

From the Brokerage Manager's corner....

General Agents Insurance Network (GAIN)

Your client can fund a life insurance policy through SPIA payouts.

How does this work?

1. Client applies for a life insurance policy with company A and will be notified of the premium needed to guarantee coverage on approval of policy.
2. Client then purchases a single premium immediate annuity (SPIA) to cover the life insurance premium payments plus taxes on the interest earned.
3. Client can instruct the company that issued the SPIA policy to send a portion of the payout to company A directly and the balance to the client to cover income tax on the interest earned.

With this arrangement, client has a life insurance policy

- which leaves a much higher death benefit to heirs
- reduces the taxable estate
- and does not have to worry about the periodic premium payments needed to ensure continuation of coverage.

The client is also able to make good use of a lump sum of money that is not needed right now.

This lump sum can be pooled together from other assets such as de-

ferred annuities, municipal bonds, etc which are not performing well for the client.

With this, the client gets the best of both Worlds!

Please note that the above is a sales concept and financial advisors are not tax experts. Please advise your client/s to consult a tax advisor to understand the implications of implementing this concept.

Sales Idea:

Reviewing your client's existing policy annual statement can result in a new sale for you. We can help you with the process of reviewing your client's current insurance portfolio and suggest solutions to meet client's insurance needs/objectives at no cost to you.

All we need from you is the client's most recent policy annual statement (required for permanent policies) and a write up of your client's current health condition. You could also use a general questionnaire to collect health information.

We will work with you all the way to a new sale!

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Inside this issue:

Client with Diabetes and CAD.	2
Product and Carrier info sheet.	3
GAIN Staff Changes	3

Use Tele Life for your term business

It is a 1 page application (yeah!!) from an A+ rated carrier!

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Need details about TeleLife, call us at **800-847-6426.**

“GAIN by doing business with GAIN”.

If you have a client with diabetes and coronary artery disease (CAD) applying for insurance.....

Underwriters will view your client as a huge mortality risk.

The reason being type 2 diabetes clients are a major risk factor for CAD and CAD is the major mortality cause for clients with type 2 diabetes.

Simply put, diabetics are more likely to develop CAD than non-diabetics.

How can you facilitate underwriting your client?

- The client should be informed at the start that he/she will not be eligible for a preferred classification. Getting insurance might be a challenge depending on the severity of the medical condition. The client should expect to pay a higher premium due to increased mortality risk.
- While filling the application, it is important to ask all non medical questions (usually part 2 of the application) as stated. An agent once asked me, Can I ask the client a

simple question such as “do you have any medical problems and if his/her answer is no, can I mark all questions as no?” The answer is NO. All questions have to be asked individually. This will give the underwriter a head start on the case before medical records are received.

- On the application, the name of the doctor/s visited for treatments/follow-ups must be provided with complete address and phone number. To expedite the underwriting process, it is a great idea for the agent or client to get the medical records and send it in with the application. Some facilities might not release the records to the agent due to client privacy concerns. It is always a good idea to get the client involved in procuring the records. All medications taken should be mentioned with dosage and frequency of intake as prescribed.

- Underwriters will appreciate a good cover letter from the agent specifying lifestyle and habits of the client, if known to agent such as exercise routines, controlled food habits, if diabetes is under control, etc.
- To get preliminary offers, it is always suggested to use separate diabetes and CAD questionnaires so that all important information is collected to get an accurate quote. It is important to note that if the client’s A1C is equal to or greater than 9 and he/she has CAD, getting insurance might not be possible.

Set the expectations right from the beginning with your client.

Call GAIN at 800-847-6426 and talk to an associate if you need help with a potential case. Diabetes and CAD questionnaires are available on our website.

Visit www.gain1776.com

Product and Carrier Information sheet

- **Write Term/UL** with AIG/American General, American Amicable, American National, Assurity, AXA, Banner, Genworth, Indianapolis Life, John Hancock, Lincoln Benefit, MassMutual, Old Mutual / F&G, North American, Ohio National (TX only), Prudential, Presidential Life and West Coast Life
- **Write Single premium UL** with Indianapolis Life, John Hancock, North American and West Coast Life
- **Write Second to Die/ Survivorship** with AIG/American General, AXA, Genworth, John Hancock, Lincoln Benefit, MassMutual, Prudential and West Coast Life (Term only)
- **Write Whole Life** with AIG/American General, American National, Assurity, AXA, John Hancock, MassMutual and Ohio National (TX only)
- **Write Annuities** with AIG/American General, American National, Assurity, Fort Dearborn Life, John Hancock, Lincoln Benefit, MassMutual, North American, Old Mutual / F&G, Presidential Life and West Coast Life
- **Write Impaired Risk** with Assurity (DI cases only), Banner, John Hancock, North American, Prudential and West Coast Life
- **Write Advanced Market / Estate Planning cases** with AIG/American General, AXA, Genworth, Indianapolis Life and MassMutual
- **Write Final Expense** with American Amicable, Guarantee Trust Life and Presidential Life
- **Write Disability Income (DI)** with AIG/American General, Assurity, Mass Mutual and Ohio National (TX only)
- **Write Long term care (LTC)** with Genworth, John Hancock, MassMutual and Prudential
- **Write Critical Illness (CI)** with AIG / American General and Assurity.

GAIN Staff Changes:

I have greatly enjoyed working with all our valuable agents/associates over the past 4 1/2 years. My learning has been immense and I will always cherish the kind words of encouragement spoken and respect shown by all. I have decided to move to Canada in pursuit of new opportunities. GAIN and all of you will remain close to my heart for many years to come. You will continue to receive excellent service on all your cases by the GAIN team.

Please call us on your next case to experience the GAIN advantage!

Signing off with great memories..... Poornima PL

**General Agents
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Visit us at
www.gain1776.com and
check out our lead
reimbursement program!

Look no further for resources....

- Do you know the benefits of a critical illness policy?
- Have you talked to your client about a return of premium policy?
- Heard of a cash value term product?
- Are you talking about an Equity Indexed UL product to your conservative client?
- Do you know how your client's family history can affect his/her insurability?
- Have you heard of paid up policies for funding college expenses?
- Heard of a second to die term?
- Have you heard of getting paid 1st year commissions two years in a row?
- Heard of a single premium UL product?
- Want to know the latest interest rates for CD type annuities?
- Do you need help with advanced marketing concepts/ Client presentations/ Promotional materials...?

Talk to a GAIN Associate today!
