



Training Playbook

Product Training at your fingertips and on your schedule!

Term

- [Select-a-Term](#)

Universal Life:

- [Asset Protector – Chronic Illness and Longevity riders](#)
- [Secure Lifetime GUL 3 – Guaranteed Death Benefit](#)
- [Secure Lifetime GUL 3 \(New York\)](#)

Index Universal Life:

- [Agile Underwriting+](#)
- [Understanding IUL](#)
- [Understanding IUL Policy Loans](#)
- [AG 49 Training](#)
- [Max Accumulator+ II – Cash value accumulation IUL](#)
- [Max Accumulator+ II \(New York\)](#)
- [Value+ Protector II – Death benefit protection IUL](#)
- [Value+ Protector II \(New York\)](#)
- [Protection Extend IUL \(Term Conversion Product\)](#)
- [Protection Extend IUL \(New York\)](#)

Accelerated Benefit Riders:

- [Accelerated Access Solution – Chronic Illness rider](#)
- [Accelerated Access Solution – \(CA Only\)](#)
- [Accelerated Access Solution - \(New York\)](#)
- [Understanding Accelerated Benefit Riders](#)

Concepts:

- [Basics of Life Insurance](#)
- [Estate Planning 101](#)
- [Income, Guarantees, or Both?](#)
- [Power of 10-10-10 Presentation](#)
Notes included

Webinar Wednesdays

Check out our morning and afternoon sessions each Wednesday on sales ideas and product insights!

[WATCH WEBINARS](#)

InsMark Playbook

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