

ALLIANZ ADVANTAGE EMAIL NEWSLETTER

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Rates

New rates are typically effective the first Tuesday of the month, with a preview of declared rates available one week prior.

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Our Index Lock offers clients greater control

And now greater insight with our new on-demand Index Lock Report

Now, with the introduction of our new **Index Lock Report** available on allianzlife.com, you have greater insight into what indexed interest rates are available to be locked – across your entire book of business.

> Learn more

New video demonstration of Index Lock in action

A new advantage for volatile times – a new reason to approach potential clients

Our new client video for Allianz Life Pro+ AdvantageSM Fixed Index Universal Life Insurance Policy is ready for your use. Along with highlighting the key features and benefits of Life Pro+ Advantage, including the death benefit (that is generally passed to beneficiaries income-tax-free), it also demonstrates our exclusive Index Lock feature, which gives your clients the ability to lock in an index value at any point during the crediting period, prior to the policy anniversary.

ightarrow Visit our page to get more information about Index Lock and to watch the video

Clients can benefit from a policy review – so can your business

Many events in life can trigger a need for changing coverage. Life Insurance Awareness Month is a good reason for reaching out to your clients to review their policies. Annual policy reviews – whether done in person, by phone, or online – can help deepen existing client relationships, uncover new financial needs, and yield referral opportunities.

Get your Policy Review Kit

Is the rising cost of living *raising* concerns for your clients?

Inflation and rising health care costs can be top concerns for retirees, but we have some tools that may help.

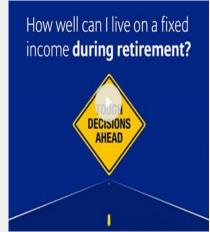
→ Learn more

Allianz strength video

In our Allianz Life Insurance Company of North America (Allianz) strength video, you can learn more about the strength of our mission, the strength of our relationships, and the strength of our integrity in under two minutes. And you can also share it with your clients so they can learn more about us, too!

> Watch now

Question: How well can your clients live on a fixed income during retirement?



Allianz Answers

This video in the Allianz Answers video series explores what your clients can do to help address inflation during retirement. One answer may be an annuity that has the potential for increasing income (either built-in or as an optional rider for an additional cost) so that their retirement savings also have the potential to address increases in the cost of living.

Here are the tools you can use to promote the video. You can contact us to order copies of the client mailer (M-5832-N).

- > Client video
- > Prospecting tools

From the desk of Eric Thomes - Chief Distribution Officer

Is your carrier rolling the dice on your clients' retirement?

Your clients' retirement is too important to leave to chance. In challenging times like these, it's important to know you are recommending a carrier with strength, stability, and a disciplined investment philosophy.

A recent *Wall Street Journal* article and our Executive Forum shed more light on an investment some insurers have in their portfolios that isn't rated as safe as it once was.

> Learn more

Allianz Life gives \$2 million in grants to Twin Cities nonprofits

Funds will help address issues of systemic equity and inclusion exacerbated by the recent crisis in the Twin Cities and the COVID-19 pandemic.

MINNEAPOLIS – August 25, 2020 – Allianz Life Insurance Company of North America (Allianz Life) announced today that it is making \$2 million in grants to nonprofits in the Twin Cities with the goal of helping to address inequities in the community and bring about positive change in the lives of at-risk members of the Twin Cities community, specifically people of color (POC), seniors and youth. The company will be making two separate \$1 million grants, the first to address racial inequity and the youth achievement gap and the second to address senior equity issues in the community.

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