



COVID-19: Navigating the Now

News You Can Use
May 22, 2020

Upcoming Webinars: Register Today

- **Multiline Series: Part II: How to Find and Reach Out to New Prospects** | Tuesday, May 26 | 11:00 a.m. EDT | [Register here](#)

It's a unique time for everyone. Life, in general, has changed and many of us don't know what the next steps are, but the sales cycle must go on. Join our experts for the second part of our multiline series on how to keep calm and create a prospect pipeline during COVID-19.

- **Insights From Outside: Are Consumers Ready for a Retirement Reset?** | Wednesday, May 27 | 1:00 p.m. EDT | [Register here](#)

ALI has been conducting consumer surveys about a mental shift to a "retirement reset" as an outcome of the COVID-19 environment. How are consumers feeling? How are they thinking about retirement? What does their future retirement even look like? Jean will share her candid observations and the insights gained from ALI's surveying efforts. Join us for information and insights that can help shape your future

conversations and strategies based directly on consumer feedback.

- **PPP Loan Forgiveness – What You Need To Know** | Thursday, May 28 | 11:00 a.m. EDT | [Register here](#)

The PPP loan forgiveness application is out! Join AALU / GAMA's Armstrong Robinson and Josh Caron as they walk participants through the newly released PPP Loan Forgiveness Application and provide updates and clarifications on PPP loan forgiveness.

- **You Ask, We Answer: PPP Loan Forgiveness & Application Process** (*Members Only*) | Thursday, May 28 | 1:00 p.m. EDT | [Register here](#)

The "You Ask, We Answer" webinar series is a live, interactive experience hosted by AALU/GAMA experts to answer our members' questions about current hot topics. Join Armstrong Robinson and Josh Caron for the next installation of our series. Our team will answer your specific questions and help with challenges you're facing regarding the recently released PPP loan forgiveness form and guidelines.

- **Creating a High-Impact Recruiting Culture** | Tuesday, June 2 | 1:00 p.m. EDT | [Register here](#)

Join our virtual book club series to put the insights from Creating a High-Impact Recruiting Culture white paper to life. Each week you'll read along with your peers and bring your ideas and questions to our online discussion forum.

We'll kick off our series with the Foundation's Executive Director, Emily Boynton, and Research Committee Chair, Dave Savage, on June 2nd and end with a capstone event the week of June 22nd.

ICYMI: Recent Webinars

- **Underwriting Series: Part II: Embracing the Accelerated Life Insurance Underwriting Process** | [Watch here](#)

Our experts walk through a series of unique cases that they have completed over the past two months and discuss what challenges they faced. We see how they have navigated these challenges by using new technologies available to the underwriting profession.

- **Insights with Congress: Can There Be Bipartisan Agreement in Congress?** (*Members Only*) | [Watch here](#)

This is a behind-the-scenes look at the creation of the CARES and HEROES acts, featuring House Ways and Means Committee member Congresswoman Stephanie Murphy (D-FL). Congresswoman Murphy gives her exclusive insight on the provision (Employee Retention Tax Credit) she championed and discusses the path forward towards bi-partisan agreement on further stimulus packages.

- **Multiline Series: Part I: Kick off and Serving Your Current Clients** | [Watch here](#)

As offices and places of work continue to stay closed in response to the coronavirus pandemic, agents and advisors have to adjust to working remotely while helping clients navigate an incredibly challenging time. Tune in to hear experts as they help you find meaningful ways that can help you manage and add value to your current client relationships during the COVID -19 crisis.

Please continue to visit the [AALU/GAMA COVID-19 Action Center](#) for the latest updates on what's happening in Washington and how it impacts you. [Send us your feedback](#), ideas, and stories about your business or how you're helping your clients during this time.

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