



# MKI Weekly Newsletter

January 23, 2017

Mo-Kan Insurance Services, Inc.

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We're on the Web:  
<http://www.mkione.com/>

On our web site go to the  
"Forms" Tab and you will find:

- A link to iPipeline, where you will find annuity product forms for:
  - ◇ Columbus Life
  - ◇ Reliance Standard
  - ◇ The Standard
  - ◇ Principal
- Delaware Life forms for MO, KS, IL, OK

For current rates, here is a direct link to the "Rates" tab.  
[Rates](#)

Go to the "Links" tab for a link to the Prudential My Term and My Legacy login page.

## Schedules:

**Gary:** Tue - Lake of the Ozarks  
Wed - Branson  
Thu - Springfield

**Chris:** In KC area this week

**Amy:** In office all week

## Planning Your Next 60 Days

Looking to get off to a great start for 2017? We have the road map for you. Go to our website (link is in the left column) and click on Sales Tools, and then Fast Start. This document will guide you in planning the next 60 days. One of the secrets to success is forming great habits, so start forming these great habits today!

It also helps that Delaware Life has increased their rates, effective today!

## Current Interest Rates

<u>Columbus Life</u>	<u>Year 1</u>	<u>Year 2-7</u>
Passport 2	4.00%	2.00%
Passport 3	3.90%	1.90%
Passport 4	3.80%	1.80%
Passport 5	3.75%	1.75%

<u>Delaware Life</u>	
Pinnacle MYGA 3 yr	2.10%
Pinnacle MYGA 5 yr	2.65%
Pinnacle MYGA 7 yr	2.85%
Pinnacle MYGA 10 yr	3.10%

Principal Financial Group  
See Rate Sheet on our Website. Click here: [Rates](#)

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