Making It All Work **Together**

Weekly Rep Call

Click HERE to **watch** a recording of this week's webinar.

Call Notes (Click on the red links to learn more):

Compliance/Administration

- ***NEW*** TRADE REVIEW SYSTEM!
  - As announced in a firm-wide E-mail on 7/10/2019, the trade review upgrade has officially launched
  - For more information, or to access FAQ's, user guides, and other resources, click here
  - Questions or concerns? Reach out to your OSJ!

Practice Management

This Week we had our 2019 Life Brokerage General Agency Q3 Webinar, featuring:

- We are growing! On top of additions to our licensing & contracting and brokerage assistance team, we have a new internal wholesaler Michael Helgeson, available to you now as an advanced sales resource!
  - Can help familiarize you with how to use electronic submissions to streamline life insurance business
  - Can assist with complex case design

- Why we exist: we want to become the premier brokerage general agency of choice, and embody the model of being big enough to matter, but small enough to care

- LifeMark (collection of 39 BGAs nationwide) President, Bill Shelow, visiting our office to work on mid-year planning with our life brokerage team

- InsureSight® reporting system - allows us to utilize metrics to help us make better business decisions, and understand how we can best align our resources to support you. Some of our year-over-year highlights include:
  - Cycle time has decreased by almost 9 days, aligning with our goal of averaging <40 day cycle times
  - Placement ratio averaging 75% - we pride ourselves on having higher-than-average industry placement, and actively focus on maintaining this ratio
  - Average face amount of policies is trending higher
  - For a full look at our production results, check out the

slideshow presentation used on the recording

- Industry & Carrier Updates:
    - Reprices are coming! Carriers repricing permanent products (and possibly term products as well) to be compliant with updates reserve requirements and mortality tables. We are anticipating rate increases, likely to be rolling out January 1, 2020
    - Trending: increasing opportunities in the high-net-worth and succession planning space

- Advanced Planning Sales Corner:
    - What do we see moving the needle in this space? SUCCESSION PLANNING!
        - We have stressed the importance of having a succession plan in place for yourself, but what about your clients? We can help you connect with the business-owners in your client base!
            - Could your client answer these Q's?
                - What would happen to your business tomorrow if you were to pass away today?
                - How would your assets move from head of household to heirs?
                - Have you integrated any type of business-succession planning?
            - You can help your clients succeed using wills and trusts, life insurance, or establishing personalized family trusts. We can help you plan it out!

- Long-term care focus:
    - When a client asks you about looking at long term care insurance (LTC), they have 3 options: traditional standalone, life insurance w/LTC rider, or a hybrid solution which blends LTC and life insurance with the focus on long term care (e.g. Lincoln MoneyGuard)
    - A presentation for use with your clients is being developed to help you illustrate the need for an LTC solution, as well as summarize the three different LTC options that are available to them. We will be distributing this to our branch once finalized!

- Join us at Ignite! September 25-27 in Aurora, CO

- Take advantage of:
    - Business ideas
    - Financial reimbursement from Cambridge
    - Continuing Education credits
    - Networking opportunities
    - Hosted dinner with our branch

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