



# QoL Training Playbook

Products and sales training at your fingertips and on your schedule

- Click on the links for easy access to AIG's Life Insurers Product/Sales Presentations and Archived Webinars
- Save [www.aig.com/qoltrainingplaybook](http://www.aig.com/qoltrainingplaybook) to your favorites to ensure the latest version of the playbook



- Supplemental Retirement Income Planning
- Understanding Indexed Universal Life
- QoL Guarantee Plus GUL II
- QoL Guarantee Plus GUL II Competition
- QoL Max Accumulator+
- QoL Max Accumulator+ Non-Medical UW
- QoL Performer Plus
- QoL SelectChoice II Accelerated Benefit Riders
- QoL Accelerated Benefit Riders & Accelerated Access Solution Rider-For California
- Common Application
- QoL AG 49
- QoL Flex Term & QoL Advantage
- Understanding the ABR Claims Process

## Sales Ideas - Presentations

- 10-10-10
- 2 Policies Are Better Than 1
- Income, Guarantees, or BOTH
- Sequence of Returns

### PLEASE NOTE:

INTERNET ACCESS IS REQUIRED TO OPEN LINKS.

## GOT QUESTIONS?

Contact Trevor Keeble,  
Director of Product Training at  
[trevor.keeble@aig.com](mailto:trevor.keeble@aig.com)



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## Presentations

- 10/10/10 Sales Idea (Consumer)
- 2 Policies are Better Than 1 Sales Idea (Consumer)
- Income, Guarantees, or BOTH? Combo Sales Idea (Consumer)
- Sequence of Returns Sales Idea (Consumer)
- Supplemental Retirement Income Planning (Consumer)
- QoL Flex Term (Consumer)
- QoL Guarantee Plus GUL II (Consumer)
- QoL Max Accumulator+ (Consumer)
- QoL SelectChoice II ABRs & Accelerated Access Solution Rider (Consumer)
- Social Security Savvy

## QoL Product Materials

- QoL Max Accumulator+
- QoL Guarantee Plus GUL II
- QoL Flex Term
- QoL Performer Plus
- QoL SelectChoice II Accelerated Benefit Riders
- QoL Accelerated Benefit Riders - California Only

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- AAS Product Highlights
- Income for Life Rider
- ML Strategic Balanced Index
- QoL Max Accumulator+ Producer Guide
- Top 10 Reasons to Sell QoL Max Accumulator+
- QoL Guarantee Plus GUL II Product Highlights
- QoL Flex Term Product Highlights
- QoL Max Accumulator+ Non-Medical UW Flyer
- Top Reasons to Sell AAS
- AAS vs. Other Chronic Illness and LTC Riders
- QoL SelectChoice II Competition Flyer
- QoL Max Accumulator+ Index Strategy Flyer
- QoL Product Portfolio Competition Comparison
- Understanding the QoL ABR Claim Process
- QoL Performer Plus Product Highlights
- QoL Life Interest Rates
- QoL SelectChoice II
- Select Income Rider
- Non-Medical Underwriting Competitive Flyer
- Non-Medical Underwriting Competitive Flyer (LIRP)
- QoL Supplemental Retirement Income Brochure

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- Partners Group InsMark Playbook
- Advanced Markets Portal
- Career Select InsMark Playbook
- Foreign National Playbook
- Financial Network InsMark Playbook

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- InsMark
- Common Application
- QoL AG 49
- QoL Max Accumulator+ Non-Medical Underwriting
- QoL Flex Term & QoL Advantage
- Executive Bonus
- Key Person Insurance
- Business Continuation
- Understanding IUL
- Sales Ideas
- Deferred Compensation
- Split Dollar

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- Income for Life Rider
- Understanding Index Strategies
- QoL Guarantee Plus GUL II
- QoL Max Accumulator+
- QoL Max Accumulator+ Non-Medical UW
- Select Income Rider
- SelectChoice II Accelerated Benefits
- QoL Flex Term
- Understanding Policy Loans
- Understanding Indexed Universal Life
- QoL Advantage
- 10-10-10
- Income, Guarantees, or BOTH?
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- 2 Policies are Better Than 1
- Sequence of Returns
- Tax Diversification of Retirement Assets
- Competitor Comparison for QoL Flex Term
- Off Year Competitor Comparison for QoL Flex Term
- ABR Competitor Comparison for QoL Flex Term
- QoL Flex Term - Laddering
- Cheaper than a cup of coffee
- Why aren't you selling our IUL?
- The 10-10-10 Plan Sales Concept
- Income, Guarantees or Both? Sales Concept

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- QoL Max Accumulator+ Playbook
- QoL Flex Term Rapid Rater
- QoL Producer Website
- Partners Group New Agent Onboarding Playbook
- Policy Review Playbook
- Foreign Nationals Playbook

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