

Weekly News

October 7, 2026

American National

Annuity rates – [See the rates](#) effective October 1st.

Corebridge Financial (American General)

Consistent Underwriting Standards From Coast to Coast

Corebridge delivers a consistent underwriting experience across the country, including New York, helping make business easier to place and manage.

- See the [Field Underwriting Guide](#)
- Get [underwriting resources](#)

Fixed annuity rates – [See the rates](#) effective October 5th.

Index annuity rates – [See the rates](#) effective October 1st.

Assured Edge Income Achiever rates – [See the rates](#) effective October 1st. ([See the NY rates.](#))

John Hancock

Planning opportunities: Helping clients shape their legacy

Conversations with clients about wealth transfer, family businesses, and multigenerational planning continue to create meaningful opportunities. Not every heir has the same interests and goals, and not every family legacy is built the same way.

This month, John Hancock is featuring [dynasty trust](#) and [estate equalization](#) resources. Explore these important planning concepts and how they can help clients address complex family dynamics and legacy goals. Learn how life insurance can support liquidity needs, multigenerational planning objectives, and conversations focused on preserving both wealth and family legacy.

- [Dynasty trusts and life insurance](#) - client guide
- [Dynasty trust analysis](#)
- [Estate equalization](#) - client guide
- [Equalizing inheritance between heirs using life insurance](#)

Protection SIUL 26 - new estate planning case study

High-net-worth clients often face a critical question: How will their estate pay future estate taxes without forcing the sale of family assets?

[This new case study](#) highlights how a couple with a \$60 million estate used an ILIT-funded \$15 million Protection SIUL 26 policy to help address a projected \$12 million estate tax liability while preserving family wealth and legacy assets.

Register now to start earning double Vitality PRO points

From October 1 through December 31, you can earn double points on qualifying activities that help grow your business and deepen your Vitality expertise. Plus, if you register now and download the app you'll earn a spin on the Vitality Wheel. [See the bulletin.](#)

LTC in-force rate action notifications to take place in late October – [Get details.](#)



[In this issue](#) of **Living Longer. Healthier. Better.:**

- Protect what matters most
- Introducing Protection SIUL 26
- Discover insights from the 2026 Longer. Healthier. Better. Symposium
- Savings for your clients on Oura Ring 5
- Resources to support your longevity conversations with clients

Lincoln Financial Group

Your clients' 401(k)s may be at an all-time high. Now what?

The shift from saving to protecting is the most important financial move many people never plan for.

[This simple, client-friendly piece](#) helps start conversations with clients — and close them. It covers the rollover opportunity: the size of the market, thought-provoking questions, and how a Lincoln FIA fits in the picture, including:

- Three moments when money is in motion
- Three questions that open the door
- Three ways Lincoln FIAs protect their years of saving

New IUL Post-Issue Policy Management Tools

Lincoln's new suite of self-service, digital policy management tools make it easier to gain policy insights and have more timely client conversations - turning annual reviews into anytime reviews. [Take a look.](#)

MassMutual

Redesigned policy change forms to simplify processing

- Download the new [Individual Owner Change Request](#) form
- Download the new [Beneficiary Change Request](#) form
- Download the new [Change Request](#) form

Life Insurance Awareness Month lives on

Life Insurance Awareness Month (LIAM) is wrapping up, but the conversations you have with clients about protecting the traditions, celebrations and milestones that matter most happen all year long. Take another look at the [LIAM toolkit](#) for resources to use in your next client conversation.



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

- Term Life Express: Easy to Understand, Built to Flex
- MOMENTUM is on the way
- The Closing Concept: Protection Today for Peace of Mind Tomorrow
- Take the Guesswork Out of Selling HIP Insurance
- Make Dental Part of the Healthcare Conversation
- Hospital Indemnity Plan: Outpatient Therapy Rider
- ID Cards Mail Separately
- October 13 Med Supp Webinar Registration
- LTC: Industry Recognition You Can Share With Clients
- LTC: Confidence, Made Easier. From Policy Issue to Claim.
- Heart Attack/Stroke Insurance Covers the Gap
- Mutual of Omaha Annuities are More Competitive Than Ever

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

Annuity Hub
Keep the Confidence Going
A New Way to Support Clients With Inherited Assets

Nationwide

Stability through market shifts

Explore how the New Heights Select S&P 500 Distance Stabilizer Index compares to the S&P 500 and how its risk-management approach may help support more consistent outcomes across changing market conditions. [See the flyer.](#)

10 Social Security insights all workers should know

Help clients make smarter retirement decisions with 10 key Social Security insights, including benefit timing, taxation, survivor benefits, inflation protection, and funding realities, while highlighting why personalized claiming strategies and supplemental retirement income planning are essential. [See the flyer.](#)

A smarter plan default: introducing Dynamic Default

Dynamic Default reimagines plan defaults by automatically guiding participants from building retirement savings to generating lifetime income, helping financial professionals deliver greater value to plan sponsors and participants. [Learn more.](#)

New underwriting enhancements at your fingertips

Stay current on Nationwide's latest life insurance underwriting updates with the refreshed underwriting guide, featuring enhancements to Nationwide Intelligent Underwriting, medical requirements, underwriting programs, and more to help support client conversations and planning strategies. [Download the underwriting guide.](#)

Optimize an annuity legacy

For clients who no longer need annuity income, converting excess annuity assets into permanent life insurance may help increase tax-efficient wealth transfer, potentially providing beneficiaries with greater after-tax value and income tax-free death benefits compared with leaving the annuity intact. [Learn more.](#)

Easing client concerns about retirement

For clients concerned about market volatility and retirement security, Nationwide Defender Annuity offers growth potential with downside protection and customizable death benefit features, helping address demands for asset protection, long-term growth, and income planning for surviving spouses. [Learn more.](#)

A fun one to share this football season

Just in time for NFL season, Peyton Manning is back at it – and this time, Saquon Barkley is getting in on the action. Check out Nationwide's latest [So Much More ad](#), "In the Locker Room," for a lighthearted reminder that Peyton is more than a legendary quarterback, Saquon is more than an All-Pro running back – and Nationwide is more than an insurance company.

Barron's ranks Nationwide among the industry's best annuities

Nationwide earned multiple top placements on Barron's 2026 Best Annuities list, reinforcing its leadership in tax-deferred accumulation, guaranteed income, and retirement planning solutions as investor demand for protection and lifetime income continues to grow. [Read the article.](#)

North American Annuity



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

- A boost for retirement income planning
- Celebrate Hispanic Heritage Month by building stronger client connections
- Client conversation starter of the month
- Find all our Spanish-language resources in one place

OneAmerica



[In this issue](#) of **Care Solutions News**:

- New Asset Care enhancements
- Turning LTC objections into opportunities
- ASPIRE Awards
- Asset Care moving to 100% eApp in 2027
- Policy Service – Digital Portal enhancements
- Now live: Policyholder Portal loan payments

Pacific Life - Lynchburg

Hawaii Disaster Relief – [Read the notice.](#)

Prudential Financial

A second look could reveal a new opportunity

Help clients keep and update the protection they need. When reviewing existing life insurance coverage, you may encounter policies with significant cash value but outstanding loans that are weighing down long-term performance. [This new case study](#) shows how Prudential Protection IUL may help eligible clients in these situations:

- Potentially increase death benefit protection
- Benefit from lower loan interest charges
- Access modern policy features and living benefit options
- Help avoid potential taxation during a 1035 exchange by properly mirroring loans

Symetra



[In this issue](#) of **Sales Flash**:

- Webinar replay: The HNWFN market – What's changing and what's next?
- Delight your clients with Symetra's Automatic Upgrade Program
- Coverage for families with special needs
- Chronic illnesses can drain more than your clients' health
- Let's work together to protect tomorrow, today
- People matter

Western & Southern Financial (Integrity Life)

When Withdrawals Meet Weak Markets

With markets under renewed pressure, now's an apt moment to discuss downside risk. Help clients master the math of portfolio setbacks. Discuss how an annuity helps boost planning certainty. [Explore the double negative.](#)

Fixed annuity rates – [See the rates](#) effective October 1st.