

THE NEWSLETTER FOR GEM STATE FINANCIAL GROUP

HIDDEN GEM



Pages 4-6

Product Spotlight

During these past few months of quarantine, we have seen an increase in the Accelerated Underwriting program Ameritas has made available. This has been a new process for us all and we felt it would be great to have a review of the underwriting process.

In the included brochure from Ameritas there is a great FAQ page available.

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Michael's Corner

Mike Patrick, our V.P Wealth Manager, has created a column for our producers. This information is for your purpose and is NOT for client use.

He will be sharing with us how the economy is fairing during these interesting times with the pandemic. Mike is willing to meet and discuss with you concerns you may have with your clients and their current wealth management needs.

Pages 9-16

GSFG Highlights

Please take note at the calendar changes.

On these pages we have the details for the:

- August CurbSide Lunch
- 3rd Quarter Sales Contest
- 2021 Ameritas Leaders Conference
- The GSFG Bison Award.

Deadline for the 3rd Quarter Sales Contest will be September 30th

Agency Trainings

July 6th - Case Study Training - Scott Leavitt | GSFG President

June 20th - Ameritas Accelerated Underwriting - Dane Ross | Ameritas Internal Wholesaler & Preston Leavitt | GSFG Director of Operations

To join the agency trainings:

<https://global.gotomeeting.com/join/952783349>

Phone: 1 (646) 749-3112

Access Code: 952-783-349

Dane Ross, Ameritas Internal Wholesaler

Phone: (402) 465-6128

Email: dane.ross@ameritas.com

Scott's Thought:

It was great to see many of you at the agencies Curbside Lunch meeting last month. As the states have started to slowly reopen, we have started to see more business coming in. Meaning more of your clients receiving the vital coverage they need. I encourage you to continue to reach out to your clients & prospects to help them meet their needs. Stay safe and I wish you a productive summer!

-Scott



Congratulations

Monthly Drawing Winner...

Carrie-Anne Kowalczyk

Writing From a Distance



Contest Winners:

- 1st – Kim Severns
- 2nd – Jackson Longwill
- 3rd – Lisa Wolfe

WE'RE ON SOCIAL MEDIA!

Click on the logos bellow to follow us for content you can share with clients and for upcoming events.



NEED HELP?

CONTACT US:

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Preston Leavitt, Director of Operations

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Mike Patrick, V.P. Wealth Management

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Email: michael.patrick@gemstatefg.com

Gem State Financial Group

Upcoming Events



Summer of Apps



July 1, 2020 - September 30, 2020 - Sales Contest *(refer to flyer in newsletter)*



Office Closed

Friday, July 3rd
Independence Day Observed

July Trainings

Monday, July 6th

Monday, July 20th

Drive-Thru Lunch

Thursday, August 13th

12:00 pm - 1:30 pm *(refer to flyer in newsletter)*



July Birthdays

Wishing each of you a wonderful day and successful year!

Eric Steinke 7/9

Rick McDonald 7/11

Jackson Longwill 7/15

How to participate in accelerated underwriting

The Ameritas accelerated underwriting program provides a less invasive, less time-consuming underwriting experience for your life insurance clients. The below guidelines will help determine if your client is eligible for accelerated underwriting. Please submit a fully completed application including all medical questions. We strongly recommend using eApply as it will expedite the process. Underwriting will quickly review the case to determine whether or not your client is eligible for accelerated underwriting based on the information provided.

Eligibility criteria:

- eApply with eSignature strongly encouraged. Traditional paper applications could delay process. (eApply not available for Ameritas Variable Universal Life)
- Ages 18-60
- \$100,000 to \$1,000,000 face amount
- All life products including term and permanent
- Not available for applicants who reside in New York
- No major medical conditions and participating in routine health care if over age 50. Standard risks or better (substandard business is not eligible)
- Meet current financial underwriting guidelines, including no bankruptcy in last 5 years
- US Citizen/permanent resident only (no temporary visas)
- No hazardous occupation, avocation, or private aviation
- No history of DUI/DWI within 5 years or drug or alcohol dependence history
- No prior rated or declined coverage
- Risk classes eligible: Preferred Plus NT, Preferred NT, Select NT, Standard, NT, Preferred Tobacco, Standard Tobacco.
- No premium financing

Part of determining a client's eligibility for accelerated underwriting requires gathering their mortality score via TransUnion TrueRisk® Life (TRL). Using the TRL score allows us to adequately assess risk and forgo more traditional requirements such as a paramed exam and labs for eligible clients. The mortality based score, which is based on several credit history attributes, is obtained within seconds and doesn't inconvenience the consumer.



FAQ's:

Q: Can I choose between accelerated and traditional underwriting if my client otherwise meets the criteria?

A: Yes. However, the underwriting choice is made at the beginning of the application process and the choice cannot be changed.

Q: What if my client is not satisfied with their accelerated underwriting decision? Can they appeal or opt out of accelerated underwriting and complete traditional underwriting requirements including labs and exam?

A: No. Once the decision is made by your client to pursue accelerated underwriting and a decision is rendered, that decision is final. The minimum waiting period for reconsiderations or to choose traditional requirements is 12 months.

Q: Is there a special application for accelerated underwriting?

A: No, but you must fully complete the application including all medical questions. We strongly recommend using eApply as it will help expedite the process. Teleunderwriting is not available for accelerated underwriting.

Q: What types of data does Ameritas use to determine my client's eligibility for accelerated underwriting?

A: At this time Ameritas is using the application data, Medical Information Bureau report (MIB), Motor Vehicle Report (MVR), Prescription Report (Rx), LabPiQture, and TransUnion TrueRisk Life® score to determine if we can eliminate the need for a paramed exam and labs.

Q: What kind of factors may impact my client being approved for accelerated underwriting?

A: If your client has a ratable condition or any significant medical, financial or personal history they will not be eligible for accelerated underwriting. See the list of factors that underwriting will consider at the end of this document.

Q: What happens if my client isn't eligible for accelerated underwriting?

A: Our underwriting team will communicate the accelerated underwriting decision to you in the initial review email. The underwriter will also advise which additional requirements are necessary to continue the application process.

Q: I thought my client would be a good candidate for accelerated underwriting but have been told that, while they otherwise would have qualified, they are not able to accelerate because they are a "random hold out". What does this mean?

A: In order to monitor and manage the effectiveness of our accelerated underwriting program, approximately 5% of applicants who would otherwise qualify will be randomly held out of acceleration and offered traditional underwriting.

Q: What should I tell my client about this process?

A: For the amount of coverage applied for an exam and labs may be required. However, an underwriter will make the determination upon initial review of the application and will communicate the next steps in the process to the producer or agency.

Q: What if my client has an existing in-force policy with Ameritas? Will they still be eligible for accelerated underwriting?

A: Yes. The underwriter will review the amount of the in-force policy along with the amount applied for to ensure the total line doesn't exceed our retention limits.

Q: Are internal 1035 exchanges eligible for accelerated underwriting?

A: Yes. Your client's in force coverage along with their desired exchange amount will be considered and is subject to our retention limits.

If your client has a ratable condition or any significant medical, financial or personal history they will not be eligible for accelerated Underwriting. Below is a non-inclusive list of conditions and histories that could adversely affect an applicant's ability to qualify for acceleration:

- Alcohol/Drug abuse and/or treatment history
- Significant psychological disorder (hospitalization, multiple medications, anti-psychotic treatment, suicide attempt, recent diagnosis)
- Build outside of standard guidelines
- Cancer (except basal cell carcinoma)
- Cerebrovascular disease, stroke, or transient ischemic attack
- COPD, chronic bronchitis or emphysema
- Coronary artery disease, heart disease, heart valve disorder, heart rhythm disorder (atrial fibrillation)
- Crohn's disease or ulcerative colitis
- Seizure disorder, epilepsy
- Weight loss surgery in the past 5 years
- Diabetes, impaired glucose, gestational diabetes
- Kidney disease
- Liver disease, hepatitis
- High blood pressure/Hypertension (recently diagnosed, undisclosed, 2 or more medications)
- High cholesterol diagnosed in the last 6 months
- Lupus
- Melanoma
- Multiple sclerosis
- Parkinson's disease
- Peripheral arterial or vascular disease
- Rheumatoid arthritis
- Sleep apnea
- Criminal history
- DUI/DWI/Reckless driving history
- Disability
- HIV/AIDS



Ameritas accelerated underwriting, available for Ameritas Life Insurance Corp. is not guaranteed. Underwriting reserves the right to order additional medical requirements. Applicants could be rated or declined.

In approved states, life insurance is issued by Ameritas Life Insurance Corp. Policies, index strategies and riders may vary and may not be available in all states. Optional features and riders may have limitations, restrictions and additional charges. Product guarantees are based on the claims-paying ability of Ameritas Life Insurance Corp.

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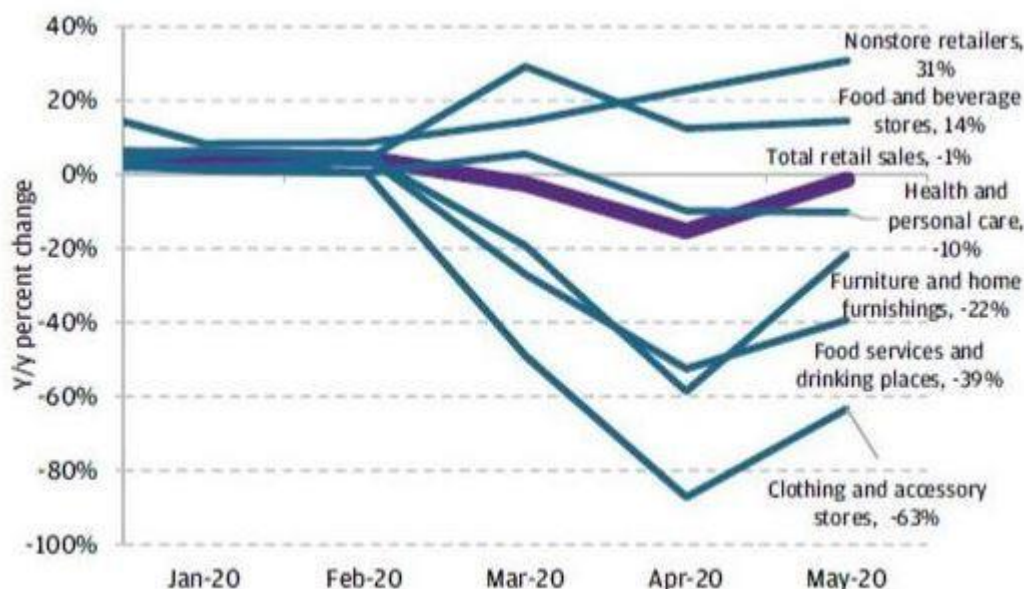
Michael's Corner



A rapid phase of economic growth in the near term is almost inevitable given the degree to which activity crumbled in March, April, and May, it is expected consumer spending to continue leading overall growth in the coming months. Unless we get another round of COVID 19, look for 3rd and 4th Quarter economic numbers to rebound significantly with 2021 being a strong year for growth.

The recession has bolstered consumer fundamentals via extraordinary government transfers, the high degree of "forced savings" due to lockdown measures, extreme volatility in the labor market, and the dynamics of consumer sentiment. As people go back to work and consumer's pent up demand finds its way into the economy, look for strong retail sales during the last half of 2020. Corporate America will be a little slower but will be following suit during 2021.

The dominant market narrative going forward is likely to toggle between the immediate, more volatile, sideways-moving period fraught with the downside risks. During this period, an extended credit position would be attractive with modest returns during the economic bounce-back phase—followed by a further equity growth phase where broad equity exposure is the tactical preference. A lack of clarity on the near-term direction of the dollar, combined with a rapidly progressing early business cycle phase, suggests spreading equity dollars evenly across all sectors.



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Year to Date - Agent Standings



Annuity Leader

William Barrus



Life Leader

Kim Severns



DI Leader

Randy Flem



Policy Leader

Kim Severns

GSFG Highlights



thank you!

June BBQ Curb-Side Lunch

We would like to thank all those that were able to join us for lunch last month. We have missed being able to see everyone on a regular basis.



We will be doing another Curb-Side Lunch in August if you were not able to stop by last month. 🤗

Mark your calendars:
Thursday, August 13th
12:00 pm – 1:30pm



Thank you David Richer,
Ameritas Regional VP!

David is from Oregon
and he made the drive
down just to visit with
our agents.

GSFG Highlights



The office is open again! We would like to remind everyone before coming to the office if you are experiencing or experienced any of the following:

Feeling ill or think you might have a fever

Have you come in contact with anyone known to have COVID-19 in the past 14 days

Have you traveled outside Idaho in the last 14 days

We ask that you please contact us via phone or email to answer any of your questions.

WAIT!

In light of the coronavirus outbreak, we are taking extra measures to protect our clients and employees.

Before entering this space, ask yourself:

- Are you currently feeling ill or think you might have a fever?
- Have you come in contact with anyone known to have COVID-19?
- Have you traveled outside the United States in the last 14 days?

If your answer to any question is YES:

- **PLEASE DO NOT ENTER THIS SPACE.**
- Call, text or email the person you wanted to see.

If your answer to all questions is NO, please come in.

Thank you for helping protect the health and safety of everyone in our community.

HRT 1001 Agency 3/20

We are taking the necessary precautions to keeping the office clean and sanitized.

We would like to ask you to respect the 6ft. social distancing that has been suggested.

Masks are not required, however, if it does make your clients feel safer when meeting with you, we will encourage you to do so.

The property management company has needed to make some adjustments to the restrooms here at the office. GSFG and John L Scott are currently using the men's restrooms as a gender neutral restroom.

Adjusted Office Hours

9:30am – 4:30pm
Monday - Friday

GSFG Upcoming Events

Curbside Lunch

Thursday, August 13th



12:00 – 1:30 pm



Curbside Lunch

Nacho Average
Taco Bar

Thursday

August 13th

12:00 pm – 1:30 pm

GSFG Office
6223 N Discovery Way Ste 200

Please join us for
lunch and visit.

RSVP to Amy by
Monday, August 10th
amy.leavitt@gemstatefg.com
208.850.7017



JULY 2020						
GREEN - AMERITAS PAY DAY			RED - AMERITAS COMMISSION CLOSE			
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3 Independence Day Observed CLOSED	4 
5	6 Training Case Studies Scott Leavitt	7	8	9	10	11
12	13	14	15	16	17	18
19	20 Training Ameritas Accelerated Underwriting Dane Ross	21	22	23	24	25
26	27	28	29	30	31	

AUGUST 2020						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3 Training Market Training Mike Patrick	4	5	6	7	8
9	10	11	12	13 GSFG Curtis Side Lunch 12-1:30	14	15
16	17 Training Life Product	18	19	20	21	22
23 30	24 31	25	26	27	28	29

LIFE INSURANCE AWARENESS

SEPTEMBER 2020						
GREEN - AMERITAS PAY DAY			RED - AMERITAS COMMISSION CLOSE			
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1	2	3	4	5
6	7 Labor Day CLOSED	8	9	10	11	12
13	14	15	16	17	18	19
20	21 Training Disability Insurance	22	23	24	25	26
27	28	29* Virtual Staff Only - Operations Academy	30			



Summer of Apps

Contest will run from July 1, 2020– September 30, 2020



Grand Prize: \$250.00 Amazon Gift Card

2nd Prize: \$100.00 Amazon Gift Card

3rd Prize: \$ 50.00 Amazon Gift Card

How to earn points:

- 1 point for each Ameritas submitted non-bound Life or DI app
- 1½ points for each bound Ameritas Life or DI app
- 1 point for every paid Ameritas Life or DI app
- ½ point for each submitted/paid Ameritas Annuity, Brokerage - Life, DI, LTCI or Annuity app.

Start your first year with
Ameritas on the right
track and strive for the...

Fast Start



Bison Award

Contact your GA, Scott Leavitt, for more details



**Gem State
Financial Group**



Ameritas **LC** 2021
Leaders Conference
Terranea Resort

MARCH 22-26, 2021 **TERRANEA RESORT**

Located in Southern California is considered the Top Resort to visit in Southern California according to Conde Nast Traveler Magazine. The resort resides on the Palos Verdes Peninsula, overlooking the Pacific Ocean. Wake up to the sound of crashing waves and unforgettable views. Visit the ocean and leave your footprints in the sand or relax in the hammock with a beverage in your hand. This resort offers incredible amenities, beautiful views and top-rated customer service. We hope you will join us at the Terranea Resort...it will be an unforgettable experience.



LEADERS CONFERENCE

**MARCH 22-26
2021**

**TERRANEA RESORT
SO. CALIF**

**PALOS VERDES
PENINSULA**

**WAKE UP TO THE
SOUND OF
CRASHING WAVES**

**REFER TO 2021
PRODUCTIONS
REQUIREMENTS
FLYER FOR FURTHER
INFORMATION**



Ameritas

LC 2021
 Leaders conference
 Terranea Resort, CA

2021 Conference Production Requirements

(Based on 2020 Production)

2021 Scotland Summit ¹ May 24-28, 2021	Production Required	Life and DI Only
Summit of the Inner Circle ¹	212,000 with 115,000 Life & DI Minimum	195,000
2021 Terranea Resort March 22-26, 2021	Production Required	Life and DI Only
Leaders Conference	70,000	50,000
Veterans ²	39,000	35,000
Associate Leaders Conference ³		
Contracted in 2018	51,000	41,000
Contracted in 2019	39,000	35,000
Contracted in 2020	31,000	27,000

¹ Summit of the Inner Circle requires an eight life and DI minimum policy count.

² Veteran status is defined as the sum of the age plus years of conference qualification to equal 75 or more. The minimum age must be at least 60 and the cumulative years of club qualification must be a minimum of 10 for a combined total of 75.

³ Associate status is defined as individuals new to the industry and eligible for new agent financing programs. Field associates must also have satisfied his/her Agent Contract production requirement.

Reduction in required production allowed in 2020

- Agent Conference qualification level will be reduced by five percent if the field associate is a registered representative with Ameritas Investment Company, LLC (AIC).
- Agent Conference qualification level will be reduced by 10 percent if the field associate is registered with AIC's RIA, Ameritas Advisory Services. (Maximum reduction is 10 percent.)
- Conference qualification level can be reduced by five percent if the field associate has qualified for Conference 10+ years. This does not apply to Veteran field associates.

Maximum discount possible for affiliation with AIC and/or AAS is limited to 10 percent. Maximum combined discounts limited to a total of 15 Percent.

AAS Affiliation	AIC Affiliation	Tenure (10+ Years Conference Qualification)	Total Cumulative Reduction Possible
10%	5%	5%	15%

Paid life policy credit

Paid Life Policies	Conference Credit
10	1,000
20	2,500
30	4,000
40	6,000
50	10,000

Note: Focus 10 policies receive one credit for each five policies. Split cases will be credited based on the percentage of the policy.

Conference production crediting

- Individual life and DI will receive 100 percent of FYC.
- Group dental and vision insurance will be credited at 100 percent paid first year commissions.
- Fixed and indexed annuities will be credited at three percent of commissionable deposits.
- Representatives affiliated with outside Broker/Dealers must qualify for non-cash benefits based exclusively on the fixed life and annuity business offered through affiliates of Ameritas. Necessary adjustments will be made at year end to exclude variable products.

Please Note: The production credit formula differs from Agent Contract and Recognition validation.

Ameritas
fulfilling life.

**Gem State
Financial Group**

Gem State Financial Group is offering an opportunity for **ALL CONTRACTED AGENTS/BROKERS** to help us grow the agency. Your recommendation of a new Career or Independent Agent to Gem State Financial Group can grow YOUR income. *When that referral becomes part of the Gem State Financial Group Team you will receive 10% of their **Ameritas Life** {Life and DI only} FYC production for as long as they write business. Refer a producer, work with him/her, split business with him/her and earn dollars while we all benefit to make this the biggest and **best** firm in the Company.

Please complete the following and return to Scott Leavitt; General Agent

*Referring Agent must maintain a contract (specified by Ameritas) to continue qualifying for bonus.

Name: _____

Address: _____

Phone Number: _____

Best Time to Call: _____

Agent/Broker Name: _____ Date: _____