



Individual Life Update

October 14, 2009

In This Issue

- WCL Advantage UL
- Genworth UW
- 1035 Deposits
- John Hancock UW
- Sales Tip
- We're on Facebook!

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Improvements to WCL LifeTime Advantage UL

West Coast Life has announced substantial improvements to their substandard non-tobacco rate classes for the LifeTime Advantage Plus UL product.

Please contact Amber Pikus at amber@thecasongroup.com or Alex Hong at alexhong@thecasongroup.com with any questions.

Genworth's Competitive Underwriting

Genworth's underwriting is particularly competitive in the following areas:

- Blood pressure readings
- Total cholesterol and HDL ratios
- Aviation
- Recreational Scuba Diving

Please ask your Cason Group Sales Rep about Genworth!

WCL Strong on 1035 Deposits

West Coast Life's Golden Legacy Protector X consistently ranks in the top #1-#2 on rated cases with 1035 deposits. Legacy Protector X is

John Hancock UW News

One more reason to quote John Hancock...They no longer require a treadmill test for individuals age 70 and above at any face amount for non-smokers.

Sales Tip - ROP Term

Most positions in Fire, Police and Military allow individuals to retire after 20-25 years. This is a perfect time-frame for ROP Term which will provide needed coverage during their working years and a nice nest egg at retirement. We have a carrier that can offer up to Preferred Best for these clients!

Do you have clients in the Fire, Police or Military fields? Let The Cason Group help you find the most competitive ROP Term for them!

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