

Weekly News

June 17, 2026

Athene



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

- Are you ready for the next generation of clients?
- Serving the sandwich generation
- The hidden power of tax-deferred growth: Understanding annuity tax benefits
- Will your client's retirement income keep up with inflation?
- 8 tips from financially successful women

Corebridge Financial (American General)

Max Accumulation+ III IUL is Getting Stronger – and More Diversified

An important update to Max Accumulator+ III is coming June 29, 2026. This product update is designed to enhance your accumulation story and client conversations. [Get details.](#)

Index annuity rates – [See the rates](#) effective June 15th.

Fixed annuity rates – [See the rates](#) effective June 15th.

John Hancock

Strengthen every IUL case with living benefits + Vitality

When you offer our leading Protection IUL and Accumulation IUL products, your recommendations automatically gain added value through a comprehensive suite of living benefits designed to meet today's extended-care and wellness needs. [See the benefits.](#)

Lincoln Financial Group

What if a retirement income plan could do more?

Retirement isn't just about stopping work. It's about making the numbers work – and addressing key client concerns:

- *Will my savings last?*
- *Will my legacy make an impact?*
- *How can I protect them both?*

[Watch this video story](#) to help address client concerns through all the phases of retirement planning.

Can LTC Premium Be Deductible?

Yes, in certain situations, premium on the MoneyGuard Fixed Advantage (2025) can be deductible. Want to start leaning how and when? [Watch this short, 6-minute video.](#)

Don't Let the Family Outcome Fall Short

When we use a lifetime income rider on an FIA, the goal is simple: shift longevity risk off the client's shoulders and create guaranteed income they can't outlive.

That works extremely well... if the client lives a long life. But retirement doesn't follow a single path. A 65-year-old couple has a 74% chance at least one lives to age 90. Yet not every client will reach the averages.

The gap: If a client passes away early, beneficiaries often receive only the remaining account value - often just what's left of the client's own money. That's not maximizing the family outcome.

The Solution: [OptiBlend Income](#) + [Estate Lock](#)

- ProtectedPay Lifetime Income Rider → protects against living too long
- Estate Lock Death Benefit → protects against passing too soon. With Estate Lock: Beneficiaries receive the full premium back (if account value > 0)

MassMutual

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[In this issue](#) of **debrief60**:

- For a limited time, get a complimentary 5x7 photo frame
- New one-pager: A Portfolio Built for the Client Life Cycle
- New Living Well Rider for eligible whole life policies
- ICYMI: Disability Income Awareness Month Toolkit
- Join our monthly webinar series
- New Life Underwriting updates
- Review the Cardiomyopathy and Lupus recaps
- DI Underwriting changes enable faster, simpler business processes
- New WL 100 Success Story
- From IUL to Whole Life: A Client Case Study
- Producer delegate enhancement launched March 31 on the MMSD Portal
- A legacy of purpose. A future of possibilities.

Mutual / United of Omaha

Annuity Awareness Month – get the tools to build confidence

Mutual of Omaha gives you [straightforward resources](#) designed to make annuities easier to explain.

The Closing Concept

Balancing Coverage, Cost and Life Stages:

What do you do when a client needs substantial protection but has a limited budget?

This edition of The Closing Concept explores how financial risk changes over time and how advisors can layer term and permanent coverage to deliver maximum protection during high-risk years while maintaining long-term flexibility and sustainable premiums.

This real-world scenario, using our expanded face amounts on Term Life Express®, walks through how stacking coverage can help clients meet today's needs without overextending tomorrow.

- Watch the [video](#).
- Download the [concept flyer](#).



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

- A Simple Way to Protect Children and Their Future
- IULs: Built for the Way Clients Think Today
- Start Every LTC Conversation with What Matters Most: Your Client
- Why Inflation Protection Is a Critical Part of the Long-Term Care Conversation
- Turning a Difficult Conversation into a Valuable One: Positioning Critical Illness Coverage with Confidence
- How Critical Advantage Insurance Supports Your Lifestyle During Illness

North American Annuity

Their highest all-in premium bonus ever

North American Charter Plus fixed index annuity (FIA) is coming up to bat this summer with their highest all-in premium bonus opportunities ever – creating stronger accumulation opportunities right from the start. [Get details.](#)

Social Security insights to help win more client conversations – [Watch the webinar replay.](#)

OneAmerica

Sandwich-gen clients: Competing priorities bite into plans

Sandwich generation clients are balancing retirement goals, rising expenses, and the realities of caring for aging parents while also supporting children at home. Many in their 40s are realizing that long term care planning can't wait, but they need an approach that fits alongside competing financial priorities. A stacking strategy can give them a practical way to begin early, stay protected as life evolves, and build toward meaningful long term care security over time.

Here are some advantages your clients can gain from this approach:

- Clients can secure coverage earlier when premiums are generally more affordable.
- They can lock in insurability to provide some level of protection in case their health changes in the future.
- Their coverage can build over time as major expenses drop or as their needs evolve.
- Clients have flexible care choices and concierge support to help navigate their long-term care decisions.

Care Solutions interest rates – [See the rates](#) effective June 15th.

Prudential Financial



[In this issue](#) of **Life Essentials**:

- Sales Strategy: Estate planning for all
- Momentum IUL is now available in New York
- Long Form Application launch for EssentialTerm products
- Retirement of Term Essential
- Expand your business with the women's market
- EssentialTerm Suite: enhancements for new submission
- Online access to your Hartford/Talcott Agent Statements

Securian Financial

Underwriting innovations

This month, Securian is tracing the history of their accelerated underwriting program - WriteFit - to show how this innovation mindset continues to influence our approach today. [Explore the statistics.](#)

Western & Southern Financial (Integrity Life)

Indextra Series Fixed Indexed Annuity Video

Got clients looking for a retirement path that offers upside growth potential with downside protection against market losses? Indextra FIA can help. [Share the new video](#) on this product to start a potential and protection conversation.

Annuity rates – effective June 15th

- [Indextra rates](#)
- [Indextra New York rates](#)
- [JourneyMark](#)