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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: SEPTEMBER 2017



September is Life Insurance Awareness Month!

LIAM is an industry-wide campaign aimed at educating Americans about life insurance and helping them get the coverage they need. This is a perfect opportunity for you to contact your clients and prospects, learn their story, and help them understand the importance of life insurance. Did you know that 80% of consumers believe term life is far more expensive than it really is? It's time to show your clients how inexpensive coverage can be. And yes, [Danica Patrick](#) is here to help.

Here are some resources to make your outreach efforts a little easier:

- Life Happens, LIAM's sponsor, has videos, flyers and social media graphics [here](#).
- Legal and General America has an excellent [microsite](#) with consumer approved pieces.
- Mutual of Omaha has several [resources](#), including a great prospecting letter.
- Protective has a number of customizable and shareable sales ideas [here](#).

It's All About Spending Less Time On Paperwork and More Time Selling!

Pacific Life, and their new brokerage term product, Promise Term, becomes the 7th carrier on our **RapidApp** platform. They join an already robust lineup including AIG, John Hancock, LGA (Banner and William Penn), Mutual of Omaha, Protective and SBLI (Centrian). With **RapidApp**, you can quote a case and submit a drop ticket in less than 6 minutes. Haven't tried it yet? Contact our office to get your username and password now.

IP Brokerage is Pleased to Introduce Pacific Life's New Promise Term Portfolio

We're excited to introduce this limited rollout, new to brokerage product from **Pacific Life**. This competitively priced product is available with a min face amt of \$50k and features 10, 15, 20, 25 and 30 year term lengths. Underwriting features very aggressive build charts and favorable guidelines for depression, sleep apnea, asthma and more. All this from one of the most trusted and recognizable names in the industry. Get a quote today.

Competitive Rates and Much More for People with Diabetes

A pioneer in underwriting diabetes, John Hancock continues to be a leader in offering competitive decisions to people living with type 2 diabetes. Now, with the John Hancock Vitality Program, your clients can save even more money on life insurance and get rewarded for the things they're already doing to manage their condition. [Take a look](#) at how affordable life insurance with the John Hancock Vitality Program can be for your clients.

New Marketing Campaign Available from OneAmerica is Now Available

Join IP Brokerage and OneAmerica in promoting long-term care (LTC) protection to women. OneAmerica's goal is to help educate women about their LTC needs and inspire them to create a strategy, so they can face the future with more confidence. Some of the available resources include social media campaigns, web content, consumer mailers and more. To access this information, contact our office or visit the OneAmerica site [here](#).



**RAPID APP
 EXPANDS**



**PACIFIC LIFE
 IS HERE**



TYPE 2 DIABETES



WOMEN and LTC