

Weekly News

March 11, 2026

American National



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

- Recognized Among the Best
- Accelerate Your Clients' Growth Potential
- New! All-In-One Training Guide
- 2025-2026 Tax Guide
- Retirement Planning Guide

Corebridge Financial (American General)

Empower women to control their financial future

March is Women's History Month. It's a good time to remember the unique financial challenges women face, and how life insurance can be part of their plans to better prepare for their future.

Did you know?

- 84 cents are earned by women for every dollar a man earns.
- 5.9 years is the average amount of time women outlive men.
- 2 of 3 of those suffering from Alzheimer's disease are women.

Start important conversations about these realities. Share these [compelling statistics](#).

Index Annuities – [See the rates](#) effective March 9th.

John Hancock

Expanded index options = more ways to strengthen IUL performance

Protection IUL and Accumulation IUL products now include enhanced indexed account parameters and a new diversification opportunity. [Learn more](#).

Lincoln Financial Group

Simplify Roth conversions

Give your clients a faster, easier path toward tax-efficient retirement planning. With Lincoln Financial's streamlined Roth IRA conversion process – available through our fixed indexed annuities – you can eliminate the confusion and extra paperwork that often slow conversions down.

Five ways we simplify Roth IRA conversions:

- **One application. One checkbox.** - Forget managing multiple forms or duplicate applications. A single application and one simple checkbox initiate the conversion process.
- **Only two contracts that mature together** - Clients receive just two contracts -- one Traditional IRA and one Roth IRA — with the same surrender schedule
- **Flexibility for future conversions** - Clients can convert any amount, at any time, without completing a new application or opening a new contract.
- **Optional tax withholding** - Lincoln can handle withholding directly from the conversion amount, helping simplify your clients' tax planning.
- **Not ready yet? The option stays open.** - Clients can always establish a Roth IRA later with a new application if they choose to convert in future years.

[Share the client flyer.](#)

MassMutual

DI Underwriting enhancements expand access and simplify income protection

The Military program has been enhanced and streamlined and starting professional BIR eligibility for medical and dental students and residents is now easier with no calculations needed. [Learn more.](#)

Mutual / United of Omaha



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

- Why IUL Express
- No Illustrations. Just the Numbers.
- Make the Most of Sales Professional Access for Your Social Media Strategy
- Add a Critical Advantage When Discussing Life Insurance
- "It Probably Won't Happen to Me": Rethinking How Clients View Risk

North American Annuity

Turn this replay into a client conversation

In case you missed it, North American recently hosted a [special session](#) showcasing our Financial Home Makeover magazine and website. In this replay, you'll see:

- An overview of the Financial Home Makeover concept
- A walk-through of the five stages of financial planning
- A closer look at our exclusive, client-friendly magazine
- A tour of the [Financial Home Makeover website](#), including digital resources and the online assessment tool

Income Pay Pro just got stronger

Income Pay Pro offers guaranteed lifetime income with an embedded guaranteed lifetime withdrawal benefit (GLWB) rider (for a charge). With Lifetime Payment Percentages (LPPs) recently increasing, your clients can now obtain higher guaranteed lifetime income.

What does this increase look like? Levels LPPs (Individual) are now:

- Age 65 → 7.30%
- Age 70 → 7.80%
- Age 75 → 8.30%

Higher ages now cross the 8% threshold – creating powerful positioning in retirement income conversations.

Plus, the Guaranteed GLWB rider features:

- Lifetime Payment Amount (LPA) options – level or increasing
- Nursing Home Multiplier – double LPAs when needed most
- LPA Reserve – defer all or a portion of LPAs for future flexibility

Anti-money laundering (AML) – [See the reminder.](#)

Protective Life

Classic Choice term reward - reminder

The Protective Classic Choice term incentive is an easy way to earn gift cards for qualifying term life submissions. Eligible agents will receive a gift card for issued term policies submitted from Feb. 23-March 31 and placed in force by April 30. Plus, every submitted application receives an entry to win one of 3 \$1,000 gift cards!

- 2 in-force policies = \$100 gift card
- 3 in-force policies = \$200 gift card
- 4+ in-force policies = \$500 gift card

Agents who haven't sold a Protective Classic Choice term policy can earn a \$100 gift card for one in-force policy. Get complete details on [UUI's Incentives Page](#).

Prudential Financial

March sales strategy: Risks to Retirement

Visit the [Trimester site](#) for the sales kit. Download the [Planning for the Reality of Living without a Spouse](#) consumer flyer. View the [Unlocking the Living Benefits of Life Insurance](#) article.

SecureCare IV coming soon to CT, NJ and SD

[SecureCare IV](#), Securian's newest long-term care (LTC) and whole life insurance policy, will launch in Connecticut, New Jersey and South Dakota on March 18th.