

2018 yearend guidelines

Thank you for your continued business this past year. As we approach the end of 2018, please keep in mind the following dates and guidelines to ensure that all your business processes in a smooth and timely manner.

Deadlines

- December 14** Recommended last day for Tele-UW and Medical Requirements
- December 21** Last day to process business for 2018 compensation; all missing requirements, including money, must be received in good order by 3:00 p.m. CT
- December 24** Securian Financial closed at 12:00 p.m. CT
- December 25** Securian Financial closed
- December 26** Last day to overnight requirements, communicate product changes on pending new business and submit conversions/exchanges.
- December 27** Last day to wire money to guarantee payment. All missing requirements, including money, must be received *in good order* by 3:00 p.m. CT
- December 31** Last day to process business for 2018. *Compensation will be paid in 2019* for business received *in good order* by 3:00 p.m. CT
- January 1** Securian Financial closed

Mail life insurance paperwork to:

Regular	Overnight
Securian Financial Group	Securian Financial Group
Individual Underwriting/Life New Business	Individual Underwriting/Life New Business A3-5859
P.O. Box 64113	400 Robert Street N
St. Paul, MN 55164-9981	St. Paul, MN 55101-2098

Email life insurance paperwork to:

IDLNB@Securian.com