



"Harvest Collection" - Issue 26, March 2020

MetLife earnings up in 2019



MetLife has announced its 2019 full-year and fourth-quarter results with the company reporting net income of \$5.07 billion for 2019, up from \$5 billion for the full year 2018.

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How Life Insurance Agents Impact Poverty

When you struggle to make ends meet, it fundamentally changes your relationship to money.



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2019 MDRT Annual Meeting Round Table Miami.

Kyriakos Chatzistefanou is attending to discussion to compare notes about the various challenges facing advisers around the world.



As we took a journey through each of the seven countries represented around the table, it quickly became apparent that virtually all other challenges or impediments to an adviser's personal or business growth were dwarfed by the implementation and/or implications of, the various reform agendas currently sweeping the global financial services sector.

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6 life insurance mistakes you don't want to make



Life insurance is a complex topic, and not fully understanding it can end up causing your loved ones a lot of headaches when the time comes to use it — if you have it at all.

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How to underwrite your future



Like many MDRT members, you may have spent decades creating plans that protect your clients' businesses and financial security when they're no longer working full time.

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