

Noteworthy News



THE LTC AWARENESS CAMPAIGN IS HERE!

Help your clients think about protecting their future in the same way they protect their car and home. Our new campaign provides a complete set of tools to help agents effectively present OneAmerica® Care Solutions. Take advantage of the many resources available and start your campaign today.

[Review the campaign landing page >>](#)



EPOLICY DELIVERY AVAILABLE

We are excited to announce the launch of ePolicy delivery. ePolicy allows you to electronically deliver policies and sign documents. Documents deliver in minutes, not days. Contact [Rachel Headley](#) if your marketing organization would like to switch to ePolicy delivery.

NEW LICENSING & COMMISSIONS CONTACT CENTER

We are excited to announce that starting Oct. 3, 2016, our new licensing and commissions contact center will go in to effect. This long-anticipated resource will allow us to better serve you in many ways.

Phone:
(844) 614-3167

Licensing Email:
licensing.corpfin@oneamerica.com

Commissions Email:
producercomp.corpfin@oneamerica.com
Monday-Friday: 8am-5pm EST

Monthly Sales Idea



THE ESSENTIAL CONVERSATION PODCAST

[Download the podcast](#) to hear four LTC industry veterans share tips on talking to clients about LTC protection.

Updates and Reminders

MASSACHUSETTS AND ALABAMA: ANNUITY TRAINING REQUIRED

Beginning **October 1, 2016** (Massachusetts) and **January 1, 2017** (Alabama), an insurance producer may not solicit the sale of an individual annuity product in either state until he/she has completed insurer-provided product-specific training. An insurance producer must also complete a one-time four (4) hour annuity training course provided by a continuing education provider approved by the state.

The OneAmerica insurance companies will verify that a producer has completed the appropriate OneAmerica insurance company product-specific training and a state approved annuity training course as part of processing an application.

Annuity applications will be returned for re-solicitation after the training requirements, both the product-specific training and the annuity certification course (within the required time frame), have been met.

[Review Massachusetts requirements and learn how to get training »](#)

[Review Alabama requirements and learn how to get training »](#)



LEARN AND EARN: JOIN AN UPCOMING WEBINAR

Join one of our FREE webinars to learn about the Care Solutions product suite. Share the links below with producers looking to build their Care Solutions knowledge!

[November 4: Asset-Care III- Qualified Money: An RMD Strategy](#)

[November 11: Stable, Predictable, Guaranteed: Asset-Based LTC Paid for Annually](#)

[November 18: Care Solutions Asset-Based LTC Annuities](#)

[December 2: Understanding Chronic Illness and Long-Term Care Life Insurance Options](#)

DOWNLOAD ONEAMERICA FINANCIAL RATINGS AND FACT SHEETS

[About OneAmerica »](#)

[About The State Life Insurance Company® »](#)

[Financial Ratings »](#)

Stable. Predictable. Guaranteed.



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OneAmerica is the marketing name for **The State Life Insurance Company®** (State Life), Indianapolis, Ind., which offers the Care Solutions product suite.

Products issued and underwritten by State Life. Not available in all states or may vary by state.

The companies of OneAmerica®: American United Life Insurance Company®, The State Life Insurance Company®, OneAmerica Retirement Services LLC, McCready and Keene, Inc., OneAmerica Securities, Inc. and Pioneer Mutual Life Insurance Company® which is a stock subsidiary of American United Mutual Insurance Holding Company.

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