premium dollars go to work for them, helping to accelerate accumulation and build long-term value. With [Eclipse Accumulator II Indexed Universal Life \(IUL\)](#), you can offer a solution that stands out and has the lowest total charges by year 20 among top industry competitors.

Symetra

Sales Flash

In [this issue](#):

- Now available in California: Two Nasdaq-100 Index strategies for Accumulator Ascent IUL
- Build your clients' knowledge about IUL
- High-net-worth foreign national program updates
- Is an Annuity Max Strategy right for your clients?
- A.M. Best affirms Symetra's financial strength