

A Special Publication for CENCO Related Agents

# CENCO STREET JOURNAL

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## Check Out The Cenco Website:

[www.cencoinsurance.com](http://www.cencoinsurance.com)

You will have access to:

- Quotes
- Forms
- Introduction Kits for Our Core Carriers
- Archived and current issues of the **Cenco Street Journal** and the **Cenco eNews**

## Inside this issue:

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## Guaranteed Issue Whole Life Insurance

Help lift the burden of final expenses from your client's loved ones with a guaranteed issue whole life plan.

The average price of a funeral can reach over \$10,000 - and if your client qualifies, Social Security only provides a one-time death payment of \$255. If the unexpected occurs, your client's family could also be faced with a funeral bill and other expenses that they may find difficult to pay - at a time when they are suffering most from grief and loss.

With a guaranteed issue whole life policy, they can have the peace of mind that comes from knowing they've planned ahead to ease the burden of final expenses. Plans can provide up to \$40,000 to help pay:

- ♦ **Medical bills**
- ♦ **Leftover debts**
- ♦ **Funeral costs**

Plus, unlike term insurance, the policy builds cash value that they can use if needed.

Regardless of your client's health they can't be turned down. If they are a U.S. citizen or permanent legal resident, between the ages of **40 and 85** they can choose from **\$1K to \$40K** in guaranteed whole life insurance. Plus under current federal law, the policy death benefit is not subject to federal income tax when paid to a named beneficiary.

The application process is simple and easy. **No medical exam** is required and there are **no health questions** to answer. Once your client selects the amount they need, their premiums are **guaranteed to never increase** for as long as they hold the policy.

Cenco has contracted with three guaranteed issue carriers; Gerber Life, AIG and Great Western. Call us today for more information.

## Tips To Survive And Thrive Working From Home

Routines, we take them for granted. At times, we resent them. We take vacations to break our routine. Despite the love/hate relationship with routines, they organize our days and actually contribute to our overall sense of control as well as emotional and physical wellbeing.

Work is the most defining routine in an adult's daily life. The COVID-19 pandemic has introduced unprecedented disruption and uncertainty into our lives by forcing countless employees to telework from home.

**Here are tips for working well at home.**

- ♦ **Set a Daily Schedule.** Get up at your “regular” time, partition the day, beginning, and ending the day just as you might when going to work. Setting and keeping a schedule contributes to a sense of order, normalcy, and personal control while managing uncertainty.
- ♦ **Maintain Your Personal & Professional Self.** Maintaining a routine of personal care is not just about physical health, it is about creating a structure that gives you a sense of control in a time of uncertainty - get up, make your bed and get dressed and prepared as you normally would for work.
- ♦ **Define a Workspace.** Working at home does not mean that you should choose your favorite comfy chair or take up the kitchen table with your projects putting your work at the center of the lives of your family. Reach a consensus defining workspaces - your office at home. It may be a corner, a side table, or for some, a separate room. And when your workday is done, close the door.
- ♦ **Set Daily Work Objectives.** Flexible work is not just about working from home, for many, it means newfound freedom to set work objectives. Research suggests that our level of life satisfaction and reducing burnout is often correlated to what we can achieve daily, not in the long-term, but everyday.
- ♦ **Switch Off.** It is important that working from home does not mean 24/7 work. Switching off and ensuring adequate downtime is critical not just to your own mental and physical wellbeing but to maintaining healthy relationships with your partner, spouse, and children.
- ♦ **Eat, But Eat Healthy.** Working from home may reduce time in traffic on certain days, it also increases waistlines. Studies indicate that working at home promotes us to grazing - after all the refrigerator is always there. Eating well at home, combined with regular exercise is critical to physical health as well as reducing anxiety in the face of COVID-19.
- ♦ **Move, Move Often.** Social distancing and working from home can make it easier to be sedentary. Make a point of standing and moving when you can. For example, stand during phone calls, and walk around, if possible. And, try to do more than move - exercise. Vigorous exercise is not just good for you physically but vitally important to managing stress and anxiety.

**In this uncertain time, you can be certain that Cenco remains here to serve you.  
Wishing you and your family good health!**

## June Is National Annuity Awareness Month!

As an insurance professional with in-depth knowledge of products and services available, the advantages of annuities are no surprise to you, yet they can be surprisingly hard to sell. Many clients have preconceived ideas of what they are, how they work and have some sort of second-party horror story from friends, family members or even someone in a magazine who fell victim to withdrawal fees or disability.

As the National Association for Fixed Annuities (NAFA) says, National Annuity Awareness Month was created in 2014 to “help educate financial professionals and the public on the important role annuity products play in helping Americans save for retirement as part of a secure retirement plan”. While many Americans understand the importance of saving money in a 401(k) from a young age and making investments in property, the stock market and other financial vehicles, they are often unaware of the numerous benefits annuities offer and how they can positively affect your cash flow during retirement.

To curtail misconceptions about the annuity, trade associations such as NAFA, Annuity Awareness Association (AAA) and Society for Annuity Facts and Education (SAFE) are providing educational material, webcasts and social media communications, and an array of awareness tools to consumers throughout the month in order to stress the important role annuity products can play in helping Americans save for retirement.

To review, the benefits of annuities include (but are not limited to):

- ♦ Guaranteed lifetime income
- ♦ Not being subject to market volatility
- ♦ Deciding when you want the payout to begin
- ♦ Being tax-deferred
- ♦ An option to add riders (benefit, long-term care, etc.)

Who doesn't like the sound and the reality of having guaranteed retirement income they can't outlive or the option to add extra riders on to the annuity with the option of getting the money back, should you not use it? Annuities were created to offer consumers a more stable way to invest as they age and are less keen on investing in risky financial vehicles, yet they aren't stressed enough.

Don't let your peers fall by the wayside. Educate and inform them using unbiased easy-to-understand information showing the benefits of annuities so they can make retirement planning a forethought, not an afterthought. With more educated and informed consumers, they would be looking to you for guidance in deciding, customizing and purchasing annuities, as well as other financial vehicles for their retirement income portfolios.

For more information on how you can get involved with Annuity Awareness Month, visit the National Association For Fixed Annuities at ([nafa.com](http://nafa.com)).

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**June  
2020**

***Top 10 Reasons To  
Sell Fixed Annuities  
Details Inside!***

**Non-Medical Underwriting On  
QoL Max Accumulator+**

- Ages 0-50
- Face amounts \$50K to \$499,999
- No lab tests, physical exam or APS required for proposed insured
- All rate classes are available
- Faster processing times using the iGO eApplication, leads to faster commissions for the agent

***The Definitive  
Marketing  
Publication  
For Life &  
Disability  
Insurance***

**For Your Information...**

Check out the new **QoL Master Playbook** on the website [aig.com/QoLMasterPlaybook](http://aig.com/QoLMasterPlaybook).  
**Everything you need is here!**

- ♦ QoL Producer Website
- ♦ QoL Training Playbook
- ♦ QoL IUL Playbook
- ♦ QoL Term Conversion Playbook
- ♦ And more.....



# Fixed annuities can offer income predictability and stability

Annuities issued by  
American General Life Insurance Company (AGL) and  
The United States Life Insurance Company in the City of New York (US Life)



## Five benefits of fixed annuities

Clients can get help today and more options for tomorrow.

### Rates aren't the only advantage a fixed annuity can offer.

Here are a few selling points:

1. Tax-deferred growth — Guaranteed interest crediting plus tax-deferred compounding can really make a difference in earnings accumulation.
2. Access to funds — We offer penalty-free early withdrawal privileges and multiple early withdrawal charge waivers that can be used in certain situations (may vary by product and state) such as terminal illness, extended care and activities of daily living.\*
3. Decreasing withdrawal charges — The longer your client holds on to an annuity, the lower the withdrawal charges.
4. Partial 1035 exchange — A 1035 exchange allows the contract owner to exchange outdated contracts for more current and efficient contracts, while preserving the original contract's tax basis and deferring recognition of gain for federal income tax purposes. Keep in mind that withdrawal charges may apply and a thorough suitability analysis should be conducted to make sure that the new contract is more suitable than the old one for the client.
5. Income you can't outlive — By annuitizing, clients can convert an annuity into a series of income payments that are guaranteed for life.

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Not a deposit | Not insured by any federal government agency | May lose value | No bank or credit union guarantee | Not FDIC/NCUA/NCUSIF insured

## SALES IDEA

Fixed annuities can offer income predictability and stability

Guarantees are backed by the claims-paying ability of the issuing insurance company.

### Why fixed annuities — more reasons

- A conservative product. Provides your clients with safety, tax deferral, a competitive yield, liquidity and estate planning.
- Interest rate volatility defense. Fixed annuities are a good choice of product to help clients weather interest rate volatility.

**We offer innovative products and valued solutions to help Americans achieve their financial goals. Our fixed and income annuity solutions can help your clients live retirement on their terms.**

#### Smart step

Make an annuity a part of the retirement journey

\* Withdrawals may be subject to withdrawal charges and federal and/or state income taxes. A 10% federal early withdrawal tax penalty may apply if taken before age 59½. Partial withdrawals may reduce benefits and contract value.

This information is general in nature and may be subject to change and does not constitute legal, tax or accounting advice from any company, its employees, financial professionals or other representatives. Applicable laws and regulations are complex and subject to change. Any tax statements in this material are not intended to suggest the avoidance of U.S. federal, state or local tax penalties. For advice concerning your individual circumstances, consult a professional attorney, tax advisor or accountant.

Annuities issued by American General Life Insurance Company (AGL) except in New York, where issued by The United States Life Insurance Company in the City of New York (US Life). Issuing companies AGL and US Life are responsible for financial obligations of insurance products and are members of American International Group, Inc. (AIG).

Products may not be available in all states and product features may vary by state. Please refer to your contract.

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# GLOBAL ACCUMULATOR OFFERS A SMART APPROACH TO ACCUMULATION

Global Accumulator improves upon the Indexed Universal Life (IUL) design of upside potential with downside protection by offering two SMART Buy-Up Indexed Strategies.

Unlike other Buy-Up or "Multiplier" products, our SMART design helps protect the policy's ability to withstand charges related to the Buy-Up strategies, while taking advantage of greater upside potential.

## Why is this important?

Depending on which strategy is chosen, the policy must either be sufficiently funded or have reached the sixth policy anniversary with an Account Value Enhancement paid in the prior year. This strengthens the policy against jeopardy due to low crediting rates and policy charges. If the qualification has not been met, no Buy-Up Add-On charge will be assessed.

	SMART Buy-Up Secure Indexed Strategy	SMART Buy-Up Performance Indexed Strategy
Buy-Up Add-On Charge Rate (% of beginning segment value)	1.25%	5.25%
Buy-Up Add-On (% of indexed interest credit)	25%	110%

A Buy-Up Add-On Charge will be assessed as long as the Buy-Up qualifications are met, even if no Buy-Up Add-On credit is applied.

## Take a look at supplemental income scenarios

Global Accumulator blends innovative SMART indexed strategies with highly competitive pricing to offer impressive cash accumulation. Let's see how Global Accumulator compares to a few of the top cash accumulation IUL products on supplemental income scenarios.

Maximum Distributions Based on Maximum Non-Guaranteed Illustrated Rates			
	Non-Guaranteed Max Distribution	Non-Guaranteed Cash Value at age 65	Non-Guaranteed Death Benefit at age 65
Global Atlantic Global Accumulator	\$119,021	\$1,009,428	\$1,621,366
Lincoln Financial Wealth Accumulate (2019)	\$116,681	\$994,632	\$1,555,889
PacLife Pacific Discovery Xelerator IUL2	\$103,662	\$959,404	\$1,551,551

\*Projected distributions are Non-Guaranteed.

Male, 45, Preferred NT, Pay to age 65, Min Non-MEC Death Benefit, Increasing DB switch to level @65, Premium of \$25,000 to 65, 20-year distributions starting at 66, participating loan with max 1% spread targeting \$10,000 CSV at age 100. Assumes SMART Buy-Up Performance strategy rate of 6.40%. For corresponding guaranteed rates and values please refer to the Basic Illustration for the specific scenario depicted.

This information is not intended to be a comprehensive evaluation or comparison of different products. It is intended to provide comparative information on specific aspects of similar products. This comparison isolates certain features of the product depicted. Customers should always examine all features and limitations of products they are considering.

Competitor information is current and accurate to the best of our knowledge as of May 1, 2020. Product features and rates are subject to change.

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In addition to the SMART Buy-Up Strategies, there are many good reasons to consider Global Accumulator and Global Atlantic:

- New Maximum Variable Loan Interest rate of - 6%\*
- New Accelerated Access Rider (AAR) maximum payout per critical illness occurrence - \$75,000 (AAR not available in California)\*
- Over two decades of indexed crediting history
- First company to offer IUL exclusively for the COLI market
- Competitive and flexible Foreign National and Premium Finance programs
- History of innovation in the life insurance marketplace

## **Global Accumulator**

SMART. Flexible. Accumulation.

### **CONTACT US**

[globalatlanticlife.com](http://globalatlanticlife.com)

(855) 887-4487, option 3

[salesupport@gafg.com](mailto:salesupport@gafg.com)

\* Only available on Global Accumulator

Global Accumulator is issued by and all policy benefits are the responsibility of Accordia Life and Annuity Company, 215 10th Street, Des Moines, Iowa and not that of any other insurer or company. Accordia Life is a subsidiary of Global Atlantic Financial Group Limited. Policy forms ICC19-IULF-A20, IULF-A20. Endorsement form ICC19-IULBU1PTP-A20, IULBU1PTP-A20, ICC19-IULBU2PTP-A20, IULBU2PTP-A20, ICC16-LCCABR2-I16, LCCABR2-I16.

Global Atlantic Financial Group (Global Atlantic) is the marketing name for Global Atlantic Financial Group Limited and its subsidiaries, including Accordia Life and Annuity Company and Forethought Life Insurance Company. Each subsidiary is responsible for its own financial and contractual obligations. These subsidiaries are not authorized to do business in New York.

Not available in all states.

Guarantees provided are subject to the financial strength of the issuing insurance company; not guaranteed by any bank or the FDIC.

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# Top 10 reasons to sell fixed annuities

EDUCATING  
your CLIENTS

## Offer your clients guaranteed income options they can't outlive

Here are 10 reasons to consider a fixed annuity:

**1. Competitive interest rates.**

We offer the flexibility of several interest rate guarantee options. Your clients can lock in the initial interest rate guarantee that works best for them.

**2. Tax-deferred growth. Accumulate savings faster with compounding interest.**

While money remains in the annuity, the principal earns interest and the gains earn interest.

**3. No up-front sales charges or administrative fees.**

Once the contract is issued, 100% of your clients' money will begin earning interest.

**4. Protection from market volatility.**

Fixed annuities have no market participation.

**5. Guaranteed death benefit.**

Upon the death of the owner, the contract value is paid directly to the beneficiary, without any withdrawal charges or market value adjustment (if applicable), generally avoiding the probate process.

**6. Access to funds.**

Our fixed annuities allow for penalty-free withdrawals up to a specific amount and there are multiple withdrawal charge waivers that can be used under certain defined circumstances.\*

**7. Systematic withdrawals of interest.**

Clients can receive payments monthly, quarterly, semiannually or annually.\*

**8. Guaranteed income for life payout option.**

With annuitization, electing the lifetime payout option will transform the contract balance into a guaranteed income stream for life.

**9. Diversification.**

A tax-deferred fixed annuity can serve as a conservative addition to any retirement portfolio.

**10. Extra help to grow your business—marketing and sales support.**

We provide comprehensive sales training including materials for both agents and bank customers.

\* Taxable withdrawals are subject to ordinary income tax. Withdrawals taken prior to age 59½ may be subject to a 10% federal early withdrawal tax penalty. Contractual withdrawal charges may also apply.

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Guarantees are backed by the claims-paying ability of the issuing insurance company.

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## Product expertise and innovation

Present clients a powerful story for asset accumulation and guaranteed lifetime income.

- **GUARANTEE** principal and earnings with a fixed rate of interest
- **GROW** assets with the power of tax-deferred growth
- **PROTECT** principal, ensuring client assets will never decline due to market volatility

**Talk with your clients to see if a fixed annuity could be  
a good fit for their overall retirement plan.**

Annuities are long-term retirement saving vehicles.

Retirement accounts such as IRAs can be tax deferred regardless of whether or not they are funded with an annuity. The purchase of an annuity within an IRA does not provide additional tax-deferred treatment of earnings. However, annuities do provide other features and benefits.

This information is general in nature, may be subject to change and does not constitute legal, tax or accounting advice from any company, its employees, financial professionals or other representatives. Applicable laws and regulations are complex and subject to change. Any tax statements in this material are not intended to suggest the avoidance of U.S. federal, state or local tax penalties. For advice concerning your situation, consult your professional attorney, tax advisor or accountant.

Annuities issued by **American General Life Insurance Company (AGL)**, Houston, TX except in New York where issued by **The United States Life Insurance Company in the City of New York (US Life)**. Issuing companies AGL and US Life are responsible for financial obligations of insurance products and are members of American International Group, Inc. (AIG).

May not be available in all states and product features may vary by state. Please refer to your contract.

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