



MKI Weekly Newsletter

April 3, 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](#)
 - ◇ [Principal](#)
 - ◇ [Reliance Standard](#)
 - ◇ [The Standard](#)
- [Delaware Life](#) forms for MO, KS, IL, OK

For current rates, go to the
"Rates" tab.

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

Schedules this week:

Gary: Wed - Jeff City
Thu - Columbia

Chris: In Office - Mon,Tue,Thu

Amy: In office all week.

Annual Review Suggestions

Commit to spending time each week to focus on annual reviews. Try to contact 5 people per week each Friday before the bank opens. For more suggestions on how to do an annual review, go to this link on our website [Sales Tools](#) and then click on Annual Review Suggestions.

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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