



MKI Weekly Newsletter

May 1, 2017

Mo-Kan Insurance Services, Inc.

4200 Little Blue Parkway
Suite 610
Independence, MO 64057

(816) 478-6166
(816) 478-9067 Fax

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: Out of the office on Wed and Thu.

Chris: Our of the office on Mon and Tue.

Amy: In office all week.

Need a New Umbrella?

It was great to see so many of you at the annual meeting last Thursday. For those who attended, please respond to Amy with the best thing you learned AND why it was helpful. Respond by end of day on Wednesday, and your name will be entered into a drawing for a much needed umbrella!

New Rates

Delaware Life rates for the 3-yr and 5-yr Pinnacle MYGA went down, effective today. There are no rate lock procedures. Any new applications will receive the new rate. Columbus Life's rates remain unchanged.

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	2.00%
Pinnacle MYGA 5 yr	2.55%
Pinnacle MYGA 7 yr	3.00%
Pinnacle MYGA 10 yr	3.25%

Principal Financial Group

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

Gary Oelschlaeger, Account Manager; email: garyo@mki1.com
Chris Walden, Account Manager; email: chrisw@mki1.com
Amy Schoneboom, Internal Account Manager; email: amys@mki1.com