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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.



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.
- LIMRA has several [resources](#), including relevant life insurance facts and tidbits.
- American General has a number of customizable and shareable sales ideas [here](#).

Accelerated Underwriting from Prudential is Now Available!

Prudential's PruFast Track program is finally here. PruFast Track simplifies the uw process by leveraging Predictive Modeling and is available for most single life products from ages 18 – 60 and face amounts up to \$1,000,000. Clients who qualify for the top three uw classes are generally eligible for an accelerated underwriting decision (no exam and/or lab test) within days. Call or click [here](#) for more details.

PL Smooth Sailing Expands Its Application Submission Process

Starting September 3, 2018, Pacific Life's application submission options are expanding to support YOUR preferred way of doing business. Now you can access [PL Smooth Sailing](#) regardless of how you choose to submit business — both RapidApp drop ticket and full paper applications will be eligible. It's just another reason to consider Pacific Life for your next case. For more reasons, please give us a call today to discuss.

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

It's as easy as 1, 2, 3. Step 1: Have a 5 minute interview with your client to gather the info needed to run the quote and create the drop ticket. Step 2: A specially trained call center contacts your client to complete the application over the phone. They set up the paramedical exam (if necessary) during the 20-minute call. Step 3: Sit back and wait for the policy to be issued and commission to be processed! [It's that easy.](#)

Tools To Help You Grow Your Life Insurance Business

New from Protective, this site (<https://www.sellwhatmatters.com/>) can help you start the life insurance conversation with customizable materials that you can share in just a few clicks. Protective has a diverse product portfolio, featuring short term solutions that won't break the bank as well as permanent products that offer premium flexibility, cash value growth and chronic illness protection. Check it out today.



PRU FAST TRACK UNDERWRITING



PACIFIC LIFE SMOOTH SAILING



RAPID APP: QUOTE, SUBMIT, DONE



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