



GWE Newsletter

Spring 2015

Volume 10, Issue 2

Whole New Approach to Life Insurance

John Hancock Insurance recently announced a whole new approach to life insurance that rewards people for healthy living. Developed through an exclusive, first-ever U.S. life insurance partnership with Vitality, the global leader in integrating wellness benefits with life insurance products, the innovative, new life insurance solution provides policyholders with industry-leading financial protection, as well as opportunities to significantly save on their annual premiums and earn valuable rewards and discounts for taking steps to improve their health.

How it works

After identifying a need for life insurance and completing the application process, new policyholders take an online Vitality Health Review to determine their Vitality Age, an indicator of overall health that may be higher or lower than their actual age, which can improve over time as they work toward living a healthier life. Vitality has concluded that, on average, most Americans are five years older than their actual age, based on various health and wellness factors.

As part of the program, policyholders receive personalized health goals and can easily log their activities using online and automated tools, which are integrated with personal health technology. In fact, John Hancock is giving every new policyholder a free Fitbit® as one easy way to track their progress.

Policyholders immediately begin accumulating “Vitality Points” after their policy is issued and when they complete health-related activities like exercising, getting an annual health screening or even a flu shot. The number of Vitality Points a policyholder earns over the course of a year determines their program status level. The healthier their lifestyle, the more points they can accumulate to earn valuable travel, shopping and entertainment-related rewards and discounts from leading retailers. Additionally, depending on the type of product they purchase, a policyholder could save as much as 15 percent off their annual premium.

Currently John Hancock is offering this program on two products, a universal policy and a term policy. To find out more or to see if this program is appropriate for you, please contact any one of us at GWE.



Over the last 10+ years, Greenberg, Wexler & Eig has grown into one of the premier insurance brokerage firms in the greater Washington, DC area. However, we are always planning for the future. We are currently looking to expand our team to include another experienced insurance advisor. If you are interested or know someone, please contact Scott Greenberg to discuss this opportunity.



Scott Greenberg has certainly been busy the past few months. Scott received his ChFC (Chartered Financial Consultant) designation this past January.

Scott has also become a full STEP member, earning him a new designation: TEP—Trust and Estate Practitioner.

Congratulations, Scott!

Our GWE Family is GROWING!



Cassi Teti is our new Administrative & Marketing Assistant at GWE.

Cassi graduated from Penn State Behrend earning her bachelors in Marketing and Consumer Psychology.



Nicole has been promoted from Office Administrator to Client Services Associate.

Her new responsibilities include, policy servicing and working with the retirement department.



Marissa said yes to new fiancé, Drey. Congratulations, Marissa!



Matthew is newly engaged to his fiancée, Jessica. Congratulations, Matthew!

On Saturday, April 18th, Sarah Patgorski wed Jeremiah Quinn. Congratulations, Sarah and Jeremiah!



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