

# FAST TRACK

American General  
Life Companies

## Product

### 15-Year AG ROP Select-a-Term Discontinued

Effective October 1, 2011, the insurers of American General Life Companies will [suspend sales](#) of AG ROP Select-a-Term 15 level premium endowment term insurance.

### AG Lifetime Income Builder<sup>SM</sup>

Optional living [benefit rider](#) for index annuities, now approved in NC!

[Current Annuity Rates](#) and Recent Product Announcements.

## Sales/Marketing

### Sell UL and Win a Trip to Africa

See how only 5 submitted UL cases can qualify you to [win a trip](#) to Africa.

### How Competitive is AG Choice Index GUL

[Compare benefits](#) of key competitors to the new AG Choice Index GUL.

### Build Relationships and Earn Extra Commission

[Visit](#) the Policyowner Marketing Programs playbook to learn how.

## New Business

### Term Conversions Are Easier Than You Think

Mark your calendar. Join us for a webinar on the Term Conversion Process. Click [here](#) for details.

### Revised Life Applications and Other New Business Forms

Log in to eStation to see our [Application Revision Page](#) for complete information as well as state-specific transition rules for KS, MA, NY and VA.

### Life Insurance Questionnaires and Forms Now Approved in Massachusetts

See bulletin [11-079](#) for transition rules.

## L&C

### Termination of Non-Producing Agents: New Guidelines

Agents identified as "non-producing" are notified that their contract and/or appointment is being terminated for lack of production. Read the following [guidelines](#) being introduced.

### Non-PLMA Processing Reminder

Our Licensing and Commissions Department continues to take steps to ensure all agents are appropriately licensed and appointed in Non-PLMA states for new business applications submitted in Non-PLMA states. Learn more from [bulletin](#).

September 15, 2011

Visit us at [eStation.americangeneral.com](http://eStation.americangeneral.com) our producer website and business resource center.

[Field Underwriting Guide](#)

[State Approvals](#)

[Interest Rates](#)

[Annuity Overview](#)

[Archives](#)



## Underwriting

### American General Updates Underwriting Stance on International Travel, Visa Holders and Foreign Nationals

Read bulletin [11-086](#) for complete details as well as links to the updated Foreign Travel Guidelines and Visa Holders and Foreign National Guidelines.

### Tobacco Use and Life Insurance Underwriting

Read this [Underwriting Insights](#) for information on how American General looks at tobacco use in the life underwriting process. Typical tobacco use examples included.

## Newsletter Options

You can see all pieces referenced in this newsletter, all in one document. [Download it now](#); print it and take it with you to read Fast Track at your convenience, wherever or whenever that may be!

A [printer-friendly](#) version of this newsletter is also available.

[American General Life Companies](#) is the marketing name for a group of affiliated domestic life insurers, including American General Life Insurance Company and The United States Life Insurance Company in the City of New York.  
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