



## STEP 1

### Value Prop

1. QoL Master Playbook
2. Connex - Registration
3. AIG Campus
4. PG Rewards
5. Campaign in a Box

## STEP 2

### Licensing & Contracting

1. What and where to submit
2. Contracting Application Kits
  - Licensing and Contracting Kits
  - 50% Annualization
  - 75% Annualization
  - Agency Agreement
  - Solicitor Agreement
  - Licensing and Contract Change Form
3. Contract production requirements
4. Contracting Contact Sheet

## STEP 3

### New Business & Underwriting

1. QoL Rapid Rater
2. Winflex QoL Illustrations
  - Flex Term
  - Max Accumulator
  - GUL II
  - Value + Protector
3. Completing a new business application
  - iGo eApp
  - iGO eAPP FAQs
  - PG Life App Kits
4. Where and how to submit
5. Connex/Manage your business
6. Field Underwriting Guide

## STEP 4

### After The Sale

1. Where to find Commission Statements
2. How to retrieve and read Commissions Statements
3. How to read IUL Annual Statement
4. Policy Review Playbook
5. Beneficiary Review Playbook