Insurance products issued by:
Minnesota Life Insurance Company
Securian Life Insurance Company

Life Lines

October 2019

Drop Ticket[SM] now available!

Securian Financial's Advantage Elite Select now offers Drop Ticket on iPipeline®! Drop Ticket offers a fast and simple term application process. Provide basic client information and we'll take care of the rest.

With Drop Ticket you get:

- Client exams scheduled for you
- 24-hour approval for clients who qualify for our WriteFit Underwriting™ program[1]
- Policy delivery in a matter of days with eDelivery

Give your clients this flyer to help them know what they can expect after their application is submitted.

Changes to life product portfolio: 2017 CSO updates

Beginning January 1, 2020, any new life products issued must use the 2017 Commissioners Standard Ordinary (CSO) Table.

Learn more about important dates and transition timelines.

Learn more

Our four-table shave program!

It can be frustrating when your client, who thinks they are totally healthy, ends up rated table C or D.

Well, good news – from now until the end of 2019, cases[2] that might normally be rated tables B, C or D will get a Standard rating.

View the full rules below, to take full advantage of this limited-time event and drive more sales!

View rules

Client policy update: Agreement endorsement

To adhere to recent regulatory changes, in November your clients will be mailed an endorsement[3] for their policy along with an explanatory letter. This endorsement will allow your clients to add certain agreements to their existing policies after January 1, 2020. **Please note:** This endorsement will not affect their current policy.

View the letter and endorsement, to help you address any questions.

Now available: DocuSign® for Electronic Funds Transfer forms

Providing the best service is something we value here at Securian Financial. That’s why we’ve expanded our digital capabilities to make it easy for you and your clients to do business with us.

We now have the ability to send the Electronic Funds Transfer (EFT) form directly to your clients via email, where DocuSign will be leveraged to complete and gather signatures on the form. With a complete EFT form, we can collect the initial premium and set up recurring monthly drafts.

Give your clients the flyer below to help them complete the form.

Please note: Consent to receive electronic documents may be required for this optional feature.

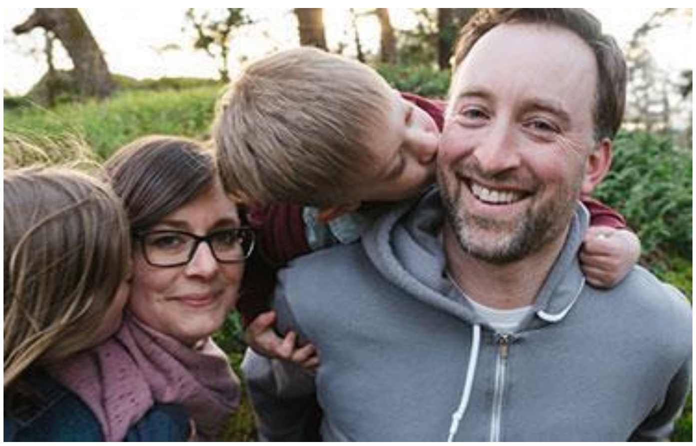
View flyer

Upcoming webinar

Drop Ticket – Make submitting term business easy

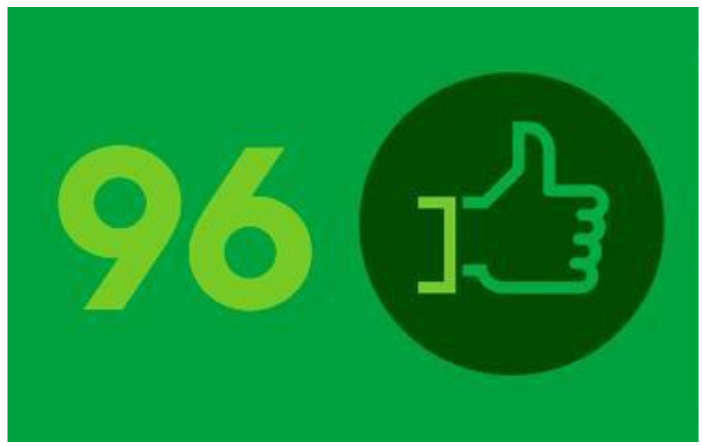
DATE: October 28 • **TIME:** 11 a.m. Central
SPEAKERS: Whitney Millis, FLMI, ACS, Individual Life and Annuity Operations Consultant

Join webinar



Advantage Elite Select: Beyond the numbers

Learn more ›



A leader in financial strength

Learn more ›

Contact us

Questions?
Please contact your DMI Sales Consultant at 800.322.6342

Securian Financial — INSURANCE INVESTMENTS RETIREMENT — Connect with us

1. From receipt of tele-interview. For eligible clients only.

2. Applies to certain products only.

3. Not applicable in all states; in some states, clients will receive a letter only.

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Life insurance products contain fees, such as mortality and expense charges (which may increase over time), and may contain restrictions, such as surrender periods.

Drop Ticket℠ may not be available in all states.

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Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Minnesota Life is not an authorized New York insurer and does not do insurance business in New York. Both companies are headquartered in St. Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues. Securities offered through Securian Financial Services, Inc., member FINRA/SIPC, 400 Robert Street North, St. Paul, MN 55101-2098, 1-800-820-4205.

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