

Value-Added Tools for Agents



	DESCRIPTION	FEE	CONTACT	WEBSITE
Advanced Markets Suite	Designed to provide technical information for advanced markets sales, including Estate, Business, and Retirement Planning, and Charitable Giving. Explains concepts, tax consequences, advantages and disadvantages, planning and funding considerations, a glossary, and graphics. Includes Advanced Markets Online (AMO), AMO Documents, AMO Salesmaker, Business Insurance Online.	Free.	Aviva Web Support Team	https://www.amerus.com/portal/agents/server.pt
Agency Works	A system that allows an agency to manage and organize new business pending policy data from various carriers - Aviva links to Agency Works.	Contact Agency Works for pricing.	800-482-9924	http://www.agencyworks.com/
Aviva Affiliate Purchase Program	Save as much as 30% on Opti-Plex™ desktops and Latitude™ notebooks from Dell™ using Member ID number.	Contact Dell for pricing.	866-746-4977	http://www.dell.com/aviva
CompuLife	Third-party comparison system that provides side-by-side comparisons of NLG UL and Term products.	Free 4-month trial; \$199/year.	800-798-3488	http://www.compulife.com/
Continuing Education Credits	Earn free CE credits through Aviva Live.	Free.	Aviva Live	https://www.amerus.com/portal/agents/server.pt
Financial Advisor	Advanced marketing software available on both web and desktop versions on Sales Solutions software. Includes sales tracks, client presentations, supporting concepts and strategies, and reports. Includes a data integration feature, so your client information is automatically transferred to an illustration.	Free.	Aviva Illustration Support Team	https://www.amerus.com/portal/agents/server.pt
Full Disclosure	Third-party product comparison system that provides detailed information about participating carriers' products – expense charges, fees, and values, targets, income streams, etc., for benchmark ages. Results routinely published in <i>National Underwriter</i> . Product types: UL (fixed and indexed), Whole Life, Variable Life, Survivorship Life.	Any 1, 2 or 3 editions: \$99.00, each; additional pricing information on website.	877-864-3833	https://www.full-disclosure.com

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InsMark	A sales concept software system that partners with a carrier's illustration system; focuses on the concepts used in insurance sales.	\$239.40 for the first 12 months (subject to annual Consumer Price form on Index Adjustments), or \$395 for agent extranet first 24 months. This is a 20% discount and CPI increase is waived with 24-month option.	Registration form on Aviva Live in Advanced Markets Resource Center	http://www.insmark.com/ or visit Aviva Live at https://www.amerus.com/portal/agents/server.pt
i-Pipeline	Internet-based system that allows agents to run product quotes, download forms, etc. for term, annuities, etc.	Contact i-Pipeline for pricing information.	800-758-0824	http://www.ipipeline.com/
Larkspur Data Resources	Prospecting tool. Purchase database of employee benefit plans at 75% discount.	Discounted price of \$200/year.	415-893-8715	www.larkspurdata.com or visit Aviva Live at https://www.amerus.com/portal/agents/server.pt .
Leimberg's Think About It	Monthly publication written by Stephan Leimberg, one of the most widely respected authorities in the advanced marketing field.	Free.	Advanced Markets Resource Center	https://www.amerus.com/portal/agents/server.pt
VitalAnnuity	Third-party comparison system that provides side-by-side comparisons of annuity products.	\$300/year.	435-649-5300	https://www.ebixlife.com/
VitalSigns	Third-party system that provides company financial information in a variety of formats, including side-by-side and single snapshot.	\$225/year.	435-649-5300	https://www.ebixlife.com/
VitaUL	Third-party comparison system that provides side-by-side comparisons of UL products.	\$300/year.	435-649-5300	https://www.ebixlife.com/
VitalTerm	Third-party system that provides side-by-side comparisons of term products	\$300/year.	435-649-5300	https://www.ebixlife.com/
Wealth Planning Suite	Uses cash-flow planning to model clients' assets, liabilities, income and expenses quickly and accurately.	Free.	Advanced Markets Resource Center	https://www.amerus.com/portal/agents/server.pt
WinFlex	A web and desktop software system that provides standard entry for multiple life insurance carriers.	Free.	Aviva Illustration Support Team	http://www.ebixlife.com/winflex/default.aspx

Many of these are third party vendors and are subject to change. **Form 16233 10/08**