



# MKI Weekly Newsletter

February 6, 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 this week

**Chris:** In KC area this week

**Amy:** In office all week

## Effective Questions To Ask Your Customers

We know that the key to solving customers' needs is finding out what their needs are. We do this by the effective asking of questions. If you haven't used the Let's Talk Some More sheet, there are up to 20 questions that you can ask your customers on your next visit with them. This sheet is in the Sales Tools tab on our website. Here is a link: [Let's Talk Some More](#)

Pick 2 or 3 questions that you really like and incorporate them into your fact finding.

## Current Interest Rates

### Columbus Life

|            | <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%           |

### Delaware Life

|                     |       |
|---------------------|-------|
| 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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