



New at Sentinel Security Life Insurance Company this week:

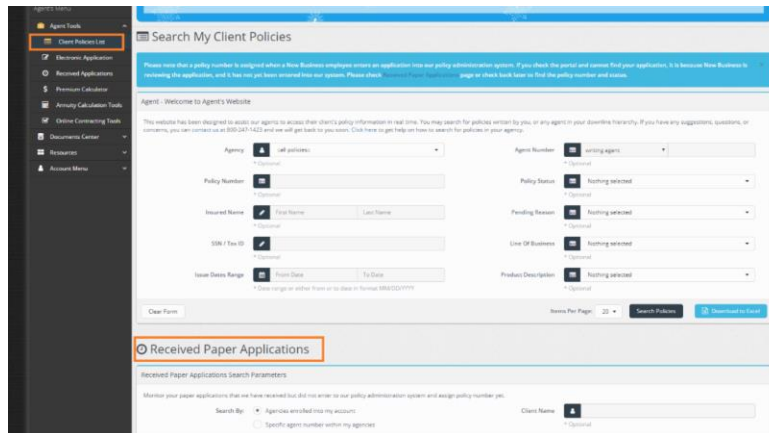
- Agent Portal Request
- Congratulations to our 2020 Sentinel Success Summit Update Contest Qualifiers!
- Rate Adjustments effective 3/11
- There is still a chance to win \$2,500 in our Annuity E-App Contest!
- Sign up for our Annuity E-App Webinar

Agent Portal Request

We are experiencing very strong sales in our annuity product line and want to thank you for your support. Because of heavy volume, we ask that you **please use the Agent Portal** to check the status of your applications in lieu of calling phone support. Your cooperation will allow our teams to get policies issued as quickly as possible. The Agent Portal has the most recent up-to-date information available and is the resource that our phone representatives leverage when you call in for support.

Additionally, we wanted to remind you about the newest feature on the Agent Portal, the **Received Paper Applications** section of the Client Policies List tab. This section allows you to see received applications in the system before they are assigned a policy number. You can now track the progress on received applications sooner than you had been able to in the past.

If you choose to call in, please note that wait times may be longer than usual. There has been a significant increase in the number of phone calls received per day, and many of the questions coming in could easily be addressed on the Agent Portal. We are working around the clock to ensure our service levels are maintained. We thank you for your understanding during this busy time.



Congratulations to our 2020 Sentinel Success Summit Contest Qualifiers!



With the conclusion of the contest period, we are thrilled to announce the qualifiers for the 2020 Sentinel Success Summit! Thank you to all who partnered with us during the contest, and a big congratulations to all qualifiers. Those who qualified will receive an email shortly with trip logistics and a registration link. We can't wait to see you in Barcelona!

[Qualified Agents](#)

[2020 Success Summit Flyer](#)

*TRAVEL DATES SUBJECT TO CHANGE **MUST MEET MINIMUM PRODUCTION REQUIREMENTS.
Qualification Requirements: Applications submitted within qualification period (03/05/2019 - 02/28/2020) must be issued by 03/04/2020. Agents may qualify under either Life and Health or Annuity only, not both. Individual production only, LOA agents cannot be combined under a single agency. Producer must be in good standing to qualify and have an active contract on the date of departure. Premium lapses occurring during the qualification period will be deducted from gross premium credits. Sentinel is unable to substitute awards in lieu of attendance. Sentinel may change qualifications and dates due to unforeseen circumstances.

Rate Adjustments Effective 3/11

On March 3, 2020, the Federal Reserve cut interest rates by 50 basis points. Due to this decision and the recent significant drop in treasury rates and investment yields, Sentinel will need to further reduce its MYGA rates, **effective March 11, 2020.**

To download an updated Annuity Rate Sheet, please click below.

[Annuity Rate Sheet - Effective 03/11/2020](#)

Important Dates to Remember:

- **March 10, 2020:** Date applications must be signed to receive current rates. Applications must be signed before or on March 10, 2020 to receive the current crediting rates.
- **March 11, 2020:** Date when new crediting rates take effect. Any application signed on or after March 11, 2020 will receive the new crediting rates.
- **March 13, 2020:** Date application must be received in Home Office to receive current rates. Applications signed before or on March 10, 2020 must be received in the Home Office by March 13, 2020 to receive the current crediting rates. We will accept faxed or e-mailed applications on March 13, 2020.
New Business E-mail: newbusiness@insadminsolutions.com
New Business Fax: 1-888-433-4795
- **April 27, 2020:** Date rate lock ends. All transfer and exchanges for any application signed on March 10, 2020 or earlier must be fully completed with the initial premium received in the Home Office by April 27, 2020, in order to receive the current crediting rates.

There is still a chance to win \$2,500 in our Annuity E-App Contest!

Our Annuity E-App Contest runs until May 31, 2020.

For Agents using the E-App for the first time they will receive \$100 for each annuity E-App that is submitted, up to a max of \$1,000.

For agents who use the E-App all the time, submit an E-App for a chance to win a grand prize of \$2,500.

Click [here](#) for more information.

Sign up for our Annuity E-App Webinar

New webinar dates have been added for March! Register [here](#)!

E-App Usage has more than DOUBLED in the last 9 months!

“Why you ask?”

- E-App Bonus
 - Practically eliminates missing requirements
 - Makes for faster processing time getting you paid a lot sooner
 - Avoid copying redundant info
 - Very intuitive and user friendly
-

Visit our website!

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