

MONTHLY SPOTLIGHT

August 2018



American General is a leading provider of life insurance and has strong financial ratings from each of the major rating agencies: A.M. Best: A, S&P: A+, Moody: A2

UNDERWRITING NICHES

- Admitted cigar use up to one per week, negative nicotine, no other tobacco use in 5 years can qualify for Non Tobacco rates Preferred Plus
- Issue up to \$1.5 Million for a non-working spouse (age 59 and younger)
- Table ratings based off of Standard Plus (Tobacco or Non Tobacco) rates that are less than Standard rates
- Competitive Foreign National/ Foreign Travel guidelines
- Mother/father family history only; sibling history is disregarded
- Family history is not used over age 65
- No longer require stress tests for any age/ face amount requirements
- Underwriting programs, such as
- Preferred Offsets and Healthy Credits
- Table B to Standard is available on Individual IUL and GUL up to age 70
- Enhanced guidelines for Chinese and Filipino Foreign nationals
- No EKG required under \$10 million (ages 70 or younger)
- If rated term cases in-force and less than 10 years old consider converting now. Table A, B may be able to convert to Standard

UNDERWRITING NICHES

- Inspection Reports: no longer needed on cases \$10 Million and below; age 70 and below
- Tax Transcripts: no longer needed on cases \$5 Million and below
- No longer require medical exams to be completed for applicants under insurance age 71; this includes cases over \$10 Million where medical exams had previously been required. For all applicants under insurance age 71, required Paramedical Exams (along with other age and amount requirements)

SALES OPPORTUNITIES

- LIS/AAS combo riders: Life Insurance you don't need to die to use
- IRA 2-pack: Sales Ideas and Opportunities for IRA Wealth Transfer
- Life to the Max (client approved marketing campaigns teaching clients IUL, and protection of common fears in retirement
- 10-10-10 - GUL that gives you a return of Premium, residual Death Benefit and Chronic Illness Protection -- All in one product
- Retirestronger.com: videos and consumer approved materials
- LTC vs. Chronic Illness: Complete program that shows your producers the intricate differences between these two riders

SALES OPPORTUNITIES

- Contribution, Accumulation, Distribution: Sales concept using Accumulation Insurance

PRODUCT FEATURES

- Rated Term and Large Face Term (\$1 million or more)
- Return of Premium on GUL products (UL and SUL)
- Guaranteed Cash Value in GUL products
- Optionality Feature: Ability to take Cash Value out of GUL without losing Guaranteed Death Benefit
- Combination Chronic Illness and Lifestyle Income Rider (Life Insurance you don't need to die to use)
- 2 Index UL Products: giving you specific, unique solutions for IUL scenarios
- Value + Protector: Inexpensive protection based IUL, with mortality guarantee and .75 basis point guarantee starting in year 6
- Select-A-Term: Able to choose any term duration between years 15-30
- Max Accumulator - Strong Accumulation IUL (very competitive in Accumulation sales design)
- Chronic Illness Rider - Non-permanent rider that increases with an increasing Death Benefit

For more information, please contact your brokerage manager.

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