



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 industry's most competitive life insurance, long term care, annuity and disability products.

BROKERAGE UPDATE: FEBRUARY 2015

Timothy C. Helmick, Principal
(800) 605-8988 x101
(215) 207-9431
THelmick@IPBrokerage.com

Michael Rowe, Brokerage Director
(800) 605-8988 x105
(215) 207-9435
MRowe@IPBrokerage.com

Ted McComb, Agency Manager
(800) 605-8988 x107
(215) 207-9437
TMcComb@IPBrokerage.com

Crystal Boyle,
(800) 605-8988 x109
(215) 207-9439
CBoyle@IPBrokerage.com

**1717 Arch St, Suite 3940
Philadelphia, PA 19103**

**(800) 605-8988 toll free
(215) 207-9430 phone
(215) 207-9454 fax**

**www.IPBrokerage.com
Twitter: @IPBrokerage**



ENHANCED RATE PLUS PROGRAM

The Opportunity for a Better Offer, Faster with MetLife Enhanced Rate Plus

Launching on January 5, 2015, the new Enhanced Rate Plus underwriting program will offer qualifying Promise WL Select 10 applicants the opportunity to move from standard to the best possible class and receive an underwriting decision within one week, with no paramed exams or lab work required. Additional details [here](#).



TRANSAMERICA PRODUCT CHANGE

Trendsetter Express to be Discontinued Effective February 14, 2015

Effective February 14, 2015, Trendsetter Express will no longer be available for sale. Applications for Trendsetter Express must be signed, dated and received in good order in the home office by February 13, 2015. As an alternative, consider the Trendsetter LB line with non-med options up to \$249k. Additional details [here](#).



INDEX 101 LIVE WEBINARS

Weekly Indexed UL Webinars from Genworth Help You Grow Your Sales

These short sessions are packed with information to give you an introduction to Index UL, tips to starting the conversation and closing the sale, the confidence and know-how to serve your clientele and insightful sales tips to improve your sales volume immediately. Call for more details or register online [here!](#)



QUOTES DONE RIGHT

A Free Web Sales Tool: Quotes Done Right powered by Legal & General America

[Quotes Done Right](#) (QDR) is a web-based, one of its kind, term life insurance lead generator and consumer quoting tool. It's fun. It's fast. It simplifies insurance-speak or ignores it all together. It's broker-powered. What does it cost? Nothing. Call today to see if you or your agency qualify for this exciting program.



WORKING YOUR BOOK

New Guide From Genworth Helps Build Your Business

Getting back in touch with your clients—working your book—can be a great way to build your business. By staying top-of-mind you increase the chances your clients will reach out when a life change creates a new need. Plus, you may increase the chances of being referred to family and friends. Check out the guide [here](#).



GET YOUR STASH BACK

New Guaranteed Refund Option from Mutual of Omaha Gives Clients Added UL Flexibility

Starting in late 2014, all qualifying GUL and GUL Plus policies were issued with the Guaranteed Refund Option. This new feature provides clients with three windows where they can get their 'stash' back, giving them flexible options for the future. Learn how this new rider works and read the transition rules [here](#).