

IHC Financial Focus



IHC Financial Group's Monthly Newsletter - October 2008

Welcome!

We would like to welcome all of our new agents to the IHC Financial Group! We are proud to introduce the first edition of the *IHC Financial Focus*, an informational newsletter that will be distributed to all agents at the beginning of every month. We welcome your feedback regarding future articles or information you would like to see included in this monthly newsletter!

We have been processing many new contracts issued for all markets. Please remember to have your contracts completed and signed. You may fax them to Elaine Brown at 512.346.1594, or email them to EDB@madisonlife.com. Your agent number will be assigned once your application is complete. We are here to help our agents and see that you have what you need in a timely fashion. Please feel free to contact us if you have any questions at 512.346.4610.



Earn Cash Rewards with Each New Agent Referral!

IHC Financial Group needs your help in recruiting new agents! When your referred agent places his/her first policy, IHC Financial Group will **pay you \$100!** The flyer contains a section at the bottom for you to fill out with your name, contact information, and the name of your referred agent. Please submit this back to us to receive your cash reward. If you did not receive the flyer for this promotion via email, please contact Elaine Brown at EDB@madisonlife.com for more information.

Please note that this offer expires 12/31/2008.



Agent Net Info - www.agentnetinfo.com

Have you signed up with Agent Net Info? If not, please visit www.agentnetinfo.com, and click select "New User Registration". Once registered, you will be able to access the site and order more supplies, research education resources, follow up on the status of your policies, and much more! Additionally, you can access Insurance Application Kit PDF files from the site to download to your computer, as well as other agent materials. You may also contact us for additional supply requests. This site can be very useful as you begin your work with IHC Financial Group! Please contact us if you have any questions regarding this site or your initial registration setup.



Focusing on our IHC Financial Agents

IHC Financial Group appreciates our agents! Every edition of *IHC Financial Focus* will contain a section featured on one of our agents. You will be contacted prior to the distribution of our newsletter for more information. This month's edition is introducing Elaine Brown, who is new to IHC Financial Group as a Marketing Assistant to Brian Pearson, Senior Vice President and Chief Marketing Officer.

Elaine graduated from Trinity University in San Antonio in May 2005, where she majored in International Business and Spanish. Prior to working with IHC Financial Group, Elaine worked as a Public Involvement Specialist for two years at a small civil engineering firm in Austin, Texas. Although new to this industry, she is eager to learn and become a valuable member of the IHC Financial Group team. When she's not at work, Elaine enjoys playing tennis, running, and spending time with her dog, Gracie.

Elaine is available to answer your questions, assist with paperwork, order more supplies and provide support to Brian Pearson. Please feel free to contact her at 512.346.4610, x2806. Next month's focus: Kyla Graber, Administrative Assistant

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How to Process New Business

New Business is sent directly to Stonebridge Life. You may send this via fax to 1.866.297.3607, or via email to newbusinesscallcenter@aegonusa.com. Please mail all documents to: 4333 Edgewood Road NE Cedar Rapids, Iowa 52499

Notice - New Brochures

The IHC Financial Group team is currently finalizing the production of three new brochures regarding FEGLI Option B, TSP rollover, and Pension Maximization. We will notify you once these are complete so that you may begin ordering them for distribution!

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