



Field
Update



November 30, 2009

Help us get to the finish line!

With the end of 2009 rapidly approaching, we want to get your business processed as quickly as possible so you can reap the rewards that come with meeting your annual production goals. In order to get as much business issued by the end of the year as we can, we have established the following schedule.

Please submit requested items by the date listed so we can all make it to the finish line! We have included the date by which Required Minimum Distribution (RMD) withdrawal requests need to be received to allow adequate processing time to ensure completion in 2009. RMDs are not required to be taken for 2009, however, if an RMD is taken please submit the request by December 18 to ensure it is processed by the end of the year. As a reminder, if the automatic RMD has been stopped, please ensure your client contacts the Policy Owner Service at (888) 266-8489 to restart their systematic RMD.

In order to allow all year-end business processing cycles to successfully complete prior to our first business day of the New Year we will be closing early on the 31st. Please note the following important dates.

Year-End Processing Schedule

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|---------------------------------------|---|
| December 18: | Deadline for Required Minimum Distribution withdrawal requests in order to ensure processing is completed in 2009. |
| December 24: | Office Closed - Holiday |
| December 25: | Office Closed – Holiday |
| December 29:
5:00 p.m. CST | New Business Deadline to receive applications with cash that are in good order, rollover funds received on transfer business that is in good order, or outstanding requirements on applications with cash in house. |
| December 31:
12 p.m. CST | Close of business for 2009. |
| January 1: | Office Closed - Holiday |

We appreciate your business, and look forward to working together with you to have a strong finish in 2009! If we can provide any support or answer any questions, please contact your Sales Support team at (800) 255-2405, extension 6620.