

Weekly News

February 4, 2026

American National



[In this issue](#) of **Annuity Watch**:

- Discover the Power of a Smart Start
- Uncover Client Needs with Ease
- California Form Updates for Strategy Index 7 & 10
- Empowering Future Generations: Annuity Solutions for Millennials and Gen Z

Annuity rates – [See the rates](#) effective February 1st.

John Hancock

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

Introducing the new Protection IUL featuring enhanced performance + SmartStart Segments

John Hancock is excited to announce the launch of Protection IUL 26, now stronger than ever with competitive pricing, enhanced performance potential and SmartStart Segments that offer immediate growth potential and easier policy management. See the [launch details](#). Explore [John Hancock's IUL solutions](#).

Introducing Vitality PRO – a bold new way to reward our distribution partners

This unique and innovative program adds significant value for your actions and recognizes you not only for your sales success but also for your clients' engagement. [Watch the video](#) and find out how John Hancock Vitality PRO can help you take the lead.



[In this issue](#) of **Advanced Markets News**:

- New year, new inflation-adjusted numbers and new planning opportunities
- Charitable planning after H.R. 1
- Discover what JH Solutions can do for you

Lincoln Financial Group

Actively managed for growth. 100% downside protection.

Introducing 1 Year Capital Group Dividend Value ETF Participation account

A new way to help clients access growth and address concentration risk, available only with a Lincoln [OptiBlend](#) fixed indexed annuity — all at no cost.

- Exclusive to Lincoln — an industry first for fixed indexed annuities
- 100% active management — primarily focused on dividend-paying stocks from larger established U.S. companies
- Outperformed the S&P 500 since inception — take a look at the [ETF results](#)
- 100% downside protection — your account value can only go up, never down

MassMutual

DI for Attorneys

To help financial professionals decide if their attorney clients would be a good match for disability income (DI) insurance, [read this case study](#) illustrating three different insurance options to start the DI conversation.

Mutual / United of Omaha

The Closing Concept

The One Resolution Every Parent Can Actually Keep: Mutual of Omaha's Simplified Issue Life Products

Most young parents would rather tackle a week's worth of laundry than shop for life insurance. Between the confusing jargon and the myth that it's only for the ultra-wealthy, many families put it on the back burner.

But as financial peace of mind tops New Year's resolution lists this January, you have the solution. Mutual of Omaha's Simplified Issue products bridge the accessibility gap that often leaves children vulnerable. Protecting a family's future shouldn't be the hardest part of parenting. As a trusted partner, you're helping clients secure their legacy — without the headache.

- Watch the [video](#).
- Download the [strategy](#).
- [4 Simple Steps to Sell IUL Express](#)
- [Simplified Issue Insurance Products Overview](#)
- [IULE Consumer Flyer](#)



[In this issue](#) of **Express**:

- Exciting Enhancements Coming Soon to Sales Professional Access
- The Power of Low-Fee IUL Design
- Overcoming the "I'll Self-Insure" Objection to LTCI
- Agent LTC Tax Guide Update: SECURE 2.0 Act
- "That Won't Happen to Me": Addressing Risk Perception for Critical Illness
- The Hidden Costs of Recovery After a Critical Illness

Ultra Advantage fixed index annuity – [See the rates](#) effective February 2nd.

Fixed annuities – [See the rates](#) effective February 2nd.

Nationwide

From procrastination to action: Gen X's retirement wakeup call

Gen Xers often postpone retirement planning until their 50s, but economic pressures now push them to catch up quickly, increasing contributions and seeking guaranteed income solutions like annuities. [Learn more.](#)

Help maximize business stability with COLI and BOLI strategies

Institutional insurance solutions like corporate-owned life insurance (COLI) and bank-owned life insurance (BOLI) can help businesses fund executive benefits, attract talent, and support long-term financial stability beyond traditional policies. [Learn more.](#)

Optimize Social Security strategies

Nationwide's [Social Security 360 Analyzer](#) is a tool that can help FPs optimize clients' Social Security filing strategies through personalized reports, break-even analysis, and income planning integration for potentially higher benefits.

Enhance expertise and earn valuable CE credits

Nationwide's [thought leadership and continuing education \(CE\) offerings](#) are designed to help FPs deepen client relationships by being well-informed about the subjects they care about.

OneAmerica

Asset Care enhancements debut in CT, DC / Flex underwriting in CT, DC FL, NJ – [Get details.](#)



[In this issue](#) of **Care Solutions News**:

- Long-term care without tradeoffs: Flexible benefits and true support when it matters most
- The moment of truth
- Experience matters in claims support
- A guide, not just a process
- Confidence: From planning through claim
- One complete solution
- Interest rate updates
- Flex eApp enhancements

Protective Life

Address 3 common concerns during Insure Your Love month

Insure Your Love month is the perfect time to help clients show their love through life insurance — but having these conversations can be challenging. These resources can help you guide clients and respond to these common concerns.

- ***"Life insurance is too expensive."*** Show clients how affordable life insurance can be and the cost of not having it. [Download the infographic.](#)
- ***"I don't know how much coverage I need."*** Easily calculate how much life insurance clients need to protect what matters. [Download the worksheet.](#)
- ***"Buying life insurance isn't a priority right now."*** Identify opportunities to educate clients on the value of life insurance. [Access the guide.](#)

In The Loop



[In this issue](#) of **In the Loop**:

- 2025 year in review
- Transition from XRAE to Paperless Solutions Group eValueate
- 2025 tax documents
- February is Insure Your Love Month
- Credit and debit card changes effective end of month

Securian Financial

SecureCare IV is now available

With [SecureCare IV](#), our newest long-term care (LTC) and nonparticipating whole life insurance policy, we built on the foundation you know and added key enhancements to accelerate you and your clients' success.

- Raises the bar on early claim support in the industry by offering access to some benefits during the 90-day elimination period and retroactive payments once the elimination period is complete
- Expands payment flexibility by adding a new 20-pay premium duration
- Delivers 100% of the full monthly LTC benefit for clients who go on claim internationally
- Guarantees the death benefit will be at least equal to premiums paid if the LTC benefits are never used

All backed by pricing that stays on the cutting edge of today's market. SecureCare IV is now available in all states except CA, CT, DE, IN, MT, ND, NJ, NY, SC, and SD.

Expanded preferred rates for mildly elevated liver enzymes – [Get details](#).

A look back at our 2025 underwriting enhancements – [See the key enhancements](#).

Symetra



Sales Flash

[In this issue](#) of **Sales Flash**:

- SwiftTerm earns recognition from top publications
- New partner portal enhancements
- On-demand video library
- Fast Facts: 2026 tax updates
- 2026 Symetra IUL sweep dates
- High-net-worth foreign national program
- Reach out to clients about their life insurance?
- New year, new brand campaign

Western & Southern Financial (Integrity Life)

Fixed annuities – [See the rates](#) effective February 1st.