



# BULLETIN:

## Million Dollar Round Table (MDRT) Certification Process Begins January 17, 2011

genworth.com

November 12, 2010

Effective: **01/17/11**

States: **ALL**

*Important Note:*  
Email requests to  
[IBGMDRT@genworth.com](mailto:IBGMDRT@genworth.com)

**Contact:** Questions?  
Please contact  
[producerservices@genworth.com](mailto:producerservices@genworth.com) or  
800 991.5684, option 3.

### Submission Deadline is February 21, 2011

Thank you for the business you have placed with the Genworth Financial companies (Genworth) in 2010. We are pleased to again provide MDRT certifications for you and your producers for fixed life insurance and long term care insurance business written with Genworth Life and Annuity Insurance Company, Genworth Life Insurance Company and Genworth Life Insurance Company of New York.

For fast, accurate handling of your certification request, be sure to follow these simple steps.

**Start Date:** January 17, 2011  
We are unable to process requests prior to this date.

**Deadline:** Must be received at Genworth by February 21, 2011, to ensure we meet the MDRT deadline of March 1, 2011.

**Submit to:** Email — the preferred and quickest method:  
[IBGMDRT@genworth.com](mailto:IBGMDRT@genworth.com)

Or fax to: 434 856.3025

Or mail to: Genworth Financial  
Attn: Commissions, MDRT Team  
P.O. Box 1280  
Lynchburg, VA 24505

*(continued)*

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**, New York, NY

Only Genworth Life Insurance Company of New York is licensed to conduct 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.

Variable products issued by Genworth Life and Annuity Insurance Company and in New York by Genworth Life Insurance Company of New York.

Principal Underwriter: Capital Brokerage Corporation (dba Genworth Financial Brokerage Corporation in Indiana)  
6620 West Broad Street, Building 2, Richmond, VA 23230, Member FINRA

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**Required**

**Information:** Name and social security or tax ID number

**Status**

**Inquiries:** Please allow 72 hours for processing before making an inquiry.

We appreciate the confidence you and your producers have shown in Genworth. Please talk with your sales representative to let us know how we can help you grow your business with us even further in 2011.