

## Insurance Guide

It is the policy of IPI and IPIW to monitor and supervise Insurance products. Insurance is covered under the E & O policy secured by the firm. To date our largest E & O claim and payment was a whole life insurance complaint.

### TYPES of Insurance:

- **Fixed Insurance/Fixed Annuities (Term, UL, Whole, Fixed)** – are to be processed through the list of preferred IMO/FMOs below. Commissions can be paid direct to the financial professional or to the home office and they will be paid out at 100%. Application should be uploaded in the client file on Docupace.

#### Preferred IMO/FMOs

- Alpine Brokerage North
  - Alpine Brokerage Group
  - Ash Brokerage
  - BUI
  - Legend Financial
  - The Quantum
  - Sammons (Midland)
  - SMS
  - TOLIC (PR Markets Only)
  - Universal Life (PR Markets Only)
- **Indexed Insurance/Indexed Annuities** – Products that have a tie to a market-driven index are required to be submitted to the home office for supervision and approval. Commission is paid to the home office and run through the grid.
  - **Variable Insurance/Variable Annuities** – All variable products are to be submitted to the home office for supervision and approval. Commission is paid to the home office and run through the grid.
  - **Long Term Care** – Application should be uploaded in the client file on Docupace.

### General Information:

- Insurance products are reviewed by the product committee for suitability. Some considerations include, but not limited to company ratings, structure of the product, surrender charges and length of surrender.
- Due to restrictions of sales contests, insurance-based incentive trips are not permitted without prior approval of the Compliance Department.