



BULLETIN:

December 16, 2011: Deadline for Fixed Life New Business Requirements for 2011 Commissions

genworth.com

November 11, 2011

States: **ALL**

Delivery Requirements Must Be “In Good Order”

All delivery requirements received “in good order” on or before December 16, 2011 will be processed in time to be included in the last 2011 commission payment cycle. If necessary, consider using express mail to ensure Genworth receives delivery requirements in time to meet this deadline.

The final commission payment cycle for fixed life is Friday, December 23, 2011.

Requirements and paperwork received between December 19 and December 22 will be processed as quickly as possible; however, we cannot ensure they will be processed by December 23, which means they may not be included in the final 2011 commission payment.

Cases for which delivery requirements are received and processed after December 23 will pay commissions in 2012 and will not be included in your December 2011 bonus. All cases placed through December 30, including those not processed in the last 2011 commission cycle, will count toward your production goals.

If you have a case you feel may need special handling to meet these deadlines, please contact your Life New Business Touch Team Leader.

We appreciate the confidence you have placed in the Genworth companies to meet your life insurance needs in 2011, and we look forward to an even more prosperous 2012.

Contact: If you have any questions, please contact your Life New Business Touch Team Leader.

Genworth Financial companies include:

Genworth Life and Annuity Insurance Company, Richmond, VA

Genworth Life Insurance Company, Richmond, VA

Genworth Life Insurance Company of New York, 666 Third Avenue, 9th Floor, New York, NY

Only Genworth Life Insurance Company of New York is admitted in and conducts business in New York.

Long term care insurance products issued by Genworth Life Insurance Company and in New York by Genworth Life Insurance Company of New York.

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