HNW Life Insurance - Opportunities in the Post Covid-19 World

3.00pm

HNW Life Insurance - Opportunities in the Post Covid-19 World

- What new product innovation are we seeing today?
- What will HNW insurance look like in the post Covid-19 world?
- How does the low interest rate and investment environment today affect the sustainability and performance of existing products?
- Are there any underwriting issues?
- What practical problems are you experiencing in the sales process in this environment?
- How are you engaging with prospects?
- Multi pay vs single pay – what's more appealing today?
- Trends – demands for which type of products? UL, VUL, PPLI, Indexed Universal Life (IUL), whole of life etc.
- How is insurance complementary to the broader asset protection and wealth transition opportunity?

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4.00pm

Webinar Ends