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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 2020**

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 2020.

American National

2020 Year-End Submission Deadlines: Dates for Life Business, Annuity Business, Commission and Production Credit.

Athene

Make Your Production Count for 2020: Keep your goals on track with a year-end checklist! To ensure your business is processed as quickly as possible, please note these year-end processing deadlines, holiday closures and commission payment schedules.

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 want to include in your 2020 sales results, please note the key deadlines outlined in this flyer.

Legal and General America

2020 Year-End Closing Dates

Lincoln National

2020 Life Insurance Year-End Submission and Placement Guidelines
Year-End Business Cut-Off Dates for Individual Annuities

Mutual/United of Omaha

End of Year Pay Schedule: Make sure to mark your calendars with these 2020 end of year pay dates.

Continued on Reverse



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Important Year-End Deadlines Continued:

North American

Year-End Dates: Don't forget these end-of-year dates as you wrap up your life insurance business this year.

OneAmerica

New Business Year-End Processing Guidelines for 2020 Production

Pacific Life

2020 Year-End Procedures for PL Promise Products: It's time to prepare for 2020 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

2020 Year-End Transaction Guidelines: Read the bulletin.

SBLI

2020 Year-End Processing News

Securian Financial

2020 Year-End Guidelines: As we approach the end of 2020, 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 7, 2020: Final underwriting requirements must be received by Symetra.

December 18, 2020: 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 21, 2020: All requirements received in good order on or before this date will ensure placement prior to year-end.

December 22, 2020: New business and delivery requirements will continue to be processed, but are not guaranteed to be in force prior to year-end.

December 25, 2020: Last commission cycle for the year. All business to count for 2020 production year will need to be placed by this

THANK YOU FOR YOUR BUSINESS IN 2020! HAPPY HOLIDAYS!