

# Weekly News

March 25, 2026

## American National

---



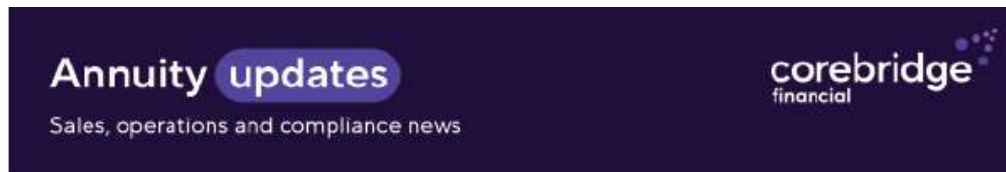
[In this issue](#) of **Annuity Watch**:

- Recognized Among America's Most Trusted Companies
- Protection with Potential
- American Equity IncomeShield

## Corebridge Financial (American General)

---

IUL Interest Rate updates – [See the bulletin and rate flyers.](#)



[In this issue](#) of Annuity Updates:

- It's time to get the annuity conversation started
- The Elite Producer Compensation program – end of quarter is approaching!
- New York Regulation 60 ("Reg 60") – reminders to avoid delays
- Update to annuity contract delivery process
- Arkansas Replacement Memorandum – field addition

Fixed annuities – [See the rates](#) effective March 23<sup>rd</sup>.

## Gerber Life

---

COMING SOON: Text Signature – [Get details!](#)

## Deliver an IUL that gives strong illustrated performance AND a seamless process

*What can affect an IUL case:*

- Complicated policy reviews
- Limited index choices
- A slow new business process

*Close the gaps with John Hancock*

- SmartStart Segments for clearer first year policy reviews
- More diversification (Nasdaq, S&P, Barclays)
- Competitive decisions, with streamlined underwriting to \$5M via ExpressTrack

Download the [Accumulation IUL producer guide](#). Download the [Protection IUL producer guide](#).

## New Fixed Index Loan option

A new Fixed Index Loan (S&P) account is now available on Accumulation IUL 26 — offering a notable income lift for clients focused on retirement income planning.

*What's new?*

A guaranteed loan charge rate and guaranteed bonus rate on loaned values, plus stronger long-term income-solve potential compared to Accumulation IUL 24. These updates aim to make indexed loan conversations more straightforward.



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

- Help your clients retain, recruit and reward their top talent with multi-life solutions
- Shine at 5% with our new IUL products
- Covering all the "what-ifs" of longevity planning
- March 25 webinar - Get an edge on your IUL sales
- Podcast - The next big thing coming to life insurance
- Last chance to win FIFA World Cup tickets
- Service spotlight: Online address changes

# Lincoln Financial Group

---

## RMDs eating into client legacy?

A lot of clients are concerned while watching RMDs slowly chip away at what they plan to leave their loved one.

[Scenario #2 in this collection of case studies](#) shows how a Lincoln annuity with Estate Lock helped one client meet RMDs and still protect the full investment amount for their beneficiaries. It's a nice way to calm those "forced withdrawal" concerns.

# The Lincoln Leader

[In this issue](#) of the **Lincoln Leader for Fixed Annuities:**

- NEW: FIA Income Annuities
- Product and rider details
- NEW: Lincoln Indexed Annuity Income Calculator
- NEW: New Indexed Accounts on FlexAdvantage
- Digital Rate Sheets Launch
- Introducing Paperless Annuity Carrier-to-Carrier Replacements
- IRA contribution information
- NEW: Statement on Demand
- Updated Tax Filing Deadlines
- Market Intel Exchange
- Recent phishing emails impersonating Lincoln
- Why Lincoln? Key Facts
- Holiday Hours
- Forms update

## MassMutual

---

### UL Guard - Guaranteed Protection Built for Long Term Planning

Why should MassMutual's UL Guard be considered as a permanent life insurance solution for clients age 45-75? [Take a look at the standout features.](#)

Producer Statement form changes – [See details.](#)

## Mutual / United of Omaha

---



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

- Term Life That Does More
- Sell More Than a Death Benefit
- In-force LTCi Rate Adjustments Effective June 1
- Long-Term Care Personal Worksheet Form Changes Effective April 1
- Protecting the Non-Working Spouse with Critical Advantage
- Creating a Critical Illness Conversation That Converts: Tips for Producers
- Your Snapshot: Ultra Advantage FIA Benefits

## North American Annuity

---

Charter Plus fixed account and MYGA rate increases – [Get details.](#)

## OneAmerica

---

2026 Long Term Care Market Outlook - [Click here](#) to get the full report and watch the webinar recording.

### In The Loop



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

- Don't miss out on our term life incentive
- A smarter way to view your life insurance business
- Accelerated underwriting enhancements now available in California
- Executive Exam Substitution Program
- New payment options for Lifetime Assurance UL
- Download 2025 tax documents now — secure, easy and online

## Securian Financial

---

### Life insurance multi-tool

Elevate your clients' overall financial strategy. Use [Life Insurance as a Financial Tool \(LIFT\)](#) to help them:

- Protect their family
- Supplement their retirement income
- Leave a lasting legacy

This [financial professional guide](#) will show you how.

### Coming soon to Oregon! Eclipse Accumulator II IUL

Securian's new and improved Indexed Universal Life (IUL) product-, Eclipse Accumulator II IUL - will be available in Oregon beginning Monday, March 30, 2026. [See the announcement and explore the product.](#)

### SecureCare IV now available in CT, NJ & SD

SecureCare™ IV, Securian's newest long-term care (LTC) and whole life insurance policy, is now available in Connecticut, New Jersey and South Dakota. [Discover the sales tools.](#)