

Quick Tips for Doing Business at Delaware Life

About Delaware Life

- A- (Excellent) A.M. Best
- \$40+ Billion in assets
- Over 450,000 policy holders
- RBC ratio of 667%. Industry average is 400
- Leading provider of annuity and life insurance products in the United States
- Established in connection with the purchase by Delaware Life Holdings, LLC of the domestic U.S. annuity business and certain life and corporate markets insurance businesses of Sun Life Financial Inc.

Agent Contracting

Just-in-time appointments/Pre-appointment states:

With the exception of three states requiring pre-appointment (PA, MT, and GA), we will process new business paperwork on a “just-in-time” basis for the majority of agents. Please ensure that online contracting is submitted prior to completing a client application. If we receive contracting after an application is submitted, the application will be delayed. To submit your selling agreement [click here](#)

New Business Guidelines

Submitting Applications:

Delaware Life will accept applications by email at NewBus@ronrawlings.com The original of a Transfer/1035 Exchange Form is required. Send original Transfer/1035 Exchange Form and/or check by overnight delivery to the address below.

Dallas Financial Wholesalers
7512 San Jacinto Place #100
Plano TX 75024

Applications not emailed should be sent by overnight delivery to the address above. Please do not use regular mail.

Processing Standards:

Delaware Life dates the business as of the day when cash is received. Clients earn credited rates during the contract issuing process. Contract processing activities may take 1-2 weeks before policy delivery to agent/policyholder.

Contract Mailing:

Policies will be sent to the agent.

1035 Exchanges & Transfers:

After sending our Letter of Acceptance to the transferring company we follow up every 7 days until funds are released.

Required Minimum Distribution:

The current year’s RMD should be taken prior to transfer/rollover to Delaware Life. Only RMDs that are calculated by Delaware Life would be considered free of penalties. Additionally, any withdrawal taken during the first contract year should be requested via partial withdrawal and will result in a chargeback to the agent and IMO. Automated RMD withdrawals can commence after the anniversary.

Quick Tips for Doing Business at Delaware Life

Large-Case Approval:

For cases with premiums greater than \$1 million, approval must be received from Delaware Life prior to processing. To obtain approval for such cases, please email the following information to DallasMarketing@ronrawlings.com before submitting the respective applications.

- Owner's name
- Owner's age
- Owner's gender
- Contract type (Qualified or Non-qualified)
- Term length elected
- Source of funds
- Transferring company (if applicable)
- Premium amount

Exception Requests:

All exception requests should be submitted to DallasMarketing@ronrawlings.com

Useful Information

Beneficiary IRA accounts:

Beneficiary IRA accounts are not accepted.

UGMA/UTMA registration:

UGMA/UTMA are accepted. In these instances, the guardian for the minor must sign the application.

Free Withdrawal Amount:

Free withdrawals are not permitted in the first contract year. After the first contract year, 10% of the prior anniversary contract value is available for withdrawal free of withdrawal charges and market value adjustment. The IRS Required

Minimum Distribution (RMD), if greater than the 10%, can be withdrawn free of withdrawal charges and market value adjustment. Only a single tax year's RMD can be withdrawn free of penalties during any given Contract Year. Systematic withdrawals may be taken annually, semi-annually, quarterly, or monthly beginning after year one.

Per Stirpes Beneficiary Designations:

Delaware Life does not accept 'per stirpes' beneficiary designations; neither does it accept 'children of this marriage' beneficiary designations. Therefore, any application submitted with a 'per stirpes' and/or 'children of this marriage' designation, will be deemed NIGO.

Advisor Assistance

- For LIVE Assistance 8AM to 5PM Central call **(800) 746-8397**
- For pre-sale questions email DallasMarketing@ronrawlings.com
- For client application status updates email NewBus@ronrawlings.com
- Missing client application requirements can be sent to NewBus@ronrawlings.com
- For agent contract status updates email Contracting@ronrawlings.com
- Missing agent contract requirements can be sent to Contracting@ronrawlings.com
- **Application material** may be ordered for shipment or **printed directly** from www.IMODelaware.com