



# The Scoop

April 2026

Never miss an article from our dedicated distributor website. Here's your essential reading list this month:



## One case. One story. How to turn LTC into a tax planning conversation.

Affluent clients can usually self-fund long-term (LTC). But should they? Equip your agents with a strategy that shows why self-funding can cost more in taxes and risk than clients expect.

[Learn more >](#)



## Medical Minute: Underwriting insights at your fingertips

Episode 2 is here. Break down tobacco types, learn key terms, and share our non-tobacco credit insights with your producers.

[Learn more >](#)



## How to turn policy reviews into year-round growth

Your agents can drive growth with annual policy reviews. Help them uncover coverage gaps, strengthen client relationships, and identify new sales opportunities using simple, repeatable conversations.

[Learn more >](#)



## SecureCare IV coming soon to four more states

SecureCare™ IV, a long-term care (LTC) and nonparticipating whole life insurance policy, launches in Delaware, Indiana, North Dakota and South Carolina on May 4, 2026. With this release, SecureCare IV will be available in all states except California, Montana and New York. Here's what you need to know.

[Learn more >](#)



## One Case. One Story. Built-in flexibility

Watch the webinar recording on a flexible estate planning approach clients can carry through life's changes.

[Learn more >](#)



## Upcoming events

Get the latest on upcoming webinars and other events.

[View events](#)



PREPARE  
PROTECT  
SECURE

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Product features and availability may vary by state.

Life insurance products contain charges, such as Cost of Insurance Charge, Cash Extra Charge, and Additional Agreements Charge (which we refer to as mortality charges), and Premium Charge, Monthly Policy Charge, Policy Issue Charge, Transaction Charge, Index Segment Charge, and Surrender Charge (which we refer to as expense charges). These charges may increase over time, and the policies may contain restrictions, such as surrender periods. Variable life insurance products contain fees, such as mortality and expense charges, and may contain restrictions, such as surrender periods. There may also be underlying fund charges and expenses, and additional charges for riders that customize a policy to fit individual needs. Charges and expenses may increase over time. The variable investment options are subject to market risk, including loss of principal.

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