



MCP Insider eNewsletter

Insight for agents & advisors

January 2008

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Dear Friend,

Happy New Year! I am very excited about the industry outlook for 2008. For example, I expect more focus from the media on the need for retirement income planning - beyond a dependence on home equity! Advisors will need to be alert for opportunities, but clients should be more open to annuities and risk-managed portfolios in general. As always, thanks for reading. Please contact me if you have any questions or suggestions for future articles.

Best regards,

Dorice Maynard, VP
Premium Producers Group

What's your Perspective?

By Mitchell Maynard



As I work with more and more financial advisors, it becomes very clear what makes some financially successful while others struggle: Perspective! **Financial advisors who have the perspective of a business owner are the most financially successful in the industry.**

Meeting the needs of clients can be best accomplished if the financial advisory firm first defines their desired clientele. Inexperienced businessmen commonly make a crucial error in the early stages of their business' growth (assuming they survive the error). It is to try and serve everyone! [Read more >](#)

Quarterly Point to Point EIA

By Dorice Maynard



This unique indexed annuity crediting method is offered only through RBC Insurance in their RBC Choice Series. They are one of the only companies to make the Dow Jones Industrial Average (DJIA) index their mainstay, rather than a side offering. But RBC is the only one so far to create a quarterly point to point credit method; similar to the over used monthly point to point method.

Interesting, certainly. But what does a simple hypothetical analysis of this index crediting method reveal? [Read more >](#)

What's Happening this Month



First, Premium Producers Group's sponsorship of the *Association of Insurance & Financial Specialists* educational courses continues for 2008. All Certified EIA Specialist (CEIAS) designees need to submit their annual re-certification paperwork and fee by January 31. [Details >](#)

Also, MCP Premium Software upgrade for the *MCP Suite 2007 Basic* will feature a new and improved "HyStudy" report and better error handling. The *MCP Suite 2007 Professional* will receive an improved "SimStudy" report. Our online EIA hypotheticals tool *EIAAnalyst2007-Lite* will have its annual data updated to reflect through December 31, 2007. [Product Details >](#)

Training & Demo Webinars held weekly: To speak with us and participate in a live training session, please register for these free webinars at the web site.

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