



Enable your success with these tools and resources:

PRODUCT

PRODUCT INFORMATION

- Sales Ideas
- Product Highlights
- Consumer Brochures
- Financial Professional Guides

ADDITIONAL PRODUCT INSIGHT

- Competitive Analysis
- Product Training
- Producer Website
- Request Printed Materials

SALES TOOLS

RETIRE STRONGER PROGRAM

- Make the Sale!
- IUL Interactive Sales Tool
- “Grab & Go” Promotional Materials
- Unique Selling Strategies

ADDITIONAL RESOURCES

- Generational Selling
- Advanced Market Tools
- InsMark Presentation Software
- Quick Quotes
- Policy Review Program

ABOUT AIG

COMPANY

- Recent updates to AIG Products, Operations, Underwriting and Service
- Financial Facts
- Underwriting Information
- AIG Videos

INTERNET ACCESS REQUIRED; NO LOGIN OR PASSWORD REQUIRED



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Index Universal Life (IUL)

Max Accumulator+
(Cash Value Accumulation)

Value+ Protector
(Death Benefit Protection)

Value+ IUL
(Death Benefit Protection—NY only)

Elite Global Plus® II

Elite Index® II



New York Products



Term Life Insurance

Select-a-Term

ROP Select-a-Term

Select-a-Term: New York

AG Ultra OneSM



Term Conversion Playbook

- Eligible term conversion lists
- Increased conversion credit
- Expanded conversion period



Guaranteed Universal Life (GUL)

Secure Lifetime GUL 3

AG Secure Survivor GUL® II



Accident & Health (A&H)

www.aig.com/AandHplaybook



Variable Universal Life (VUL)

AG Platinum Choice VUL 2



Single Premium Universal Life Insurance

Inheritance Life Plus (AGLC)

Inheritance Life Plus (WNL)

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Competitive Comparison Playbook

See how our products stack up against the competition.



Training Playbook

Scripted PowerPoint Presentations and On Demand Training



Producer Website (eStation)

Access L&C information, product information, underwriting and more.



Forms Depot

Forms ordering database offering printed and digital marketing collateral, business forms and more.



Premium Approval Limits

Listed by product for easy reference.



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RETIRE STRONGER PROGRAM



RetireStronger.com

Help clients protect their retirement assets with robust training, education and client prospecting materials



Campaign in a Box RetireStronger.com/Campaign

"Grab and go" client prospecting, training, education and selling strategies ready to deploy



Life To The Max aig.com/LifeToTheMax

Simplify complex IUL conversations with easy-to-understand charts & scenarios in consumer approved sales tool



Making the Sale

Access multiple, short training modules, producer videos and turn-key training to effectively make the sale



Unique Selling Strategies

Use unique "napkin tool" sales approach to stimulate compelling client discussions



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Master Playbook

www.aig.com/MasterPlaybook

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Generation Matters aig.com/GenerationMatters

Improve sales across any generation with tailored client prospecting and training materials



Advanced Markets Portal AGadvancedmarkets.com

We will help you attract and retain affluent and business-owner clients



Policy Review

Any client can benefit from a policy review every 3 – 5 years



InsMark Playbook

Illustrations custom built for your clients needs



Beneficiary Review

We provide you with all the tools you need



Fillable Webinar Invitation

Customizable webinar invite used with any presentation



Rapid Rater

Get quotes to help you understand a proposed policy



Life Insurance Awareness Materials (LIAM)

Life insurance awareness resource



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Master Playbook

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AIG Executive Summary

One page update on Underwriting, Sales, Marketing, Product and Service



American General Life (AGL)

[AGL Highlights](#)

[AIG History Video](#)

[AIG Keeping Our Promise Video](#)

[Financial Fact Sheet](#)

[Earning your Trust](#)



Underwriting Playbook

All underwriting tools in one place: Field Underwriting Guide, Informal Application Guidelines, Foreign Nationals, and more



Operations

[Quick Ticket](#)

[Technology Solutions](#)



AIG Campus

New interactive training resource



DOL Resources Playbook

Links to official DOL info, industry expert insight, and access to AIG DOL communications.



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