Prudential

LIFEESSENTIALS

TRIMESTER SALES STRATEGIES: RISKS TO RETIREMENT

A client's retirement plan can change seemingly overnight. The loss of a spouse, an illness, inflation, taxes—any of these—can put even the strongest retirement plans at risk. Visit our March Trimester page to access our Risks to Retirement brochure and our new Planning for Widowhood flyer. These materials can help you start meaningful conversations with clients about the role of life insurance in building retirement plans that can withstand retirement risks and protect their life's work.

Learn more

Advanced Planning

Unlock a fresh sales idea in just 10 minutes

We know you're tight on time, so we've condensed practical sales strategies into just 10 minutes. Fast, focused, and designed for your busy schedule—tune in to get a new idea you can use right away.

RESERVE YOUR SEAT

Marketing Support

How the great wealth transfer is reshaping financial services

As wealth transfers to the next generation, client expectations are evolving rapidly. AI is enabling us to maintain personalized interactions at scale, especially during critical moments. In this Forbes article, Salene Hitchcock-Gear, President of Individual Life Insurance at Prudential, joins industry leaders to discuss how these forces are redefining the financial services industry.

READ MORE

Service & Underwriting

Underwriting: Support for even larger cases

Already known for our capacity and knowledge to handle your large cases, we can now handle even larger ones. We are pleased to announce that the Auto-bind and Jumbo limits have increased to $75 million, and the AutoPlus reinsurance program has increased to $95 million.

LEARN MORE

EssentialTerm Suite: Important planned enhancements for new business submission

When we launched our EssentialTerm suite, we did so on a brand-new administration platform. This transition has already delivered efficiencies and sets the stage for even greater capabilities. While change can bring complexities, we are confident these enhancements will lead to an improved experience. Our teams are actively implementing plans to deliver continued improvements in the coming months. Bookmark the link below for real-time updates as we make these changes.

LEARN MORE

Life Case Tracker update

We’re continuing to enhance Life Case Tracker as we move to one unified platform—Web Case Status will retire this spring.

New filters are live: Delivery Requirements Satisfied, Pending Placed/Unplaced Change, and Informals Quoted. Full APS and Exam retrieval attempt history is now available for Variable policies, with Term policies coming in April.

Thank you for your partnership as we continue to improve your experience.

Webinars

April Webinar: The Power of Life Insurance: Larger Inheritances. More Control. Less Tax.

Thursday, April 9, 2 pm ET. In this live webinar, renowned CPA and retirement planning professional, Ed Slott, will reveal how life insurance can help you deliver what clients want most: larger legacies, greater control over assets, and reduced tax exposure. Plus, learn how to use life insurance as a powerful tool for transferring wealth and complementing traditional retirement strategies.

RESERVE YOUR SPOT

Replays of webinars and 10-Minute Mondays

Boost your knowledge on your schedule. Our past webinars and 10-Minute Monday sessions are available for on-demand viewing.

GET THE REPLAYS NOW

State Approvals

Get up-to-date information on product approvals by state.

Learn more

ISG_EM_ILI662_01
1011225-00007-00   06/2024