



# QoL Training Playbook

Products and sales training at your fingertips and on your schedule

- Click on the links for easy access to AIG's Life Insurers Product/Sales Presentations and Archived Webinars
- Save [www.aig.com/qoltrainingplaybook](http://www.aig.com/qoltrainingplaybook) to your favorites to ensure the latest version of the playbook



- Supplemental Retirement Income Planning
- Understanding Indexed Universal Life
- QoL Product Portfolio Overview
- QoL Product Portfolio Overview - For California
- QoL Guarantee Plus GUL II
- QoL Max Accumulator+
- QoL Max Accumulator+ Non-Medical UW
- QoL Value+ Protector
- QoL SelectChoice II Accelerated Benefit Riders
- QoL Accelerated Benefit Riders -For California
- Accelerated Access Solution Rider
- Accelerated Access Solution Rider - For California
- Common Application
- QoL AG 49
- QoL Flex Term & QoL Advantage
- Understanding the ABR Claims Process
- Illustrating QoL Flex Term
- Illustrating QoL Guarantee Plus GUL II
- Illustrating QoL Max Accumulator+
- Illustrating QoL Value+ Protector
- Inforce Illustrations on WinFlex Web

## Sales Ideas - Presentations

- 10-10-10

### PLEASE NOTE:

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## GOT QUESTIONS?

Contact Trevor Keeble,  
Director of Product Training at  
[trevor.keeble@aig.com](mailto:trevor.keeble@aig.com)



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## Presentations

- 10/10/10 Sales Idea (Consumer)
- Supplemental Retirement Income Planning (Consumer)
- QoL Product Portfolio Overview
- QoL Guarantee Plus GUL II (Consumer)
- QoL Max Accumulator+ (Consumer)
- QoL Value+ Protector (Consumer)
- QoL SelectChoice II ABRs & Accelerated Access Solution Rider (Consumer)
- QoL ABRs & AAS - For California
- Social Security Savvy

## QoL Product Materials

- QoL Max Accumulator+
- QoL Max Accumulator+ - California Version
- QoL Value+ Protector
- QoL Value+ Protector Select Income Rider
- QoL Guarantee Plus GUL II
- QoL Flex Term
- QoL SelectChoice II Accelerated Benefit Riders
- QoL Accelerated Benefit Riders - California Only
- AAS Consumer Guide - CA version
- AAS Consumer Guide

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## QoL Max Accumulator+

- QoL Max Accumulator+ Producer Guide
- QoL Max Accumulator+ Non-Medical UW Flyer
- Select Income Rider
- Income for Life Rider
- ML Strategic Balanced Index
- PIMCO Global Optima Index™ Brochure
- Non-Medical Underwriting Competitive Flyer (LIRP)
- QoL Supplemental Retirement Income Brochure
- Income Solve Option Illustration Tips Flyer
- WinFlex Web Illustration Tips Flyer

## QoL Value+ Protector

- QoL Value+ Protector Producer Guide
- Longevity Rider Product Highlights
- Bridge Gap Concept
- Multiple Funding Options Sales Concept
- QoL Value+ Protector in Short Pays Comparison
- QoL Value+ Protector in Level Pays Comparison

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## QoL Guarantee Plus GUL II

- [QoL Guarantee Plus GUL II Product Highlights](#)

## QoL Flex Term

- [QoL Flex Term Product Highlights](#)

## QoL Select Choice II

- [QoL SelectChoice II](#)
- [QoL SelectChoice II Competition Flyer](#)

## AAS

- [AAS Product Highlights](#)
- [Top Reasons to Sell AAS](#)
- [AAS vs. Other Chronic Illness and LTC Riders](#)

## Other Resources

- [QoL Product Portfolio Competition Comparison](#)
- [Understanding the QoL ABR Claim Process](#)
- [QoL Life Interest Rates](#)
- [Partial Surrenders and Loans Quick Reference Guide](#)

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- Partners Group InsMark Playbook
- Advanced Markets Portal
- Financial Network InsMark Playbook

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- InsMark
- Common Application
- QoL AG 49
- Executive Bonus
- Key Person Insurance
- Business Continuation
- Understanding IUL
- Sales Ideas
- Deferred Compensation
- Split Dollar

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- Accelerated Access Solution (AAS)
- Accelerated Access Solution Rider (CA ONLY)
- Income for Life Rider
- Select Income Rider
- QoL SelectChoice II ABRS
- QoL Accelerated Benefit Riders (CA ONLY)
- Understanding Policy Loans
- Understanding Indexed Universal Life
- Inforce Illustrations on WinFlex Web
- 10-10-10
- How to Illustrate 10-10-10

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- Tax Diversification of Retirement Assets
- Competitor Comparison for QoL Flex Term
- Off Year Competitor Comparison for QoL Flex Term
- ABR Competitor Comparison for QoL Flex Term
- QoL Flex Term - Laddering
- Cheaper than a cup of coffee
- Why aren't you selling our IUL?
- Going on and Off Claim
- The 10-10-10 Plan Sales Concept
- QoL Value+ Protector and Chronic Illness Protection
- Non-med as LIRP with AAS
- Non-med on a Budget
- Term/GUL Combination

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- [QoL Master Playbook](#)
- [QoL Life To The Max](#)
- [QoL Flex Term Rapid Rater](#)
- [QoL Producer Website](#)
- [Policy Review Playbook](#)

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