



Do you worry that the rising tide of IUL sales is passing you by? With IUL sales growing much faster than life insurance sales overall, it's important that you become a source for IUL sales training and product knowledge.

IUL University is a 4-part webinar series designed to teach you how IULs work and how IULs are sold. The webinars are hosted by AIG, Allianz, Lincoln and John Hancock. Each webinar focuses on a different part of the IUL story.

Part 1 - Why IUL?

Joe Ross, Mike McFadden with AIG

Click [here](#) for recording.

Part 2 - Mechanics of IUL

Mike Kubovec, National Sales Director with Allianz

Click [here](#) for recording.

Part 3 - IUL Loans

Keith Tower, Steve Sabol (Creative Director of Competitive Market Solutions) with Lincoln

Click [here](#) for recording.

Part 4 - Tips/Tricks with IUL Illustrations

April 25th at 12:00 PM EDT

Adrian Wan (Director and Actuary), Meredith Elliot with John Hancock

Register [here](#).