



MKI Weekly Newsletter

April 24, 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, except for meeting on Thursday.

Chris: Same

Amy: Same

Sign Up for a Referral Training Meeting

Are you getting as much activity as you would like? Are your tellers sending you referrals? If not, maybe it's time to have Gary or Chris out to do referral training for your branch. The best time is 30 minutes before your branch opens. **Talk to Gary or Chris at the annual meeting to schedule** a referral training meeting ASAP!

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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