

IHC Financial Focus



Monthly Newsletter: April 2011

How Will the 2011-2012 Pay Freeze Affect Federal Employees Expecting to Retire During the Next Three Years?

The Congressionally approved two-year federal pay freeze could significantly increase the number of federal employees who may retire during the next three years. This column discusses the effect of the pay freeze during 2011 and 2012 on federal pensions — CSRS and FERS annuities — for those employees who may be retiring during 2013.

The changes that, if adopted by Congress, would have the most impact are:

- Eliminating 200,000 federal jobs via attrition. Buyouts would be offered over a two year period and for every three vacancies, only two replacements would be hired.
- Calculating the CSRS and FERS annuities based on years of service and a retiring employee's highest 5 year average salary rather than the currently used highest 3 year average salary.

For the full article, please visit:

<http://www.myfederalretirement.com/public/831.cfm>

Pros & Cons of the Federal Long-Term Care Insurance Program (FLTCIP)

Open enrollment for the Federal Long Term Care Insurance Program (FLTCIP), the largest group long-term care insurance plan in the United States, begins April 4 and continues until June 24, 2011.

The 12-week enrollment period, the first abbreviated underwriting opportunity for non-enrolled applicants since 2002, provides many with an excellent opportunity to sign up for the program. Applicants will answer fewer health questions in order to be eligible for the program.

For the full article, please visit:

<http://www.myfederalretirement.com/public/856.cfm>

American Equity: New Product Training and Suitability From Required

Important Information - Please Read Carefully– New Requirements May Impact The Issuance of New Business Submitted After February 15, 2011

Certain provisions of the NAIC Suitability in Annuity Transactions Model Regulations and the Harkin/Meeks Amendment to the Dodd-Frank Wall Street Reform and Consumer Protection Act require all Insurance Producers to complete Carrier Specific product training before selling or soliciting American Equity annuity products. American Equity will not be able to issue new business dated prior to an Insurance Producers completion of these training requirements. This Training requirement is effective February 15, 2011, and only needs to be completed for those products which you actively solicit business. **IMPORTANT—** LIBR training is a separate module, covers all products in the portfolio and only needs to be completed once. If not completed, your business will be impacted. American Equity is offering product specific training on their agent website. To access training:

- Log on at www.american-equity.com using your agent number and password
- Click on the “Training “ icon on the left hand side
- Click on the “Product Specific Training” link
- Click on the “Training” to view the product training modules
- Click on the “Training Questions” link and complete the questions

NEW SUITABILITY REQUIREMENT - PLEASE READ:

Effective February 15, 2011, Suitability Acknowledgment Form 4106 dated 12.07.10 will be REQUIRED with all applications in all states EXCEPT Florida, use form 4106-FL dated 01.14.10, Minnesota, use

[Click here for the New Suitability Form](#)



Announcing TransTerm!

It's here...

[Click here to learn more](#)



IHC

Financial Group, Inc.

Independence Holding Group (NYSE:IHC)

IHC Financial Group, Inc. Contacts

Brian Pearson

Senior Vice President
Chief Marketing Officer
512.582.6031
bpearson@madisonlife.com

Mark Saccomanno

Assistant Director of Agencies
512.582.6047
mes@madisonlife.com

Klaudia Canaj

Marketing Assistant
512.582.6035
Klaudia.canaj@ihcgroup.com

Danae Schiffli

Agent Services Rep
512.582.6038
dsc@madisonlife.com

Kyla Graber

Administrative Assistant
512.582.6034
kkg@madisonlife.com

Ron Rothermel

National Sales Manager
254.760.8109
ronr@ihc4.com

John Sanders

National Sales Manager
918.521.6008
johns@ihc4.com