

# June is Annuity Awareness Month

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## Share the Benefits of the Right Annuity

June marks the start of summer and Annuity Awareness Month! This is a great opportunity for you to reach out to clients and share the benefits of the right annuity. Annuities can help keep retirement income on track and ensure that your client's hard-earned money remains protected as they plan for their future.

NWL offers a few strong options to consider as you educate your clientele. We have a well-rounded portfolio of annuities that you can share with them, including the NWL Impact 10<sup>®</sup>, a powerful product designed to grow income.

Learn more about the NWL Impact 10<sup>®</sup> or visit FormSource to view the all the annuities we currently have available in your state.

[Learn More](#)

## Latest News

Keeping you up-to-date to stay ahead of the the latests news and trends in our emerging industry



### Product Availability Changes for Idaho

Due to changes in Idaho state regulations, the following deferred annuity products will no longer be offered in Idaho after June 12th, 2020:

- NWL Impact 7<sup>®</sup>
- NWL<sup>®</sup> Pro Dynamic
- NWL Ultra Future<sup>®</sup>
- NWL Impact 10<sup>®</sup>
- NWL Ultra Classic<sup>®</sup>
- NWL Protector One<sup>®</sup>

Applications written in Idaho for any of the products listed above must be In Good Order with funds received no later than June 22 and policy must be able to be delivered no later than June 30th.

NWL Impact 7<sup>®</sup> and the state variation of the NWL<sup>®</sup> Pro Dynamic will be available for use in Idaho.

Sales and marketing materials reflecting these updates will be available on MyNWL soon.



### More State Orders Issued Amid COVID-19

As the COVID-19 pandemic continues, states continue to issue guidance regarding social distancing and use of video-conferencing in lieu of in-person meetings.

Please carefully review the latest bulletins regarding face-to-face business for insurance agents. As orders and bulletins continue to be issued by states as the pandemic continues, please check with your state insurance department for any changes that impact your business. NWL will continue to provide updates as they are available.

**The following states have recently issued updated bulletins and/or orders:**

- MICHIGAN
- NEVADA
- PENNSYLVANIA

To support these new business standards, we've implemented alternate business processes. As a reminder, click [+here](#) for details on the updates now in place to aid

you in doing virtual business. We'll keep you updated as additional states issue orders.

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