

# Great American VIAs: Getting Started And Managing Business



If you're ready to sell a variable-indexed annuity (VIA) from Great American Life®, here are the steps you'll need to take prior to sale, along with resources for managing in-force VIA contracts.

## Getting appointed

### Step 1

If you are already contracted with Great American, you'll need to complete the [Variable-Indexed Annuity Registered Representative Appointment Form](#).

### Step 2

If required by your Broker/Dealer, you must complete the [required training](#). Commission will not be paid and business will be rejected if required training is not complete prior to your first sale.

## Finding new business rates

For the latest new business rates, visit [GAIG.com/VIARates](http://GAIG.com/VIARates). Index Summit 6 rates are published on the 7th and 21st of each month. Index Frontier rates are updated and published periodically by the company. Rates are applied based on the rates in effect on the date funds are received.

## Managing pending and active business

Visit our [secure website](#) and click on Business Management to access:

- Pending business, accessible with a single click (no detailed search criteria required)
- Active business, where you can find contract values, statements and more
- Enhanced data, where you can download detailed reports in Excel or CSV format

## Finding renewal rates and managing renewals

Renewal rates are set 14 days prior to a term's renewal date and can be viewed at [GAIG.com/VIARates](http://GAIG.com/VIARates). Here is a summary of correspondence that you and your clients can expect to receive regarding renewals:

- 30-day renewal letter, mailed to you and your client
- 14-day renewal letter including renewal rates, mailed to your client\*
- 14-day email notification sent to you with a link to your client's 14-day renewal letter

For questions, please contact the Great American sales team.

\*Renewal rates for Index Frontier contracts issued through June 6, 2019 are set 30 days in advance, and clients with such contracts will receive said renewal rates in their 30-day renewal letter.

Variable-indexed annuities are securities and must be sold through a Broker/Dealer. You must have either a Series 6 or Series 7 license to sell Great American's variable-indexed annuities.