



# Sound Income Group

## New Business Nuggets



Please feel free to reach out to our New Business Processing Team:  
[rrawls@soundincomegroup.com](mailto:rrawls@soundincomegroup.com) and [flora@soundincomegroup.com](mailto:flora@soundincomegroup.com)

### Update for March 2025

Axonon Insurance Services is now on Firelight!

You can now submit your Axonon Insurance Services annuity applications through the Sound Income Academy Firelight e-application portal. If you are not using the Sound Income Academy Firelight, it offers 35 carriers and over 230 products, all in one place! Firelight can also help you streamline your new business processes and greatly reduce NIGOs.

Contact Francisco Lora ([flora@soundincomegroup.com](mailto:flora@soundincomegroup.com)) or Richard Rawls ([rrawls@soundincomegroup.com](mailto:rrawls@soundincomegroup.com)) for more information on Firelight and its potential benefits to your practice.

If you are currently signed up for the Sound Income Academy Firelight, please make sure you are logging in with this URL: <https://www.firelighteapp.com/EGAccess/?Org=AAI>. Please let Francisco or Richard know if you have questions or concerns.

Thank you for your business!

### Update for February 2025

National Life Group and Liberty Bankers Life are now on Firelight!

You can now submit your National Life Group and Liberty Bankers Life annuity applications through the Sound Income Academy Firelight e-application portal. If you are not using the Sound Income Academy Firelight, it offers 34 carriers and over 230 products, all in one place! Firelight can also help you streamline your new business processes and greatly reduce NIGOs.

Thank you for your business!

## **Update for August 2024**

Delaware Life is now on Firelight!

You can now submit your Delaware Life business through Advisor's Academy Firelight e-application portal. With this addition, thirty-four companies and over two hundred and thirty products are now available. If you are not using Firelight, it can help streamline your new business processes and greatly reduce NIGOs. Advisors who utilize the Advisor's Academy Firelight portal are also eligible to have their business tracked by the new business team.

Thank you for your business!