



MKI Weekly Newsletter

February 27, 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: In KC area all week.

Chris: M,W,Th,Fr - In KC
Tue - Lawrence/Gardner

Amy: In office all week.

It's IRA Hunting Season

It's the season to hunt for IRA's. Have your tellers ask everyone they come in contact with, "Have you got your taxes done?" Then, "Did you do an IRA this year? Did you know that [*insert name of licensed rep*] can get you a better rate on your IRA money? He/she is available right now. Would you like me to have him/her give you a call?"

This is an easy referral for your tellers. Teach them today!

Also, we have two rate announcements. Effective today, Delaware Life 7 and 10 yr Pinnacle MYGA rates are going up. Effective March 1, Columbus Life Passport rates are going down. See new rates below.

Current Interest Rates

<u>Columbus Life</u>	<u>Year 1</u>	<u>Year 2-7</u>
Passport 2	3.90%	1.90%
Passport 3	3.80%	1.80%
Passport 4	3.70%	1.70%
Passport 5	3.65%	1.65%

<u>Delaware Life</u>	
Pinnacle MYGA 3 yr	2.10%
Pinnacle MYGA 5 yr	2.65%
Pinnacle MYGA 7 yr	3.00%
Pinnacle MYGA 10 yr	3.25%

Principal Financial Group

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

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