



Key year-end reminders — 2023

As the year end approaches, our focus will be on helping you place as many life insurance policies as possible to meet, or surpass, your 2023 business goals. Please note the deadlines provided below. Any submissions received after these dates may not allow adequate time for the policy to be placed by December 29, 2023.

| New business and underwriting deadlines | Submission details |
|---|--|
| December 8 | Submission of all outstanding underwriting and administrative requirements on your pending cases to Life New Business. |
| December 20 | All checks to put policies in force received in Life New Business. |

| Compensation deadlines | Submission details |
|------------------------|---|
| December 22 | Year-end close for compensation paid through the system: <ul style="list-style-type: none">Firms who receive commissions through DTCC settlement will have their accounts credited Tuesday, December 26.Checks will be sent via regular mail Wednesday, December 27.Firms who receive commissions via ACH/EFT will have their accounts credited by Thursday, December 28. |
| December 29 | Year-end close for sales credit. |

Please note: All New Business production generated up to and including Friday, December 29 will be included in 2023 production numbers.

If we can be of any further assistance, please call **1-800-505-9427**.

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