

Weekly News

October 21, 2026

American National

Annuity rates – [See the rates](#) effective October 16th.

Athene



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

- The financial professional's expanding role in caregiving conversations
- Introduce clients to the potential benefits of a Roth IRA
- Are you ready for the next generation of clients?
- The retirement gap is real — here's how women can help close it on their own terms
- Why Gen X needs a retirement income plan built for longevity

Banner Life / William Penn

New lower rates now available for OPTerm

Effective October 14th, Banner lowered their OPTerm rates - again! With lower rates, even more clients can find competitive coverage - whether they need protection for 10 years or 40. [See the administrative guidelines.](#)

Corebridge Financial (American General)

Index annuity rates – [See the rates](#) effective October 12th.

Genworth Financial

In-Force Rate Action Announcements:

- [Louisiana](#): Privileged Choice & Classic Select
- [Louisiana](#): Privileged Choice Flex

Million Dollar Round Table (MDRT) Certification Process Begins January 11, 2027 – [Learn more.](#)

Commissions: 1099-NEC 2026 Tax Information – [Learn more.](#)

Illinois Mutual

Increased DI Non-Medical Limits

Important updates have been made to help you better serve clients who need higher levels of disability income insurance (DI) coverage.

What's new:

- Updated non-medical limits by age:
 - Ages 18–50: up to \$8,000 total monthly benefit without medicals
 - Ages 51–60: up to \$6,000 total monthly benefit without medicals
- Applies to new DI105 and BE105 applications

[See the flyer.](#)

Lincoln Financial Group



[In this issue](#) of the **Lincoln Leader for Life Solutions**:

- NEW pricing improvement: LifeElements & TermAccel
- Chronic Illness Rider now available on WealthProtector IUL in CA
- New IUL post-issue policy management tools
- IUL post-issue policy management tools
- 2026 Life insurance year end guidelines



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

- The growing foreign national market opportunity
- The global wealth trend
- New Term rates
- See what's shaping the market
- Smarter tools to better serve clients

Mutual / United of Omaha



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

- A Season of Opportunity
- Living Promise: The Easy Choice for Final Expense Protection
- MOMENTUM is Live
- Hospital Indemnity Made Simple
- Add More Value to Every Sale
- Med Supp Rate Adjustments
- Start Preparing for LTC Awareness Month
- Inforce LTCi Rate Adjustments Effective January 1, 2027
- What's Missing From Your Client's Protection Plan?
- The Retirement Goal Clients Are Really After



Help Clients See Value Beyond Market Performance

Clients who are worried about potential market downturns often need proof, not just projections.

In this Closing Concept, see how a producer used a comparative stress test to address concerns, demonstrate value under pressure and reinforce the strengths of the recommended solution.

View this [Sealing the deal with a 0% Indexed Crediting Floor.](#)

Nationwide

CareMatters 100% International LTC Benefits

Effective immediately, Nationwide will waive the International Benefit Exclusion on the LTC riders for all Nationwide CareMatters® II and CareMatters® Together policies issued on or after January 1, 2026. This move ensures clients will receive the full benefit of their CareMatters policy regardless of their location.

For more information on qualification and recertification for international LTC benefits, see the [Guide to international LTC claims](#).

Nationwide is currently in the process of filing the International Claims Endorsement for LTC Benefits that removes the international exclusion from policies. Once approved, the endorsement will be included in policy contracts going forward and it will be added to in-force policies issued on or after January 1, 2026. If a client goes on claim before the endorsement is approved in their state, (including California and New York), Nationwide will still waive the exclusion and pay 100% of LTC benefits.

North American Annuity

Bring more flexibility to the Roth conversation

Looking for another way to start the tax diversification conversation with your clients?

A Roth conversion doesn't always mean converting everything at once.

With North American fixed index annuities, eligible clients may have the flexibility to use full or partial Roth conversions, including the ability to convert over time.

[This quick agent video](#) can help you get more familiar with the strategy and how it works.

OneAmerica

Asset Care Cash Value – [Read the update](#).

Pacific Life - Lynchburg

2026 Year-End Deadlines – [See the year-end procedures for PL Promise products](#).



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

- Business Planning Resources
- Life Insurance for the Blended Family
- Is It Time for a Life Insurance Checkup?
- Using Life Insurance to Support Charitable Goals

Protective Life

4 resources to build confidence in wealth transfer conversations

Every wealth transfer conversation creates an opportunity to explore broader planning topics, including estate planning, tax strategy and retirement.

Help expand your planning expertise and strengthen relationships across generations with these 4 resources:

- [Estate planning guide](#)
- [Tax efficient strategies](#)
- [Tax diversification guide](#)
- [Medicare and retirement insights](#)

SBLI

Lower rates for OmniTrack Term!

SBLI has lowered OmniTrak Term rates for qualifying new and pending business!

Plus, expanded underwriting flexibility:

- Liberalized family history guidelines:
 - The age at which one or both parents' deaths from cardiovascular disease or familial cancer is considered for class guidelines was lowered from 65 to 60.
 - Family history requirements are now waived entirely for insureds age 60+
- Higher income replacement limits to meet more client needs.

[Learn more about OmniTrak.](#)

Symetra

Reward clients for healthy living with Symetra's GoodLife Rewards Program

If clients are committed to staying healthy and fit, shouldn't their hard work be rewarded? With [Symetra's GoodLife Rewards Program](#), clients can earn lower life insurance premiums for leading healthy lifestyles.

Available on our traditional permanent life insurance products, GoodLife Rewards credits are automatically applied during underwriting for several lifestyle and medical indicators attributable to good health and a longer life.

Earned credits could improve a client's underwriting class up to Preferred Non-Nicotine or offset up to three table ratings to score them lower premiums.

[See the FAQ's.](#)

Annuity rates – [See the rates](#) effective October 15th.

Western & Southern Financial (Integrity Life)

Indextra series rates – [See the rates](#) effective October 15th. (See the [New York rates](#).)