



# MKI Weekly Newsletter

May 8, 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:** Vacation this week.

**Chris:** Out all week.

**Amy:** In office all week.

## National Western Life Contest

Hopefully you have had time to identify a customer who might benefit from seeing a NWL illustration for indexed single premium life. Heather Hall, with NWL, is ready to run those illustrations for you. She gave out her contact info at the annual meeting. The first five people to request an illustration (on a REAL person) will receive a \$25 gift card to the place of their choice.

## Umbrella Winner

Thank you to those who gave us feedback on the most helpful thing you learned at the Annual Meeting. The names were put into a drawing, and Mary Pratt is the winner of the Columbus Life umbrella. Congratulations!

## 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