

GENWORTH FINANCIAL - TLCA Focus Month

Spending the month of September focusing on our Total Living Coverage Annuity, (TLCA), an industry best linked benefit solution.

When: **Thursdays in September**
Time: **8/9 AM Pacific and Mountain**
10/11 AM Central and East Coast

September 9th, 2010: Annuity Basics – This call will focus on the basics of fixed annuities; in particular Single Premium Deferred Annuities, the chassis which Total Living Coverage Annuity (TLCA) is built on.

September 16th, 2010: Total Living Coverage Annuity **Basics** – This call will focus on the basic parts of TLCA and the long term care benefits it offers; including crediting rates, plan design, and understanding the quote.

September 23rd, 2010: Total Living Coverage Annuity **Advanced** – This call will focus on reinforcing the basics and looking at more advanced parts of the product design such as riders cost structure, reserving, crediting rate change expectations and deep dives on the features.

September 30, 2010: Total Living Coverage **Sales Ideas** – We will bring pragmatic approaches to the use of these products including target markets, positioning the product with clients and much more.

1. **Registration Required: www.theltccall.com to register for all calls**
2. **Please use **CONFIRMATION CODE: 300** (unless otherwise assigned)**
3. **Dial-in & presentation information will be emailed to registered email address prior to the call. please spell email address correctly**

***Total Living Coverage Annuity is available in all states except OR, MS, FL, OH, PA, NY, CT, MA, NH, HI, and VT (VT Launching 9-13)**

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