



MKI Weekly Newsletter

March 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: In KC area all week.

Amy: In office all week.

Are You On Track For Your Goals?

It's hard to believe, but the first quarter of 2017 is almost behind us! Now is an excellent time to review the goals you set at the beginning of the year. Are you on track for your goals, are you ahead, or are you behind? It's time to assess what you can successfully achieve through the last nine months of the year.

Remember to break your goals down to the number of presentations needed weekly in order to reach your goals, and then commit to that number of presentations!

Current Interest Rates

Columbus Life

	<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%

Delaware Life

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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