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IP Brokerage provides risk management **SOLUTIONS**, marketing and administrative **SUPPORT**, top **COMPENSATION** and unparalleled **SERVICE** to leading insurance and financial professionals across the country. We offer the industry's most competitive Life, Disability, and Long Term Care insurance products as well as a full suite of Fixed, Index and Income Annuities.

**BROKERAGE UPDATE:
DECEMBER 2019**

IMPORTANT YEAR-END DEADLINES

American General

[Year-End Processing Dates](#): Here are some key dates to help you plan ahead for a successful close to 2019

American National

[2019 Year-End Submission Deadlines](#): Dates for Life Business, Annuity Business, Commission and Production Credit.

Athene

[Prepare Now for a Successful 2020](#): Keep your goals on track with a year-end checklist! Now is the time to think about how you want to take your business to the next level next year.

Genworth Financial

[Commissions](#): 1099-MISC 2019 Tax Information

[Million Dollar Round Table \(MDRT\)](#): Certification process begins January 15, 2020 for all states.

[Life Term & UL Conversion Deadline for 2019 Commission](#): December 6th for all states. Read more.

Global Atlantic

[Important Year-End Dates](#): The end of the year is fast approaching. Global wants to make sure you are aware of important dates in order to get your business in the door and issued as quickly as possible. This schedule includes office holiday dates, commission cycle updates and the impact of bank holidays on any EFT payments.

John Hancock

[Important Year-End Reminders](#): The countdown to year end is on, and John Hancock's focus will be on helping you achieve a strong finish. For those cases you are targeting to include in your 2019 sales results, please note the key submission deadlines outlined in this flyer; as well as important details about transitioning to the 2017 CSO Table.

Lincoln National

[2019 Underwriting & New Business Year-End Guidelines](#)
[Year-End Business Cut-Off Dates for Individual Annuities](#)

Continued on Reverse



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Important Year-End Deadlines Continued:

Mutual/United of Omaha

End of Year Pay Schedule: Make sure to mark your calendars with these 2019 end of year pay dates.

OneAmerica

New Business Year-End Processing Guidelines for 2019 Production

Required Minimum Distribution (RMD) Deadline: Clients who want to take an RMD from their OneAmerica policy should do so by Dec. 20, 2019, to ensure processing by year end.

Pacific Life

2019 Year-End Procedures for PL Promise Products: It's time to prepare for 2019 year-end closing and, as always, the goal is to make this a successful year-end for everyone. Here are important dates and information about year-end closing.

Protective Life

Year-End Guidelines: As we near the end of the year, the following holiday schedule and year-end business processing guidelines will help expedite your business during this time. Learn more.

Prudential

2019 Year-End Transaction Guidelines: Read the bulletin.

Securian

2019 Year-End Guidelines: As we approach the end of 2019, please keep in mind the following dates and guidelines to ensure that all your business processes in a smooth and timely manner.

Symetra

Important Year-End Business Deadlines (All Products):

December 9, 2019: Final underwriting requirements must be received by Symetra.

December 20, 2019: To ensure timely processing, final issue requirements for new business should be received for both daily and weekly commission schedules.

Transamerica

Important deadlines regarding year-end commission and payout dates:

December 23, 2019: All requirements received in good order on or before this date will ensure placement prior to year-end.

December 24 and 26, 2019:- New business and delivery requirements will continue to be processed, but are not guaranteed to be in force prior to year-end.

December 27, 2019: To count for 2019, all new business must be in force by this date.

December 25, 2019: Closed for the holiday

December 31, 2019: Final business day of 2019.

THANK YOU FOR YOUR BUSINESS IN 2019! HAPPY HOLIDAYS!