



# QUICK START GUIDE

Life Insurance ● Income Protection (disability insurance)  
Long-Term Care Coverage ● Fixed Annuities



## QUOTE REQUESTS

1. **Call Our Quote Desk:** (800) 283-8376 or (919) 834-7937  
(Mon - Thurs: 8:00am - 5:30pm | Fri: 8:00am - 3:00pm)  
**Or, Email One of Our Brokerage Managers** (see back for eAddresses)  
*We utilize XRAE, a multi-provider indicative underwriting solution.*
2. **Visit Our Website:** [GPAgency.com](http://GPAgency.com)> Producer Login> Quotes

### Life Insurance:

- **LifePipe:** FAST quotes for Term/UL with option to submit application directly to carrier via iGo e-app
- **WinFlex Illustrations:** Compliant illustrations for Term & UL quotes
- **Informal Quote Request:** For high-value cases, complete our fillable form
- **Preliminary Inquiry Form:** Email to [melinda@gpagency.com](mailto:melinda@gpagency.com); we'll shop your case

**Income Protection:** Complete online quote request — we'll shop

### Long-Term Care Coverage:

- **StrateCision:** Instant quotes; view competitor rates
- Complete online quote request — we'll shop

### Annuities:

- **Nettrac Fixed Annuity Comparison:** Options & ratings
- **Annuity Rate Watch:** Options, ratings, SPIA & Rider quotes
- **Annuity Grids:** Our current rate grids
- Complete online quote request — we'll shop

**Note:** Not all of our carriers subscribe to the above quote apps.

[GPAgency.com](http://GPAgency.com)

## LIFE INSURANCE

Access to an extensive portfolio of life products

- Estate Planning
- Business Planning
- Worksite/Group
- Impaired Risk



## INCOME PROTECTION

Guard your clients' income from an unexpected disability



- Individual/Worksite/Group
- Business Planning

## LONG-TERM CARE COVERAGE

Protect your clients' wealth from potential LTC expenses

- Traditional Stand-alone
- Hybrid (life & annuity)



## ANNUITIES

Preserve & maximize your clients' retirement savings

- Multi-year Guaranteed
- Fixed Indexed
- Deferred Income
- Traditional
- Lifetime Income Rider
- Single Premium Immediate



## APP SUBMISSION

**iGo:** Submit your apps electronically. *This simplifies and accelerates the application process AND gets you paid faster!* Go to the New Business or the Life Quote page on our website to launch this app.

**Paper App:** Go to our Forms page to download the full application forms package, complete, and submit it to GPAgency: [newbusiness@gpagency.com](mailto:newbusiness@gpagency.com).

We'll monitor your app through delivery. Plus, you will receive regular updates or check the status on our website under the tab: Case Status.

## Access our web-based tools

Go to [www.gpagency.com](http://www.gpagency.com).

Register at the Producer Login – it's easy.

Download our mobile app.

Need help? Contact [Melinda@gpagency.com](mailto:Melinda@gpagency.com).

## SALES & MARKETING SUPPORT

<b>Angela Mcilvain, CLTC</b> Partner, Brokerage Sales	Annuity & life quotes/consult	<a href="mailto:angela@gpagency.com">angela@gpagency.com</a>
<b>Chris Carrigan, CLTC</b> Partner, Brokerage Sales	Consultant for all lines	<a href="mailto:chris@gpagency.com">chris@gpagency.com</a>
<b>Chris Gaddis, MBA</b> Broker Dev./Digital Strategy	Recruiting & digital solutions	<a href="mailto:cgaddis@gpagency.com">cgaddis@gpagency.com</a>
<b>Dan Shanahan</b> Career & Securities Mngr.	Career agent mgr. & VUL sales mgr.	<a href="mailto:dan@carolinanationalins.com">dan@carolinanationalins.com</a>
<b>Brook Carrigan</b> Brokerage Representative	Disability quotes	<a href="mailto:brook@gpagency.com">brook@gpagency.com</a>
<b>Teresa Smith, ACS, CLTC</b> Sr. Brokerage Manager	Life & LTCi quotes/consult	<a href="mailto:teresa@gpagency.com">teresa@gpagency.com</a>
<b>Lyman Kiser</b> Sales Manager	Annuity, DI, life, quotes/consult	<a href="mailto:lyman@gpagency.com">lyman@gpagency.com</a>
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<b>Julia Sheppard, CLTC</b> Sr. Brokerage Manager	DI & life quotes	<a href="mailto:julia@gpagency.com">julia@gpagency.com</a> <b>(336) 340-1858</b>
<b>Melinda Barber, MBA, FLMI</b> , Marketing Director	Programs, mktg. support, website	<a href="mailto:melinda@gpagency.com">melinda@gpagency.com</a>
<b>Michael Huffman, MBA, CLTC</b> , National Sales Rep.	Life quotes, consult & onboarding	<a href="mailto:micheal@gpagency.com">micheal@gpagency.com</a>
<b>Charlie Boswell, CLU</b> Director, GPA-SC	Product quotes/consult SC agents	<a href="mailto:charlie@gpagency.com">charlie@gpagency.com</a> (864) 313-6747
<b>Tripp Shaw</b> Broker Development	Recruiting & onboarding	<a href="mailto:tripp@gpagency.com">tripp@gpagency.com</a> (919) 641-6067
<b>Sharon Allan, RHU, CLTC</b> Wealth-Asset Distrib. Spec.	LTCi quotes/consult	<a href="mailto:sharon@gpagency.com">sharon@gpagency.com</a> (704) 968-7624
<b>Todd Siebels</b> Broker Development	Recruiting & onboarding	<a href="mailto:todd@gpagency.com">todd@gpagency.com</a> (252) 321-3226

## BACK-OFFICE SUPPORT

<b>Tanya Wilson</b> Dir. of New Business	<a href="mailto:tanya@gpagency.com">tanya@gpagency.com</a>
<b>Michelle Carliles</b> New Bus. Case Mgr.	<a href="mailto:mcarliles@gpagency.com">mcarliles@gpagency.com</a>
<b>Yvette Wall</b> New Bus. Case Mgr.	<a href="mailto:yvette@gpagency.com">yvette@gpagency.com</a>
<b>Christine Barbour</b> Commissions/Acct. Mgr.	<a href="mailto:christine@gpagency.com">christine@gpagency.com</a>
<b>Brooklyn McKibben</b> Licensing Manager	<a href="mailto:licensing@gpagency.com">licensing@gpagency.com</a>

## OUR CARRIERS

- Allianz Life Ins. Co. of North America
- American Equity Investment Life Ins. Co.
- American General Life Insurance Co. (AIG)
- American National Insurance Company
- Ameritas Life Insurance Corp of New York
- Assurity Life Insurance Company
- Athene Annuity
- Equitable Life Insurance Company
- Mutual Life Insurance Company
- Brighthouse Life Insurance Company
- (The) Cincinnati Insurance Companies
- Columbian Life Insurance Company
- Equitable Life Insurance Company
- Fidelity Security Life Insurance Company
- Gerber Life Insurance Company
- Great American Life Insurance Company
- Guardian Life Insurance Company
- Illinois Mutual Life Insurance Company
- Integrity Life Insurance Company
- John Hancock Life Insurance Company
- Legal & General / Banner Life Ins. Co.
- Lincoln National Life Insurance Company
- Mass Mutual Life Insurance Company
- Metropolitan Life Insurance Company
- Mutual of Omaha / United of Omaha
- National Guardian Life Ins. Co.
- Nationwide Life Insurance Company
- New York Life
- North American Co.
- Ohio National Life
- OneAmerica
- Pacific Life
- Penn Mutual Life Insurance Company
- Principal Life Insurance Company
- Protective Life Insurance Company
- Prudential Life Insurance Company
- Reliance Standard
- Sagicor Life Insurance Company
- SBLI
- Securian Life Ins. Co./Minnesota Life
- Sons of Norway
- Symetra Life
- The Standard
- Transamerica



Don't see a carrier?  
Ask us -- not all our  
carriers are listed.