

The Power of a Financial Idea™





Agent Guide





 $Step \ 1-Complete \ Question naire \ on \ Illuminations \ VA/VUL \ Web \ site-www.investprogram.com/nlg$ 

Step 2 — A Strategy Report will be generated based on your answers to the Questionnaire. The Strategy Report will indicate the appropriate Asset Allocation Model for the client.

Step 3 — Provide the client with a copy of the FundQuest ADV II Form – this form can be obtained from the Illuminations VA and VUL web site under the Forms and Samples tab.

Step 4 — Complete the necessary forms as indicated below. When completing the Investment Allocation Form and/or Limited Power of Attorney Form, you will need to indicate the Asset Allocation Model generated from the Strategy report.

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