

Introducing the NAILBA *Field Underwriting Guide*



Created as a practical, hands-on resource for producers to put to use as they work through an application, the NAILBA Field Underwriting Guide is one of the most valuable educational resources available to you, designed to get right at those “weak spots” so that applications can be completed right the first time. This powerful, practical tool can significantly improve your placement ratios!

THE GUIDE CAN BE USED TO:

- Highlight key points of the application for faster underwriting
- Quickly check applications to make sure they are complete
- Set and manage expectations with the client
- Ensure the right information is gathered for every case
- Learn more about the risk factors and how to optimize the medical assessment process

The NAILBA *Field Underwriting Guide* is offered as an interactive PDF document format that allows producers the ability to easily fill in the blanks on the provided letters and forms.

HOW CAN YOU GET A FREE COPY OF THIS VALUABLE REFERENCE TOOL?

Click <http://www.brainshark.com/brainshark/vu/view.asp?pi=386321530>
for a short presentation about the guide and order form for your free copy,
or visit our website <http://www.oxbowmkt.com/>, or call 800-843-3057 ext. 16.



The National Association of Independent Life Brokerage Agencies (NAILBA) is a nonprofit trade association with 351 member agencies in the U.S. and Canada, representing 100,000 producers who deliver more than one billion dollars in first year life insurance premiums annually. NAILBA is dedicated to fostering the growth of its member agencies by providing educational resources, industry standards and a collective voice for legislative and regulatory efforts. Each of NAILBA's members commits to a statement of responsibilities to ethically and responsibly serve their clients' best interests. For more information, visit www.nailba.org.



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