

COVID-19: Navigating the Now



News You Can Use

June 19, 2020

Flipping the Switch: Interviewing the Experts

Ben Yin, co-founder, principal, and advisor with Generational Financial Partners, asks AALU/GAMA's Armstrong Robinson the top questions being posed today by members of our profession. How will the current pandemic impact your clients? How are the policy updates coming from D.C. changing the way you run your business? Watch this [special webcast](#) to get all of these answers and more!



Advisors, Producers, Agents - Take Our Research Survey

This short [survey](#) provides data for the AALU/GAMA Foundation's third eBook in the Leading Change series, and **will take less than five minutes of your time to complete.**

Leaders, please send this survey on to your **agents, producers, and advisors.** Rest assured that all responses will be kept completely anonymous. We look forward to receiving your valuable feedback! [Click here](#) to take the survey.

Upcoming Webinars: Register Today

- **You Ask, We Answer: PPP Loan Forgiveness & Application Process** | Tuesday, June 23 | 11:00 a.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 Josh Caron and Alex Cisneros on June 23, at 11:00 a.m. EDT, for the next installation of our series. Our team will answer your specific questions and help with challenges you're facing regarding your loan through the Paycheck Protection Program (PPP).

- **Reg BI is Finally Here – Are Producers Ready?** | Wednesday, June 24 | 11:00 a.m. EDT | [Register here](#)

The compliance deadline for Reg BI is June 30, 2020. Join Crump Life Insurance Services' Christie Corado, M Holding Securities' Bridget McNamara-Fenesy, and Faegre Drinker Biddle & Reath LLP's Brad Campbell in a moderated discussion with AALU/GAMA's Armstrong Robinson on what is changing and what you need to do to be prepared.

- **Recruiting Series Capstone Event: Make Research Relevant** | Thursday, June 25 | 11:00 a.m. EDT | [Register here](#)

Bring your questions for Ed Deutschlander, CEO of North Star Resource Group, as we discuss how the best practices highlighted in the research pertain

to your recruiting work in a socially distant world. You'll walk away with practical tips from a recruiting master.

- **Underwriting Series: Part IV: Flash Forward** | Thursday, June 25 | 1:00 p.m. EDT | [Register here](#)

Accelerated underwriting has been the “new normal” for the past three months due to COVID-19. As we begin to enter into the re-entry phase, where does this leave the life insurance underwriting process? Join us as Gonzalo Garcia of Agency One hosts a moderated discussion between previous panelists David Dorans of Clareto, Neal Halder of Principal Financial Group, and Nichole Myers of Swiss Re. These experts will discuss the underwriting changes they are continuing to see since we last spoke, and how to bridge adoption of the successes we have experienced due to the pandemic.

On-Demand: Recent Webinars

- **Will COVID-19 Produce a Political Earthquake?** | [Watch here](#)

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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