

# Weekly News

May 13, 2026

## American National

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### Safe Money Thoughts

Periods of financial uncertainty often leave clients searching for stability and protection. Fixed annuities offer strong guaranteed solutions, and American National can help you deliver the secure strategies your clients are looking for. [Learn more about the benefits of fixed annuities.](#)

## Athene

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### Non-Spouse Inherited IRA Support

Support for Non-Spouse Inherited IRAs now available on select Athene products - giving you more flexibility when working with beneficiaries following the SECURE Act changes.

Effective May 4, 2026, you can submit business where the "Deceased Relationship to Annuitant" is a non-spouse, subject to product eligibility and administrative guidelines. [Learn more.](#)

## Corebridge Financial (American General)

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Fixed annuities – [See the rates](#) effective May 11<sup>th</sup>.

## John Hancock

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### Planning opportunities after tax season

[In this new episode of Hancock Talks](#), an attorney breaks down how to leverage the post-tax season window and how it can strengthen your planning conversations.

You'll hear about navigating recent tax legislation changes, strategic retirement asset management, and the role of life insurance in comprehensive legacy planning.

# Lincoln Financial Group

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## Capital Group Dividend Value (CGDV) ETF Participation

If you have clients looking for growth potential, but are concerned about concentration risk, this strategy offers a powerful solution.

### 1 Year Capital Group Dividend Value (CGDV) ETF Participation

- Available only with Lincoln — an industry first for fixed indexed annuities
- Tracks an ETF with 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 — client's account value can only go up, never down
- All at no cost

[See the flyer.](#)

# Mutual / United of Omaha

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

- Income Advantage IUL - the Smartest Way to Grow This Spring
- Long-Term Care In-Force Quoting Tool
- Long-Term Care Claims Value Overview
- Add a Critical Advantage When Discussing Life Insurance
- How Critical Advantage Insurance Supports Your Lifestyle During Illness

# Nationwide

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## CareMatters Annuity launching in South Carolina

Effective May 11, 2026, CareMatters Annuity will be available in South Carolina.

[CareMatters Annuity](#) is Nationwide's latest cash indemnity long-term care (LTC) solution; and is already active in Compact states and includes the following features:

- Simple application with just 6 underwriting questions
- LTC benefit is triple or double contract value
- Interest rate guaranteed for life of contract
- Joint coverage option to help protect 2 lives

# North American Annuity

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## The conversation clients avoid, but families remember

When families are forced into end-of-life decisions without a plan, the emotional weight can be overwhelming. But when those conversations happen ahead of time, they become something else entirely...an act of care.

Lori Seaton, Head of Market Enablement, shares her perspective as a daughter navigating unexpected loss and discovering first-hand the difference preparation can make. [Read her story.](#)

## VersaChoice 10: now even more competitive

With recent rate increases, [NAC VersaChoice 10 fixed index annuity \(FIA\)](#) is now even better positioned to help your clients pursue strong accumulation potential.

## Are you reaching every client you could be?

Build trust and unlock new client opportunities. [Tune in](#) for a conversation about empowering financial professionals and their clients, focusing on our new Spanish-language materials initiative.

You'll hear more about:

- How the Spanish-language materials initiative came to fruition
- Why these offerings matter from both an agent and client perspective
- Where we're headed next as we continue expanding our language initiatives

## OneAmerica

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Care Solutions interest rates – [See the rates](#) effective May 15<sup>th</sup>.

## Pacific Life - Lynchburg

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[In this issue](#) of **Field News Monthly**:

- Pacific Life's Year in Review
- Pacific Life Ranked #1 in Partner Satisfaction
- PL Promise Term Reprice
- Life Insurance for Blended Families
- Make Policy Access Simple

## Protective Life

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### Accelerated underwriting has arrived in New York

This streamlined approach helps deliver faster decisions with a less invasive experience. Advanced analytics personalize underwriting based on each applicant's unique profile, making the process faster and more convenient.

Program guidelines include:

- Ages 18 45: Maximum face amount \$2,000,000, subject to product availability
- Ages 46 60: Maximum face amount \$1,000,000, subject to product availability
- Available risk classes: Select Preferred, Preferred, Standard Non Tobacco for all ages and face amounts

Please note that different accelerated underwriting guidelines may apply for applicants aged 50 and younger with face amounts of \$1 million or less. In these cases, available risk classes may vary.

# Prudential Financial

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## May Sales Strategy: The Extended Care Conversation

The [May sales kit](#) includes:

- A new 2 min. video: Melissa Reece, RVP, shows how the BenefitAccess Rider helps empower clients to protect their financial legacy.
- An on-demand webinar (less than 10-min.) featuring Momentum IUL with BenefitAccess Rider.
- A new article: Rethinking Life Insurance as a Living Asset: Learn why life insurance deserves a place in clients' investment portfolios.

# Securian Financial

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## SecureCare IV now available in DE, IN, ND and SC

SecureCare IV is Securian's newest long-term care (LTC) and whole life insurance policy. With this release, SecureCare IV is now available in all states except California, Montana and New York. [Discover SecureCare IV sales tools.](#)

## Stronger accumulation starts with better design

Updated Income Protection Flex Agreement (IPA Flex) and Income Protection Agreement (IPA) rates are increasing income potential, with average max distributions now up to 11 percent higher on average compared to policies without. The lift is even stronger for some key segments.

This gives you a timely reason to rethink how you design life insurance policies for accumulation and income.

[In this article](#), Securian broke down what they changed and where it matters most.

## BOLD solutions for business owners

[Business Owner Life-stage Design \(BOLD\)](#) is a ready-made marketing program for financial professionals to use with business-owner clients.

BOLD helps you guide business owners to the right solution for their current business life stage. Whether they're fully operational, focused on attracting and retaining key talent, or planning for retirement, BOLD has a solution.

# Symetra

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## Symetra's IUL index crediting method makes a difference

Symetra index credits are based on beginning segment values, not the average or ending segment values. That can make a big difference over time, producing:

- Higher segment balances
- Greater index credits
- Stronger long-term performance

In fact, this little difference can translate into tens of thousands of dollars for your clients. [See how it works.](#)

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*Please note: UUI does not offer variable products.*