

# Weekly News

August 19, 2026

## American National

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

- Starting the annuity conversation
- Smart Start Accumulator Series 5 coming soon!
- The all-American five by five
- Less Hassle, More Hustle with FireLight
- Qualifying for 2027 Partner Conference

## Athene

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

- Annuities are built for the way women invest
- 8 strategies to help Sandwich Generation clients
- Create predictable retirement income with Treasury bond ladders
- Using an annuity to help pay for college
- 3 retirement saving options if you don't have a 401(k)

## Banner Life / William Penn

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### Lower rates for OPTerm

Banner dropped their rates on OPTerm, so whether your client needs 10 years of coverage or 40, they'll be there. It's not about the numbers, but you can expect to see them at the top of the rankings about 88% of the time.

## Corebridge Financial (American General)

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### See how the enhanced Max Accumulator+ III stacks up

Max Accumulator+ III is stronger and the numbers speak for themselves. Optimized for cash value growth, the enhanced design positions your clients to go further. See how it stacks up.

- Income leadership — a competitive edge for pay-to retirement clients
- Cash value strength — improved potential whether clients pay to retirement or short-pay
- Cash access riders few others can match — optional Income for Life rider and chronic illness rider

Download the [Accumulation IUL comparison](#) and the [Income Rider comparison](#).

**Guaranteed Living Benefit Rate Updates to Power Index Advisory Annuity** – [Get details](#).

**Index annuities** – [See the rates](#) effective August 17<sup>th</sup>.

**Fixed annuities** – [See the rates](#) effective August 17<sup>th</sup>.

## Gerber Life

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**Direct Express update for clients** – [Read the bulletin](#).

## John Hancock

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### A smarter survivorship solution is here: Protection Survivorship IUL 26

What's new:

- **Lower premiums where it matters most:** Reduced costs across funding designs, with meaningful improvements for single- and short-pay scenarios.
- **Extended guarantees:** Flexible protection options, including guarantees up to age 100 and the Enhanced Death Benefit Protection rider.
- **Smarter growth potential:** Introducing the SimpleLock Capped Indexed Account to help manage market volatility, along with SmartStart segments for simpler annual reviews.

[Access](#) transition rules and important dates. [Explore](#) Protection Survivorship IUL 26.

## MassMutual

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The logo for 'debrief60' is displayed in white text on a dark blue rectangular background. The word 'debrief' is in a lowercase sans-serif font, and '60' is in a larger, bold, lowercase sans-serif font.

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

- Expect more with UL Guard's newest living benefit: LTCAccess Rider II
- UL Guard and SUL Guard launching in New York
- Expanded GI Rate Class unlocks larger business owner opportunities
- DI Motion Graphic: Safeguarding an Attorney's Financial Future
- Navigating Impairments: GLP-1s & Chronic Kidney Disease
- Life Underwriting organization announcements
- NEW Success Strategies: Life Insurance in Credit Shelter Trusts and 1035 Exchanges with Policy Loans
- Advanced Sales Soundbite Video: Economic Benefit Regime Split Dollar
- New premium finance eligibility requirements
- Tax Efficiencies of an Executive Bonus Plan
- Redesigned Producer Statement and PAC Forms
- New Digital Resources Increase Ease of Doing Business



## Turn "not now" into "let's do this" What Was Really Causing This Client's Reluctance?

When clients hesitate, it's often because they perceive obstacles. This Closing Concept highlights how, instead of pushing harder, one producer uncovered the underlying concerns behind a delayed decision and made the process easier. Check out the full story for strategies you can use to overcome resistance in your next case.

- Watch the [video](#).
- Download the [pdf](#).

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

- Term Life Express: Protect What Matters Most
- Your Go-To Resource for IUL
- A New Approach to Life Producer Onboarding
- New Medicare Supplement Tiered Rating Program
- Hospital Indemnity Optional Rider: Lump Sum Cancer
- New Medicare Supplement ID Cards
- Our People Are Behind the LTC Promise
- LTC: Why The Middle Market Matters
- Misconceptions About Cancer Costs
- Annuity Myth Busting

## North American Annuity

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### Are your clients making these Social Security mistakes?

Social Security is one of the most important pieces of a retirement income plan, yet it's also one of the most misunderstood. Hear from one of the leading voices in Social Security as she unpacks three of the biggest Social Security mistakes retirees make and explains why claiming benefits is about much more than choosing a date. [Watch the podcast](#).

## Prudential Financial

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### Discover the revamped IUL portfolio

The new Protection IUL is part of a broader transformation of Prudential's IUL portfolio. Whether you're helping clients focus on protection, accumulation, or legacy planning, they now offer an updated lineup designed to meet those needs. [Explore the IUL portfolio](#).

### Reinforce what matters most

Visit the [August Trimester page](#) to explore our interactive quiz designed to help you dive back into high-impact sales ideas such as:

- The extended care conversation
- Estate planning for all
- The business planning lifecycle



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

- New Prudential Protection IUL
- PruLife Founders Plus Indexed UL will be discontinued in most states
- Get a sales idea before your coffee can get cold
- Trimester Sales Strategies: Reinforce What Matters Most

- A Blueprint to success: See what's possible
- New Business Forms revisions for Protection IUL
- Momentum IUL disclosure update
- EssentialTerm Suite: Important planned enhancements for new business submission

## Symetra

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### Accumulator Ascent IUL and high-net-worth foreign nationals

For the same reasons [Accumulator Ascent IUL](#) is an attractive, tax-advantaged cash accumulation product for U.S. residents, it's equally attractive to high-net-worth foreign nationals (HNWFNs).

Since Symetra's HNWFN program was introduced several years ago, wealthy foreign nationals from Latin America to Asia and beyond have chosen Accumulator Ascent IUL as part of their financial strategy.

Reasons they've shared include:

- A flexible product design that can meet a wide variety of needs.
- Death benefit protection now with potential for supplemental income later.
- Opportunities for index-type returns with downside protection.
- A built-in currency inflation hedge.
- Competitive [premium financing](#) terms.

[View the HNWFN program highlights.](#)

Coming Soon: 7.80% GLWB Withdrawal Percentage at 65 – [Learn more.](#)

## Western & Southern Financial (Integrity Life)

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**Indextra Series** – [See the rates](#) effective August 15<sup>th</sup>. (See the [New York rates.](#))