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News and Notes brought
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Fast 5 on Friday



1. Recently, Top Producers from all over the country gathered in Dallas for the NALP Life Insurance Training and Sales Conference. It was a great event that was both educational and motivational. One of the topics we discussed was life insurance products with Living Benefits that you only pay for if used with no additional charges up front. It's a great approach because you can sell a competitively priced life insurance product and still provide Living Benefits protection in case they need it. Only a couple of carriers do this, so send a note to the **Fast 5** inbox for details!
2. Another topic that was discussed at the Life Insurance Conference was Guaranteed Issue life products. There is a great new GI Life product that has low rates and the best commissions in the GI Life market. Send a note to the **Fast 5** inbox to get more information.
3. Fixed Annuities broke sales records in 2016 as this article reminds. Plus, with interest rates being increased this week, it will make these products even more attractive. Over and over again, retirees express strong interest in financial products that provide guaranteed income for life and gives them a reasonable return without the risk of the stock market. Send a note to the **Fast 5** inbox to find out who has the most competitive fixed annuity rates.
4. If you have not yet figured out to how to use Social Networking to market your business, stay tuned for an exciting upcoming event. It's the wave of the future (and today) and agents need to get on board. Check out the NALP Facebook page [here](#).
5. Unlike ObamaCare, Medicare continues to provide a good balance between consumers, insurance companies, providers, and agents. Recently, it was **reported** that Med Supp premiums have remained largely unchanged for 2017. This is incredible performance when you think about the senior market and their insatiable appetite for health care. Don't forget to attend next month's National Medicare Supplement Conference here in Dallas. There are still tickets left for the FREE agent day. Please contact the **Fast 5** inbox to register.