



.....15 Years and still rolling.....

Open MIC is open for anyone.

9:00: AM Pacific Thursday 800 504-8071 Code is 2554567

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ANTHONY OWEN

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**LATEST
NEWS**



Open MIC

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A former insurance salesman turned security broker ended up running a huge Ponzi scheme in Massachusetts. He amassed a huge amount of money which was in cash (couldn't put it back in the bank) so he hid it under his bed. When caught a few months ago, the money was found.

This is what \$20 million in one pile looks like.....BB

<http://www.zerohedge.com/news/2017-01-24/doj-seizes-20-million-cash-tied-telexfree-pyramid-scheme>



Trump to Direct DOL to Delay Fiduciary Rule: Sources

ORDER IS SAID TO COME THIS WEEK



Though Trump's pick for Labor secretary is delayed, the President is said to be pushing ahead with delay of the rule.

President Donald Trump is expected to issue this week an order directing the Department of Labor to delay its fiduciary rule, per two attorneys

familiar with the matter.

Trump appointed Edward Hugler as acting secretary of Labor on Jan. 20.

Hugler also has been serving as the acting assistant secretary of Labor for administration and management, leading the department's presidential transition activities.

While the order issued this week by Trump will not delay the rule, it will direct Hugler to do so, according to one of the attorneys.

More here: <http://www.thinkadvisor.com/2017/01/31/trump-to-direct-dol-to-delay-fiduciary-rule-source?>

Trump puts freeze on new regulations

Washington (CNN)White House Chief of Staff Reince Priebus issued a memorandum Friday night to all executive departments and agencies to freeze new or pending regulations — giving the new administration time to review them. The action is a fairly standard [...]

The absurd silliness from the **DOL** about what might or might not be an exemption has gained a level of bureaucratic **“stupid.”** In some insane level of thinking, the DOL now wants to adjust the rule in an attempt cover their errors. I have enclosed a long list of links from this past week, feel free to see what is being said.

The NAFA article below hits all my nerves, the exemption offered is a slap in our face, especially when we were told by the DOL as little as 3 weeks from the deadline, insurnace products (FIA) would be exempt.

Who do you think was the motivating force behind this last second change? Have a look at the **last link** in the links below the NAFA article.

I have added notes or highlights in **red**.

NAFA CRITICIZES IMO EXEMPTION AS “TOO LITTLE TOO LATE”

January 19, 2017 by NAFA

NAFA **STANDS** BY ITS EFFORTS TO SEEK REPEAL

WASHINGTON, D.C. (JANUARY 18, 2017) — NAFA, the National Association for Fixed Annuities indicated today it would **continue its challenge** to the Department of Labor fiduciary rule, notwithstanding the release earlier today by DOL of a proposed class exemption to permit certain insurance intermediaries to be “financial institutions” for purposes of selling fixed annuities under the rule.

“This is the classic case of too little too late,” said Chip Anderson, Executive Director of NAFA. “It’s too little because it comes attached with strings and conditions that still make the rule unworkable for most of the fixed annuity industry.”

“It’s too late because the proposed exemption must still go through notice and comment and there simply will not be enough time once the exemption is final for the fixed annuity industry to reshape itself to meet the exemption’s requirements prior to the April 10 implementation date. No industry of this size can turn on a dime, so the timing here is **unrealistic and unfair,**” Anderson said.

NAFA has been a staunch opponent of the fiduciary rule as written and brought legal action in June to challenge the rule in federal court.

“It is pretty outrageous that the **current administration only now has come out with this proposed exemption when it is on its way out the door,**” said Anderson. Anderson noted the first application for an exemption for IMOs was filed last May and that DOL pointed to the prospect of such an exemption in court to blunt NAFA’s arguments that the rule is unworkable for the fixed annuity industry.

“This is uniquely **unfair** to the providers of fixed annuities” according to Anderson because other financial services providers including securities brokers and banks would not be reliant on the newly-created exemption.



Anderson emphasized the rule remains unworkable even with the new exemption and NAFA will urge the Trump administration to repeal the rule before it becomes operational in April 2017.

“As we have said many times, NAFA believes the fiduciary rule will disrupt the distribution and availability of fixed annuities and have a particularly **adverse impact** on the low and middle – income consumers who have come to rely on these valuable retirement savings products,” said Anderson.

ORIGINALLY POSTED AT **NAFA** ON JANUARY 18, 2017 BY NAFA.



Write your congressman now! Brad Pistole did, here is his congressman's response.....BB

Quote:

"I believe the fiduciary rule is yet another example of bureaucrats trying to make their own policies"

BILLY LONG
7TH DISTRICT, MISSOURI

COMMITTEE ON
ENERGY AND COMMERCE
SUBCOMMITTEE ON COMMERCE,
MANUFACTURING, AND TRADE

SUBCOMMITTEE ON
COMMUNICATIONS AND TECHNOLOGY

SUBCOMMITTEE ON
OVERSIGHT AND INVESTIGATIONS

1541 LONGWORTH HOUSE OFFICE BUILDING
WASHINGTON, DC 20515
(PHONE) (202) 225-6936
(FAX) (202) 225-5604

Congress of the United States
House of Representatives
Washington, DC 20515-2507

Mr. Brad Pistole
PO Box 2120
Ozark, MO 65721-2120

Dear Mr. Pistole,

Thank you for contacting me regarding the Department of Labor's (DOL) fiduciary rule.

As you may know, the Employee Retirement Income Security Act (ERISA) created positions called 'fiduciaries'. These fiduciaries are responsible for acting on behalf of an individual or an entire pension plan's recipients to secure positive returns on their investments. However, the DOL has recently proposed a rule change that would overturn legal precedent to expand the definition of a fiduciary under ERISA. This could have a substantial impact on the manner in which individuals are able to plan and invest for retirement. Since fiduciaries are unable to collect commissions under ERISA, the change in this rule could potentially limit access to retirement planning by eliminating the ability of those who provide retirement planning services to get paid. It would also increase liability for individuals re-designated as fiduciaries which could cause many who currently offer retirement advice to stop offering those services.

I believe the fiduciary rule is yet another example of unelected bureaucrats trying to make their own policies. As a result, I signed on to a letter to Labor Secretary Moniz to urge him to remove the fiduciary rule.

I do not believe more regulations will solve the problems affecting our financial services industry. Like all sectors of the economy, financial services should be transparent, rigorously monitored for fraud and driven by the free market. The financial services industry is an important tool which allows capital to flow throughout our economy, but that tool can only operate properly if it is free of unnecessary government intervention.

I will continue to work to ensure that families who want to invest their money wisely can do so without having to cut through government red tape.

Again, thank you for contacting me on this important issue. Hearing the views of all Missourians gives me the opportunity to better understand how important issues could impact the people of the Seventh District and the future interests of the nation.

For additional information regarding current legislation, my representation of the Seventh District, and to sign up to receive my monthly newsletter, I invite you to visit my website at <http://long.house.gov>

Sincerely,



Billy Long
Member of Congress

Trump pledges to do 'a big number' on Dodd-Frank

The President's remarks are his most pointed on financial rules since he took office.

President Donald Trump stepped up his criticism of financial regulations, pledging to go after the 2010 Dodd-Frank banking overhaul because he said the law has made it difficult for businesses to get loans.

<http://www.lifehealthpro.com/2017/01/31/trump-pledges-to-do-a-big-number-on-dodd-frank?>

Proposed Best Interest Contract Exemption for Insurance Intermediaries

SUMMARY: This document contains a notice of pendency before the Department of Labor of a proposed class exemption from certain prohibited transaction restrictions of the Employee Retirement Income Security Act of 1974, as amended (ERISA), and the Internal Revenue Code [...]

Fixed Annuity Sellers May Get Fiduciary Rule Relief

Insurance intermediaries would be allowed to receive commissions when selling fixed annuity contracts, under a proposed exemption from the Department of Labor's fiduciary rule. The fiduciary rule tightens conflict-of-interest restrictions on financial advisers handling retirement accounts. The rule was finalized [...]

DOL proposes allowing some insurance intermediaries to use a BICE under fiduciary rule

The Department of Labor issued a proposed rule Wednesday that would ease compliance with its fiduciary rule for some distributors of fixed annuity products such as indexed annuities. Click [HERE](#) to view the full story via InvestmentNews; registration required

DOL posts indexed annuity fiduciary rule exemption draft

The U.S. Department of Labor wants to let indexed annuity distributors act as financial institutions under its new fiduciary rule. But only if those distributors generate more

than \$1.5 billion in annual fixed annuity contract sales, according to a draft proposal that [...]

Labor Proposes Easing Fiduciary Rule on Fees for Some Annuities Sellers

The Labor Department is proposing to water down an element of its new retirement-savings rule that would allow purveyors of certain annuities to continue charging commissions, though the concession isn't likely to appease the rule's harshest critics. The proposal, coming [...]

Donald Trump Is Expected to Move Quickly to Start Regulatory Rollback

WASHINGTON—President-elect Donald Trump is expected to launch swiftly his administration's deregulatory agenda, according to lobbyists who have discussed the matter with the transition team, affecting rules governing everything from investment advice to mortgage insurance and power-plant emissions. Among Mr. Trump's first [...]

NAFA responds to the DOL's proposed fiduciary rule exemption

The National Association for Fixed Annuities is scoffing at a new U.S. Department of Labor proposal for letting some independent marketing organizations that distribute indexed annuities serve as financial institutions under the DOL fiduciary standard. "This is the classic case of [...]"

Advisor Group gears up for acquisitions ahead of DoL rule

Advisor Group is gearing up for an acquisition spree, looking to snap up smaller independent broker-dealers as the Department of Labor fiduciary rule begins to phase in, starting in April. While some have speculated that the election of Donald Trump [...]

IMOs Call DOL Fiduciary Exclusion Unworkable

Regulatory thresholds proposed for independent marketing organizations (IMOs) to participate in the sale of fixed indexed annuities are so high as to be virtually worthless and unworkable for the bulk of the IMO industry, industry experts said. Department of Labor [...]

Under proposed exemption, IMOs will need \$15M in cash reserves

The roughly 350 independent marketing organizations that distribute fixed indexed annuities will need considerable cash on hand to operate as financial institutions under the Labor Department's fiduciary rule. Labor released a proposed class exemption that would qualify IMOs as financial [...]

IMOs to DOL: Fiduciary rule class exemption sets too high a bar

Critics are voicing alarm over a Department of Labor proposal permitting independent marketing organizations to act as financial institutions under the DOL's best interest conflict rule. Chief among their concerns: that the proposal establishes too high a sales threshold for [...]

SEC could step up if DoL fiduciary rule is overturned, FINRA CEO says

SAN FRANCISCO – If President Trump overturns the fiduciary rule, the SEC and FINRA could fill in the regulatory gap, according to FINRA CEO Robert Cook. Cook, speaking at the annual conference of the Financial Services Institute, said the SEC [...]

Lawsuits could be used to delay DOL fiduciary rule

Supporters and opponents of a Labor Department investment advice rule continue to sit on the edge of their chairs waiting for the newly minted Trump administration to address the regulation — a move that could be related to several lawsuits [...]

Two possible routes Trump could take to delay DOL fiduciary rule

While President Donald Trump's order on Friday for a regulatory freeze doesn't pertain to an investment advice regulation issued under the Obama administration, it has led financial industry stakeholders and analysts to engage in a dizzying guessing game on the [...]

ERISA consultants expect Trump to delay fiduciary rule

High-placed industry consultants and administrative law experts are expecting a formal delay of the Labor Department's fiduciary rule to be announced this week, as President Trump sets about issuing executive orders to roll back the regulatory initiatives of the Obama [...]

Financial industry expects quick action from Trump to delay DOL fiduciary rule

While President Donald Trump's order on Friday for a regulatory freeze doesn't pertain to an investment advice regulation issued under the Obama administration, it has led financial industry stakeholders and analysts to engage in a dizzying guessing game on the [...]

DOL Proposes Easing Fiduciary Rule on Some Annuities

The Department of Labor has proposed easing the fiduciary rule to allow some sellers of fixed annuities to collect commissions. The rule requires retirement brokers put clients' interest first but allows commissions on the sales of some products under the [...]

Trump's Regulatory Freeze Might Delay Fiduciary Rule

The first stage of the Department of Labor's fiduciary rule may be delayed from April 10 to May 10 because of President Trump's regulatory freeze announced after his swearing-in Friday. However, the directive won't have any impact on the Securities [...]

Reserving Requirements, Premium Volume Top DOL's IMO Exemptions

Insurance intermediaries will need to reserve 1 percent of annual premium from fixed annuity sales and sell at least \$1.5 billion in fixed annuities for each of three preceding years to qualify as a financial institution under the Department of [...]

**And finally from our friend in
Massachusetts.....**



Sen. Elizabeth Warren challenges financial firms to resist efforts to delay DOL fiduciary rule

Sen. Elizabeth Warren, D-Mass., challenged financial firms that have already started to comply with a Labor Department investment advice rule to resist potential Trump administration efforts to delay its implementation. Click [HERE](#) to view the full story via InvestmentNews; registration [...]

Here is Warren's letter if you are interested:

http://www.warren.senate.gov/files/documents/2017-01-19_Financial_firm_letters.pdf

Also...2:

Our two new books are ready!



Our 2017 Annuity and Investment Report

Here is the link. <http://billbroich.retirevillage.com/download/2017-Annuity-And-Investment-Report.pdf>

And our



“Legal” White Collar Thievery.

Please see any of us or your marketer for a free download..... Here is an overview.

“Legal” White Collar Thievery. Our new booklet is available, it shows you how fees and expenses charged by banks and brokerage houses should be theft (except it is legal).

40 pages...great as a marketing piece.



The Broker Motto:

“Pay me now, pay me later, but you will pay me!”

An all-out assault on our competition, brokers.....BB

THE WALL STREET JOURNAL.

MARKETS

Dow 20000: Don't Be Euphoric. Be Very Cautious

History suggests you have to wait a long time for the risks of owning stocks to pay off



Nice share from Chad Owen....plus a little history of the Dow Jones ups and downs....

<http://jasonzweig.com/dow-20000-dont-be-euphoric-be-very-cautious/>

After the Dow hit 10000 back in early **1999**, it seesawed above and below that milestone 33 times until it finally clambered back above 10000 for good on **Aug. 27, 2010**, says Howard Silverblatt, senior analyst at S&P Dow Jones Indices.

pg. 13 Open MIC: 24 years and still rolling along....

Yes, investors earned dividends along the way. And, yes, the Dow peaked at more than 14000 in July 2007.

But to **get from 10000 in 1999 back to the same level in 2010**, you had to survive the fall to 6547.05 in March 2009. In a little over a year and a half, the Dow fell by more than half.

And that was after it fell 38% from January 2000 through October 2002.

Looking further back, the Dow didn't surpass its closing highs of 1929 until late 1954, just over a quarter of a century later.

That doesn't count dividends, but most investors didn't reinvest them in those days. Even if they had, that barely would have lessened the ghastly losses that followed the Crash of 1929.

So you may have to wait an exasperatingly long time for the risks of owning stocks to pay off. Another lesson is more subtle: Financial history looks more predictable than it is — or was.

The market often moves in long, sweeping cycles, sailing higher for years, even decades, and then stagnating or falling for years on end.

Think of 1966-82, when stocks went nowhere. Then came 1982 to early 2000, one of the greatest bull markets on record. Or think of the **wrenching years from 2000 through 2009, with two epic crashes**, followed by 2009 to this year, when stocks have tripled.



Can you teach an old dog a new trick?



Two weeks ago, I met with a prospect at his home, his wife was not there, but we had a great conversation (my opinion) about his situation, his goals and his “time” horizon. I did a fact finder.

I felt solid about the meeting and a second one was set for last Friday. During the first meeting I felt like I had explained many options available to him, including rebalancing his investments with a move to safety.

I showed up for the second meeting with both, and I was introduced to his wife.

She said ***“yes I heard all about you, Jim said you talked too much.”***

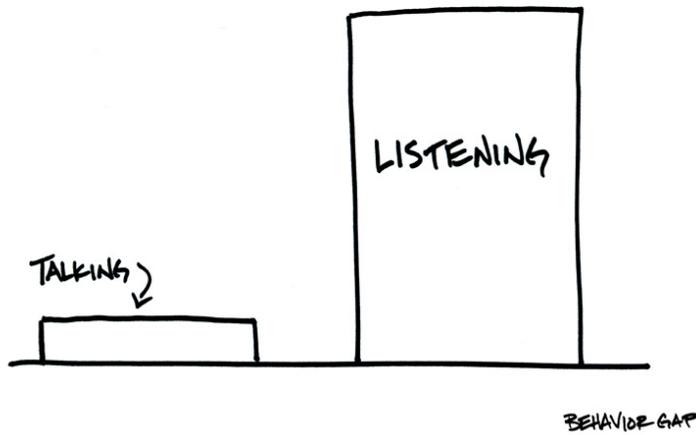
It dawned on me then that I had talked way too much and had not listened enough to what Jim was saying. I immediately backed up, restarted the interview, asked questions and listened to both of them, did a complete and accurate fact finder.

The fact she mentioned that I talked too much gave me the opportunity to make this sale. If I had spun my close as I had planned, I would not have made a sale.

I had committed a selling sin, I had talked too much and listened too little.

Look at it this way....

THE IMPACT YOU'LL HAVE



Fortunately, I could correct a HUGE mistake and get back to the way I normally sell, **listening!!!!**

This was a good lesson for me, and it should be a good lesson for all of us.

Selling is listening



AREALY BIG HUGGE ANNOUNCEMENT

“Hey guys, I want to ask you a serious question:



Is 2017 going to be your big year?

Are you planning to hit your first million in annuity production? How about **\$3M?** Maybe you're already at that level and are gunning for **\$10 million?**

The real question is - **how are you going to get there?**

Super Star Chad Owen and *Annuity Agents Academy* is announcing a new schedule for 2017. Chad has had back-to-back \$16 million dollar years.

But get this, **he works alone**, 100% of the business he writes is 100% his own effort. No team. I don't even think he has a secretary.

And here's the thing about Chad: he loves to pass on what he knows.

Chad has decided to **open his playbook** - to other annuity agents like you.

How he plans his week, who he targets, how he overcomes objections - basically the secret sauce that has skyrocketed him to over \$117 million dollars in production - just since 2009!!

He's got the skills and now he's putting it all together and making it available to you - if you qualify.

So, don't let that sales goal be a pipe dream this year. **Learn from one of the best in the business.**

More information's coming - but if you want to get in line and apply for membership to his Academy - and **HIGHLY** I suggest that you do - then go to:

AnnuityAgentsAcademy.com and sign up for early bird notification

We'll have more details in a couple weeks - but I know this much:

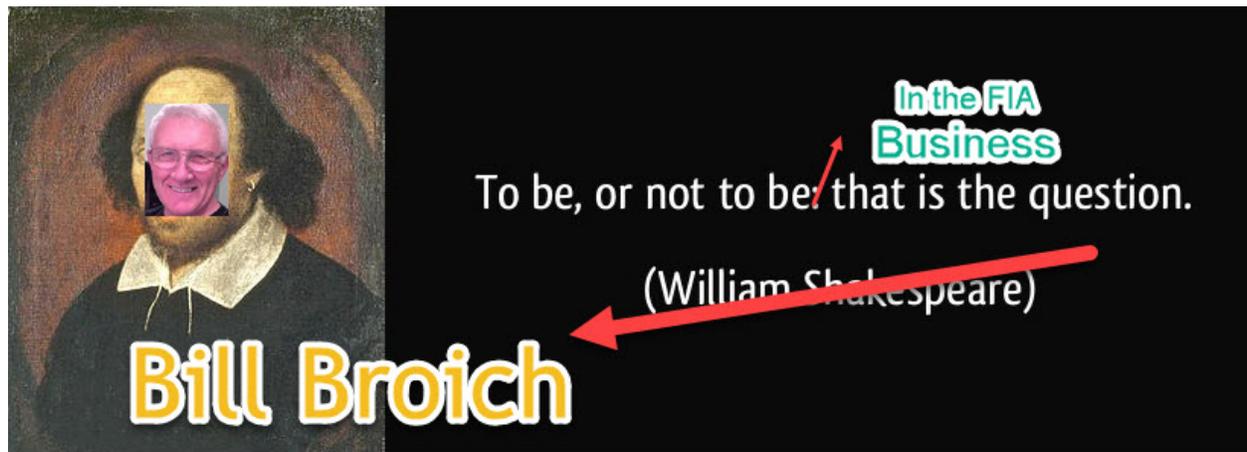
There's going to be different levels to qualify at, online training, live seminars, 1 on 1 coaching, and tons of content.

All of which is designed to help you go to the next level.

Again, that's AnnuityAgentsAcademy.com - GO check it out



I was having fun with **Photoshop**, what do you think?.....BB



“To be or not to be” (in the FIA business) that is the question?

Remember what I forecast on the first Open MIC this year? The Annuity market is going to be **“white-hot.”**

DEMOGRAPHIC FACTORS

There are more people alive today over age 70 than ever before. But that number stands to triple in the next two decades.

There’s also been dramatic growth in the number of people personally managing their savings – and converting it into a stream of income. And that trend will continue.



Source: *Creating Guaranteed Lifetime Income* (UMRA, 2016)

A recent research report from LIMRA lays out the future perfectly.

By 2025, **66 million** Americans are expected to be retired.

In 2000 the number of retired people in America was 35 million. By 2010, that number had increased to 40.3 million.

In a short 8 years, that number will increase from 40 million to 66 million, a gain of 26 million!

Yet pension ownership will plummet by half for **each generation**.

While half of silent generation (ages 71 and older) have access to a pension, only a **quarter** of trailing edge Boomers (ages 52-60) will have access to a pension.

According to LIMRA Institute research, the two top priorities for U.S. consumers (age 50-75 with \$100,000 in household investible assets) is to have **enough money to last their lifetime** and remaining financially independent. These goals have increased market demand for SPIAs and DIAs as consumers seek to create guaranteed lifetime income in retirement.

Let me repeat that....

1. Enough money to last their lifetime
2. Be financially independent

SPIA: (from LIMRA) In 2010, the average age of SPIA buyers was almost 74 years old. In the latest study, the average age has dropped to just under 72. The average contract in 2010 was \$107,000; whereas in 2016 the average contract size was \$136,000.

Age of purchaser is dropping, amount purchased is increasing.

What does this all mean? How does it help me decide where to focus my efforts?

Deferred Annuity Assets, 2006-2015

(\$ billions, end of year)

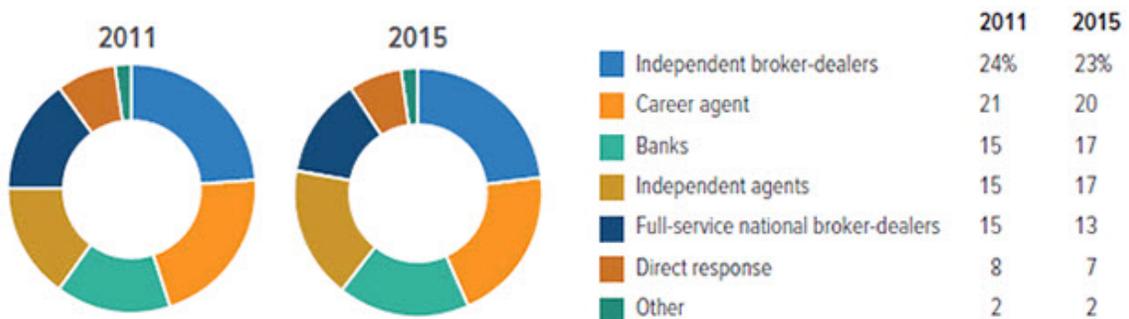


This chart will tell the **future** simply by looking at the past.

Since the dawn of FIA, look at the percentage of assets under contract in 6 years. Obviously, the direction you want to head is to the FIA side, that is where the future is heading.

What path should you take? Join a captive agency? Become security licensed? Work for a bank?

Sales Of Individual Annuities By Distribution Channels, 2011 And 2015



Source: U.S. Individual Annuity Yearbook - 2015, LIMRA Secure Retirement Institute.

Look at the categories and see the shift from broker/dealers, captive agents and big full national broker/dealers.

Each of these categories is decreasing, the only two with a bright future are the banks and the independent agents.

Q: What do banks sell? **A:** Product.

How do we sell? Need based. Need selling based on meeting goals with a high concentration on safety and security. We understand the needs and goals of our prospect. We gain that understanding through fact finding.

Why do you suppose so many people have moved from actively managed accounts to passively managed accounts? Active vs Passive Investing: What's the difference?

According to NASDAQ: "**Passive funds track an index of stocks or bonds** with a certain investing strategy in mind...

The major advantage to this method is low cost and little chance for error. Active funds on the other hand are managed **presumably** by "experts" who are able to beat the index.

On the down side in exchange for potentially higher returns you must **accept more risk** as well. In addition, **fees are higher** not only for higher transaction costs but also for management fees to pay the "experts".



Active Funds:

Active funds include the **human element** — as in, a fund manager or managers.

Investors who invest in active funds want a manager who can identify trends in a securities market or market index, of stocks or bonds or money market instruments — the fund manager sees opportunities in that market, and decides to allocate the fund accordingly.

Passive Funds:

The vehicle of choice for passive investing is, the Index Fund. Put simply, these funds track an index — like the Dow or NASDAQ — and wherever the index goes, the fund follows.

Shortly after the bear market years of the 1970s, index funds were created. Yet, participation was almost nonexistent until after 1985 — when the great bull market was already underway.

The index funds share of equity mutual funds today exceeds 35% percent, and the trendline is getting **steeper**.

Total index investing today exceeds **4 Trillion dollars**.

Why have an ever-greater number of U.S. investors entrusted their money, not to experts, but to the assumption that the stock market itself can just take care of their investment?

The answer is simple, it is the same answer why the hottest retirement product in the industry is FIA. The account is outsourced to an insurance company, passively managed, and the crediting rate earned.

Passively tied to an outside source, the indices.

Just think about where are positioned. Could it be any better? Yes, it could be better, better if you have people to talk to. Get your marketing plan in order and get signed up with Retire Village.

It is time to sell and make a ton of money!

BB



Hello Partners,

Not a particularly high budget production and not really sure if the producer has much credibility herself but there is some very interesting information about Suze Orman revealed. **Might come in handy** if your client is a Suze fan.

Thanks for the biz!

Anthony R. Owen

From: Chad Owen
Sent: Monday, January 30, 2017 8:11 AM
To: Anthony Owen <tony@annuityagentsalliance.com>
Subject: Suze Orman

This is a very drab video but appears to be a major slam to Suze Orman. It appears she is buddies with Elizabeth Warren. I can't believe she can get away with this!

<https://www.youtube.com/watch?v=wZJh25-sO98>

pg. 24 Open MIC: 24 years and still rolling along.....

Chad C. Owen

Guggenheim rates continue to be stable. [Elite Rate Sheet Feb 2017.pdf66 KB](#)

[Rate Sheet Feb 2017.pdf35 KB](#)

Hello Partners,

Rate stability continues.

There will be no rate changes for February.

Thanks for the biz!

Anthony R. Owen

Anthony,

With the TriVysta, those strategies have been renewing at the same rate as at issue. Here's some background:

When setting renewal interest rates, our practice has been to refer back to the credit rates in effect when the money was received (issue date). When an annuity is issued, most of the proceeds are invested in bonds. Between 2%-5% is all that is invested in option costs (depends on the term). So the interest we earn for the first few years is locked in by the bonds that we purchased on the issue date. As the policy ages, the interest it earns is re-invested at more current rates. But this is a slow drift to whatever current rates have done.

We do factor in changes in option costs on an annual basis. The options we buy are one year in length. When they expire we have to buy more for the next year. If the option costs are higher or lower, then the renewal rate could be higher or lower. So far, we've renewed everything at rates very close to what they were issued at. This may not continue indefinitely.

This is not unique to Guggenheim. I think most companies either do it like we do (Issue date approach) or there are some companies who generally move down and rarely move up. We don't intend to be the type of company who drops rates without an economic reason.

Rhiannon Friddle, ALMI, ACS

Annuity Sales Consultant

Guggenheim Life and Annuity Company

Sad! Hello Partners,
This is just sad, REALLY

https://www.washingtonpost.com/news/get-there/wp/2017/01/27/in-unprecedented-move-pension-plan-approves-benefit-cuts-for-retired-iron-workers/?utm_term=.bfe10ecb1724

Between **Detroit, United Airlines, Dallas firefighters**, and now this we have a very strong precedent being established.

I would appear that pensions are no longer safe in many cases.

Anthony R. Owen

Allianz

Enhancements on Allianz fixed index annuities (FIA) effective Tuesday, February 7, 2017

Effective Tuesday, February 7, 2017, your clients can take advantage of increased guarantees on Allianz Life Insurance Company of North America (Allianz) fixed index annuities. **These product changes will require use of new Statements of Understanding and consumer brochures.** On January 31, you will be able to select between two versions of forms and materials based on when the application will be submitted (please be sure that any illustrations you want to access after the changes are saved outside of the Allianz illustration software as PDFs).

Allianz 222® Annuity

Protected Income Value bonus will increase from 15% to 20%.

Allianz 360SM Annuity and 360 Benefit rider

Income options 1 and 2 base withdrawal percentages will increase by 0.40% for single life and joint life.

Allianz 365i[®] Annuity and Income Maximizer Rider

Income Maximizer Rider income options 1 and 2 base withdrawal percentages will increase by 0.50% for single life and joint life. As always, option 3 base withdrawal percentages can change monthly until time of election.

The protected income value guaranteed interest credit will increase to 6%.

Core Income 7[®] Annuity and Core Income Benefit rider

Income options 1 and 2 base withdrawal percentages will increase by 0.40% for single life and joint life.

Business rules

Applications signed on or after Tuesday, February 7, 2017 will automatically receive the post-change version of the product. The 2/2017 version of the Statement of Understanding must be received prior to issue.

Pending applications or issued contracts within their free-look period as of Monday, February 6

Pending applications or issued contracts within their free-look period receiving the pre-change version of the product may opt in to the post-change version of the product by submitting the February 2017 Product Change Letter of Instruction and the 2/2017 Statement of Understanding to the home office no later than Tuesday, March 7.

Q: Bill, what strategy are you using with Guggenheim TriVysta? How do you explain it?

A: Look at this chart:

Index Strategies		Rates
S&P 500	1-Year Pt-to-Pt w/Annual Cap	5.00%
CROCI Sectors II 5.5% VC Index	1-Year Pt-to-Pt w/Spread	2.00%
CROCI Sectors II 5.5% VC Index	2-Year Pt-to-Pt w/Participation*	85%
CROCI Sectors II Index	5-Year Pt-to-Pt w/Participation*	30%
MS Diversified Select Index	1-Year Pt-to-Pt w/Participation	85%
MS Diversified Select Index	2-Year Pt-to-Pt w/Participation*	110%
MS Diversified Select Index	5-Year Pt-to-Pt w/Participation*	120%

Fixed Strategies		Rates
1-Year Fixed		2.50%

If I know the client is going to access the income rider in the first or second year, I put all the money in the fixed account. Here it is at 2.50%. To that is the 10% bonus on the income side plus the 4% growth guaranteed on the income rider.

10% plus 4% plus the fixed rate of 2.5%.

If I know it will be longer, I put 50% in the annual pt. to pt. 1 year **S&P 500** capped at 5%. The balance I put in the **MS Diversified 2 year**, pt. to pt. no cap and 110% of yield.



Hello from David Townsend

Insurance planning with low interest rates, keeping harmony in the family and more in this week's newsletter.

 **Annuity.com**

[View in Web Browser](#)

ISSUE DATE:
January 30, 2017

Annuity.com

David Townsend

Video: Insurance Planning with Low Interest Rates

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It wasn't so long ago that the average interest rate for a 30 year mortgage was upwards of 10%. Today we find ourselves in a historically low interest rate environment, and now is the time to leverage these low interest rates to help maximize your affluent client's planning goals. Watch this [quick informational video](#) on low interest rate environments.



Podcast: A Post-Election Conversation

pg. 29 Open MIC: 24 years and still rolling along.....

What does a Trump administration mean for estate taxes, step-up in basis, life insurance cash value and the new fiduciary rule enacted by the Department of Labor? [Listen](#) as Caroline McKay interviews Chris Morton, Senior Vice President of Government Affairs at AALU, on these important and timely topics.



Help Keep Harmony in the Family

If you have clients who own a family-run business, have you asked them to think about what would happen if they passed away? Would the way the business is transitioned cause tension among their adult children? This sales idea can help a business owner plan ahead. [Learn more.](#)



Help A Child Fulfill Their Education Dreams

The non-profit organization, Life Happens, sponsors the [Life Lessons Scholarship Program](#). The goal of this program is to help a student who is struggling financially due to the loss of a parent pay for college. If you have a client that would be interested in applying for the scholarship, they can [submit their entry](#) between February 1, 2017 and March 1, 2017.



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Forward

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The graphic features the word "WEEKLY" in large, bold, blue capital letters at the top. Below it, the words "Carrier Update" are written in a white, sans-serif font. The background is a dark blue with a subtle, glowing pattern of light blue dots and lines, resembling a network or data visualization.

WEEKLY Carrier Update

January 30th, 2017

Hi William,

Every week, we send you an update with any recent, important carrier changes to help you prepare for your week ahead so you'll know exactly which carriers to be mindful of. Only those carriers that have changes are listed. Any interest rate adjustments, product changes and even new state product approvals are included with links to receive complete details.

NEW ANNUITY CARRIER UPDATE

Athene

Athene Annuity- Effective January 27th, Athene Annuity increased rates on all of their top annuities including the Performance Elite, Ascent Pro and Accumulator Series. Please see link [here](#) for additional details.

F&G

F&G will be decreasing the commission on the Safe Income Plus 50bps. Applications need to be submitted prior to February 6th.

Legacy

Legacy had a few rate changes that took place January 29th. Click [here](#) for more info. If you have any questions about this rate change give your advisor consultant here at First Annuity a call.

North American

North American is make some changes to their 4 most popular life products. Please follow the links below for more information.

Changes to Custom Guarantee® UL

We are making guaranteed premium changes to our Custom Guarantee UL product. Find out more about the changes [here](#).

New IUL Products: Builder IUL®, Guarantee Builder IUL® and Rapid Builder IUL®

North American is pleased to announce our newly revised Indexed Universal Life Insurance products. [Learn more about important updates made to the single life IUL products here](#).

Oxford

Oxford has announced a rate increase starting February 1, 2017. For more info click [here](#).

ONGOING ANNUITY CARRIER NEWS

Athene

REMINDER. Athene recently lowered commissions on several of their top product lines including the Performance Elite, Ascent Pro and Benefit 10 series. Please contact our marketing department for details.

American Equity

American Equity announced their new loyalty rewards program effective January 1st. Details are below:

How It Works

- An Agent's 2016 year-end Gold Eagle production total will determine the basis point multiplier for first quarter 2017.
- A \$500,000 production threshold of qualifying premium must be met by March 31, 2017 to earn Loyalty Rewards basis points.
- The Loyalty Rewards will be applied retroactively to qualifying production from January 1, 2017 through March 31, 2017.
- Transfers must go paid by close of business day May 12, 2017.
- Loyalty Rewards will be paid out in May of 2017.

- Payments for qualifying 2016 Gold Eagle Elite Licensed Only agents will be made to the upline.

The Loyalty Rewards basis point multiplier tiers are outlined in the table below.

2016 Gold Eagle Elite Production 2017 Basis Point Multiplier

\$2,000,000-\$2,999,999	30bps
\$3,000,000-\$3,999,999	34bps
\$4,000,000-\$4,999,999	38bps
\$5,000,000-\$5,999,999	46bps
\$6,000,000-\$6,999,999	50bps
\$7,000,000-\$7,999,999	58bps
\$8,000,000-\$8,999,999	62bps
\$9,000,000-\$9,999,999	66bps
\$10,000,000-\$14,999,999	74bps
\$15,000,000-\$19,999,999	82bps
\$20,000,000+	90bps

Program Qualifications and Rules

- Qualification period: January 1 through March 31, 2017.
- 2016 Gold Eagle Elite agents are eligible for the Loyalty Rewards Program subject to a \$500,000 minimum production threshold within the Qualification Period. See payout table above.
- Agents who did not reach Gold Eagle Elite level in 2016 are also eligible for the Loyalty Rewards program provided they reach a \$2 Million minimum production threshold.
- Applications must be received by close of business on March 31, 2017 and paid by close of business May 12, 2017. Commission rewards applies to all qualifying American Equity annuity production. EXCLUDES: Guarantee Series, Choice Series and Internal Transfers.
- NO EXCEPTIONS.
- Commission rewards calculated retroactive to first dollar during qualification period.

F&G

Great news! Announcing a 50bp commission increase effective January 17th, on the following products:

- F&G AccumulatorPlus 10
- F&G AccumulatorPlus 14
- Performance Pro
- Retirement Pro

Call our office for more details!



The Short List: Articles of interest for the working agent

5 Key Fixes That Will Improve Dodd-Frank: Opinion

When it comes to financial regulation and reform, one issue matters more than all others: systemic risk. In 2010, when Congress passed the Dodd-Frank Act, its authors made choices that they believed would address that problem. Since then, debate about [...]

Trump Lowers Boom on Taxes and Regulations

President Donald J. Trump signed an order Friday freezing all government regulations in the works, even those published but not yet in effect. The Department of Labor fiduciary rule falls into that latter group. However, the Trump-ordered 60-day delay will [...]

Will Trump's Hiring Freeze Test Financial Regulators' Independence?

One of President-elect Donald Trump's first actions may test the independence of financial regulators during his Administration. Trump has said that he will freeze hiring government-wide during his first 100 days in office. The pledge echoes President Ronald Reagan's hiring [...]

President Trump Issues Directives on Regulatory Freeze, Affordable Care Act

WASHINGTON—President Donald Trump issued his first executive order Friday, directing federal agencies to do what they can to pare back provisions of the Affordable Care Act and laying the groundwork to potentially gut the requirement that Americans carry health insurance, which lies [...]

2017 to be year of independent broker-dealer mergers

If past is prologue, 2017 should see a steady pace of independent broker-dealer consolidation and mergers and acquisitions. Click [HERE](#) to view the full article regarding “A looming fiduciary rule, combined with regulations limiting product sales, have experts predicting more [...]

Nationwide Insurance fraud case moves forward

A federal judge has denied a motion by Nationwide Life Insurance Co. to dismiss a family’s lawsuit accusing the insurance giant of fraud and breach of contract related to two \$500,000 life insurance policies purchased in the 1990s. In his [...]

For Families With Special Needs, Listening Is Key for Advisors

Parents of children with special needs are facing a three-fold challenge when it comes to financial planning, according to Todd Sensing, founder of FamilyVest. “You’re planning for a family that could be typical, you’re planning for family members that may [...]

We Recommend:
www.annuity.com/agenttools

If you are not using this "Free" resource you are missing out.... did I mention it is free?

There is a ton of info here, it requires no password and it is up to date information.

Annuity.com Insurance Products & Sales Tools



Annuity Search and Comparisons



Term Life Quotes and Comparisons

 **iGO e-App[®]**
powered by iPipeline[™]

- ★ Go Paperless
- ★ Sell More; Get Paid Faster
- ★ e-Sign and e-Submit



Forms Search for Life Insurance



Product Information for Life Insurance



Disclaimer:

David Townsend and I own Annuity.com, but we have a lot of marketing friends, friends that you might be better off if you knew them. Sherilyn Orr at *Retire Village* and *Infofuel*, Anthony Owen at *Annuity Agents Alliance*, Kevin and Allison at *FinAuction*, Carl, Darin, Tom and all the crew at *First Annuity*....and many more.

My opinion and/or numerous sources compiled by me are used in preparing Open MIC.

I obtain information from many sources, print, internet, agent gossip and other media. I always try and provide the original source or the link but my note taking habitually is lacking.

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Our competitors will copy Open MIC anyway so I might just as well give it away, saves so much mental anguish and sleepless nights.

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More Legal Stuff...

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And, although all of the articles have been selected for their content, however in the interests of balanced reporting we often publish articles we may not agree with, the publishing of such articles within Open MIC notes does NOT constitute a recommendation of the products or services mentioned or advertised within those articles.

Did you know that since 2000, Boise State is 103-6 at home? In the past 10 years, Boise State is the winningest football team in division 1. 137 wins.

We make no compensation for the publishing (or hosting) of Open MIC Notes.....in fact it costs us for the phone "call in" system...oh well...