



IP Brokerage is a full service insurance brokerage providing risk management solutions and marketing and administrative support to insurance producers and financial professionals. We offer a complete line of the insurance industry's most competitive life, long term care, fixed annuity and disability products.

BROKERAGE UPDATE: AUGUST 2016

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➤ THE NEW IPBROKERAGE.COM

It's Almost Here, the new www.IPBrokerage.com!

We've been working on a redesign of our website and we're excited it's almost ready to launch. All of the basic features will still be there, such as term quotes, forms, product info, etc, but we've also added lots of IP Brokerage exclusive material, from underwriting and quick reference guides to blog posts and carrier news. Our MYGA spreadsheet and a link to *RapidApp* (see below) will be available as well. More to come!

➤ IP BROKERAGE RapidApp

Online Quoting and Application Submission System Now Available!

Our drop ticket system, *RapidApp*, is designed to improve the client's buying experience, focus your selling expertise, greatly reduce turnaround time and grow your sales. *RapidApp* is a mobile-enabled, paperless, multi-carrier insurance quoting and drop-ticket tool. With *RapidApp*, you'll be able to quote and submit a case within ten minutes, and pending status is available too. Please contact our office for a demo or register [here](#).

➤ CLASS MATCH IS BACK!

Get Your Clients the Permanent Coverage They Need With Limited Underwriting

Offering additional coverage with limited underwriting, Class Match may be able to issue a new policy matching a client's inforce policy's uw class and face amount, up to \$1.5 million. MetLife Class Match issues the policy within days without lab work or paramed. Hurry, this program is only available until December 31st, 2016. For all the details regarding restrictions, eligibility and qualification, please see the [Program Guide](#).

➤ ACCELERATED UW FROM SBLI

\$500k Term Case? Write SBLI!

Accelerated underwriting from SBLI offers an expedited process that is simple, convenient, and fast for you and your clients. All level term cases with a face amt of \$500k or less, ages 18 to 60, and all preferred, standard, and substandard classes are eligible. This convenience is something you can depend on, ensuring your integrity isn't compromised and your clients will experience a hassle-free life insurance process. Details [here](#).

➤ LINCOLN TERM CONVERSIONS

Important — New Term Conversion Guidelines Announced

Please note that term policies with effective dates on or after September 12, 2016, will only be able to convert to the full UL portfolio through policy year seven. After year seven, only designated conversion products will be available. Term policies with effective dates prior to September 12, 2016 will still be able to convert to all permanent products, although some compensation guidelines have changed. Summary of all changes [here](#).

➤ METLIFE DISABILITY SALES

REMINDER: Last Month for MetLife Individual Disability Insurance (IDI)

MetLife is suspending IDI sales, effective September 1, 2016. This date will be the final date to submit business, with the final date to place business on October 31, 2016. This suspension affects the fully underwritten IDI line under U.S. Retail. The Group, Voluntary & Worksite Benefits business will continue to manufacture and sell Group Disability Insurance/Guaranteed Standard Issue business. FAQ's are available [here](#).