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Recently, government officials conducted a visual inspection of the proposed Dakota Access pipeline. They reported no problems.

On a serious note, the Dakota Access pipeline was approved this week:

https://www.nytimes.com/2017/02/07/us/army-approves-construction-of-dakota-access-pipeline.html?emc=edit_th_20170208&nl=todaysheadlines&nid=37524863&r=0



While it appears that the fiduciary rule is going to be delayed, the actual action is far from over. Numerous issues will need to be resolved. Hopefully court cases will also add to stopping this unfair rule which has included non-security insurance products into the security mess.

BB

DOL NEWS Bulletin

There are some conflicting interpretations on what President Trump actually signed last Friday. We are continuing to stay on top of the matter and will keep you updated as we learn more.

First Annuity is still moving forward to be compliant if the DOL Fiduciary rule is implemented as is.

Read More:

<http://www.investmentnews.com/article/20170203/FREE/170209956/final-trump-memo-lacks-explicit-directive-to-delay-dol-fiduciary-rule>

<https://www.whitehouse.gov/the-press-office/2017/02/03/presidential-memorandum-fiduciary-duty-rule>

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PRESS RELEASE

Statement on President Trump's Executive Action on the Fiduciary Rule

February 3, 2017|Speaker Ryan Press Office

WASHINGTON—House Speaker Paul Ryan (R-WI) issued the following statement on President Trump's executive action regarding the Department of Labor's fiduciary rule:

*"President Trump's action to delay the Obama administration's fiduciary rule for further study is a wise one. This regulation is deeply flawed. It would significantly raise the cost of seeking financial advice, making it even harder for families to plan their future and save for retirement. It is essentially **Obamacare for financial planning**. Now we have the chance to study any unintended consequences before it is too late. In today's economy, people's access to sound financial advice must be protected."*

This past weekend was a flurry of excitement...and that's before the Super Bowl even started! As you undoubtedly know, on Friday it was widely reported from a circulated draft of a memorandum the White House intended to submit to the Secretary of Labor pushing back the April 10 implementation deadline by 180 days (See Section 1 (c)). We cautioned it was a "draft and could change" which was prescient because IT DID! No sooner had reporters' fingers finally stopped typing with dozens of articles posted announcing the delay, did we receive word from our inside sources that the final memorandum DID NOT include the delay language.

It seems that the draft relied on 5 U.S.C. § 705 which allows delays of effective dates. The DOL rule, however, is already effective (officially published in the Federal Register last June). Even though the "applicability date" isn't until April 10, 2017, it doesn't alter the fact that the rule IS effective and the Administration cannot legally postpone and effective Rule. The DOL posted a statement on its website that it will now consider its legal options to delay the applicability date as it complies with the President's memo.

Americans for Annuity Protection believes this is still good news. We support the Administration's awareness of the Department's failure to thoroughly and convincingly demonstrate that the annuity marketplace, particularly the fixed annuity marketplace, is haunted by high fees and conflicted advice. And so, we welcome the Administration's directive to a "do over."

However, we also maintain that it is unlikely the best interest standard is going to go away. The key offices we talked to on Friday repeated that there is little chance for more than a "delay and some fixes."

And, we now know from Acting U.S. Secretary of Labor Ed Hugler's statement issued on the same day the final memorandum landed on his desk that: "The Department of Labor will now consider its legal options to delay the applicability date as we comply with the President's memorandum."

The final memorandum issues on Friday February 3rd, President Trump ordered the Secretary of Labor to examine the Department of Labor's fiduciary duty rule and, if appropriate, to propose a rescission or revision of the rule, and he also ordered the Secretary of the Treasury to conduct a general review of financial regulation.

The memorandum directs the Secretary of Labor to examine the fiduciary duty rule to determine whether it may adversely affect the ability of Americans to gain access to retirement information and financial advice. As part of this examination, the Secretary is to prepare an updated economic and legal analysis concerning the likely impact of the rule, including whether it is likely to harm consumers because it:

1. Reduces access to retirement savings options or advice;
2. Results in industry dislocations or disruptions that may adversely affect consumers; or,
3. Causes an increase in litigation and an increase in the prices that consumers must pay to gain access to retirement services.

If the Secretary determines that any of these considerations is true, OR if he concludes for any other reason that the rule is inconsistent with Principle (a) of the President's Core Principles for Regulating the United States Financial System which is to:

(a) empower Americans to make independent financial decisions and informed choices in the marketplace, save for retirement, and build individual wealth;

The memorandum states that the Department is instructed to rescind or revise the Rule and publish for comment any determination.

The memorandum also states that it does not give DOL or its Secretary any additional authority and shall be implemented consistent with applicable law. Any changes to the fiduciary rule and any delay of its applicability date must be consistent with existing authority and procedures under the Employee Retirement Income Security Act and the Administrative Procedures Act.

It is unclear to what extent changes in the rule will be affected by the delayed confirmation of Trump's nominee for Secretary of Labor, Andrew Puzder. Puzder's confirmation hearing has been delayed four times and now reportedly will not be rescheduled until his paperwork is received from the Office of Government Ethics.

The Presidential Executive Order on Core Principles for Regulating the United States Financial System is available [here](#):

Americans for Annuity Protection urges you to continue to engage and stay active. We must continue to bolster our commitment to making sure consumers retain access to expert

insurance advice at a cost that is affordable and within their means. Please **TAKE ACTION** and ask your representatives to encourage the DOL to delay the applicability date of this Rule and find a better path for consumers.

KEY DOCUMENT LINKS:

The [Executive Order](#) may be viewed at:

The [President's memorandum](#) on the DOL fiduciary duty rule is at:

[Draft of the DOL rule memo](#)

[DOL statement indicating the Department is seeking legal avenues for a delay](#)

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I have received numerous emails since Open MIC started again in 2017 regarding our “beginning” of year marketing. To me it seems like second

nature, set your work year, decide on marketing plans, set your budget and get going.

The single most asked question about marketing of me is this.... ***“How much should I spend on lead generation and what is the best lead source?”***

The answer is as it has always been.....select one of our recommended marketing systems, add **Retire Village** to keep the leads warm and don't quit marketing. At the end of your marketing term (6 months, a year) add up your costs, add up your leads, add up your sales and **calculate your ROI.**

Could that plan be any simpler?

Large producers (Chad, Jed, Lyle, Doug, Derek etc) always do exactly that, they set their marketing, keep track of their overall marketing costs and then calculate their returns.

Chad and Anthony are voracious record keepers, they know exactly how much their average lead cost is, their ratio of leads per sale, their average premium and per sale and which lead sources provide **WHAT ROI.**

Look at one source of leads that Chad used in 2016.

Chad's 2016 Scrubbed Leads (one source):

Lead Type	Leads	Appts	Sits	Apps	Sold
Internet Scrubbed Leads	95	87	70	24	\$5,223,878.28

95 leads produced \$5+ million in new premium.

95 leads @\$300 equals \$28,500

\$5,223,878 of annuity premium @7% equals \$365,671

Simple math: Spend \$28,500 and earn \$365,671....Hmmmmm

He never turns off his marketing, he never returns any internet lead, he simply moves ahead.....Always ahead.

Note: I know we are all not a Chad Owen, but many agents can sell at a terrific rate if they have removed the one HUGE obstacle....someone to talk to.

Take the leads, grab the low hanging fruit, use the POWER tool, **Retire Village** and harvest, harvest, harvest.

Does this business model make sense? You decide.

The point is this, choose a system (or 2-3) set your budget, use **Retire Village** as your “marketing” database management system and get going.



Prohibited IRA Investments Can Be Lethal

Ed Slott

If you make an illegal investment with IRA funds, the entire IRA can be declared nonexistent and all taxes will be due. **(on the total value of the IRA).**

The link below provides inside information into often made errors regarding appropriate (and not so appropriate) IRA investments. BB

<http://www.onwallstreet.com/news/steer-clear-of-these-taboo-ira-investments>

Here is an example, a client can invest IRA funds in a house, but he can't live there or let relatives or business associates have the space in a manner that would provide a direct or even an indirect benefit to the IRA owner.

The penalty for this is quite severe: **The entire IRA account will be deemed distributed as of Jan. 1 of the year the prohibited transaction occurred.**

Advisers must alert clients to the potential dangers of making unconventional investments in their IRAs.

For example, if the IRA had a balance of \$1 million, and only \$15,000 was used in a prohibited transaction, the entire \$1 million balance would be deemed distributed. That's a tax on \$1 million (assuming all pre-tax IRA funds) and the end of the IRA account.

In addition, if the client is under the age of 59 ½, a 10% early distribution penalty could apply, adding more pain to the situation.

See link above for more information....BB





Member Support

Retire Village Monthly Newsletters are now available for download.

A stand alone PDF file is available through the following link - you can print and send this generic newsletter as part of a generalized information packet. [Download the PDF File Now.](#)



If you would like to customize the newsletter, you can download the Word document below and include with your name and contact information. If you are emailing this newsletter to clients, we still recommend that you save the file as a PDF and then email it out. [Download the Word Document Now.](#)

Find out more about customizing our newsletter with your own image and contact information, and how other agents are using the monthly newsletter outreach in our [Monthly Newsletter Tips page.](#)



New Header Graphics Combine Agent Photo and Company logo at top of Retire Village Sites

While our custom video clients have seen this upgrade in December of 2016, we completed the conversion this month so that all Retire Village Sites have a new Agent Photo and Logo graphic for their web sites. If we did not have a high resolution file on hand, we may be able to increase the size and quality of your logo if you can send a new logo file to us. In addition, larger agent images and casual or family photos can be included in the Agent Profile section.

Coming Soon: Your.Name@RetireVillage.com Email Aliases.

We have been testing email response for our clients using Agent.Name@RetireVillage.com alias email addresses rather than their regular address. Email sent through the RetireVillage.com domain name generally improved open rates across accounts, although actual gains varied widely, between 5% and 25% improvement in open rates.

Because of the universal positive benefit of our test accounts, we will be initiating domain based aliases for all accounts, and sending out test emails to test that the email is forwarding correctly to your real email address. Please reply to these test emails as soon as you receive them so we can expedite the conversion and improve your system performance!

Managing Your Retire Village Contacts List

Are you entering contacts into your Retire Village Contacts list regularly to maximize your outreach with clients and prospects?



Our Contacts FAQ article can provide you with information about who to include in your list, the verification process for your contacts, and troubleshooting common errors. The article also provides a preformatted CSV file for Bulk Uploads of contacts. [Read More](#)

January's Safe Money Radio Host Interview with Chad Owen



In case you missed this interview with Chad Owen of Eagle Shadow Financial and the founder of Annuity Agents Alliance Academy, we have included a link to the Safe Money Radio news article.

[Read The Interview](#)



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QUESTIONS?

Q: (This is probably the most asked question I get, after “*where can I get leads*”). Bill, what are the rules for removing (or rolling over) a 401(k) (and other pension plans) to an IRA?

A: Here is a short yet easy to understand resource for early withdrawals and rollovers. Might make sense for you to copy and keep with you.

Early Withdrawals from Retirement Plans

Many people find it necessary to take out money early from their IRA or retirement plan. Doing so, however, can trigger an additional tax on top of income tax taxpayers may have to pay. Here are a few key points to know about taking an early distribution:

1. **Early Withdrawals.** An early withdrawal normally is taking cash out of a retirement plan **before** the taxpayer is 59½ years old.
 2. **Additional Tax.** If a taxpayer took an early withdrawal from a plan last year, they must report it to the IRS. They may have to pay income tax on the amount taken out. If it was an early withdrawal, they may have to pay an additional 10 percent tax.
 3. **Nontaxable Withdrawals.** The additional 10 percent tax does not apply to nontaxable withdrawals. These include withdrawals of contributions that taxpayers paid tax on before they put them into the plan.
 4. A rollover is a form of **nontaxable withdrawal**. A rollover occurs when people take cash or other assets from one plan and put the money in another plan. They normally have 60 days to complete a rollover to make it tax-free.
1. **Direct rollover** – If you're getting a distribution from a retirement plan, you can ask your plan administrator to make the payment directly to another retirement plan or to an IRA. Contact your plan administrator for instructions. The administrator may issue your distribution in the form of a check made payable to your new account. No taxes will be withheld from your transfer amount.
 2. **Trustee-to-trustee transfer** – If you're getting a distribution from an IRA, you can ask the financial institution holding your IRA to make the payment directly from your IRA to another IRA or to a retirement plan. No taxes will be withheld from your transfer amount.
 3. **60-day rollover** – If a distribution from an IRA or a retirement plan is paid directly to you, you can deposit all or a portion of it in an IRA or a retirement plan within 60 days. Taxes will be withheld from a

distribution from a retirement plan (see below), so you'll have to use other funds to roll over the full amount of the distribution.

Check Exceptions. There are many exceptions to the additional **10 percent** tax. Some of the rules for retirement plans are different from the rules for IRAs.

Retirement Topics - **Exceptions** to Tax on Early Distributions

Most retirement plan distributions are subject to income tax and may be subject to an additional 10% tax.

Generally, the amounts an individual withdraws from an IRA or retirement plan before reaching age 59½ are called "early" or "premature" distributions. Individuals must **pay an additional 10%** early withdrawal tax **unless an exception applies.**

The distribution will NOT be subject to the 10% additional early distribution tax in the following circumstances:	Exception to 10% Additional Tax		
	Qualified Plans (401(k), etc.)	IRA, SEP, SIMPLE IRA* and SARSEP Plans	Internal Revenue Code Section(s)
Age			
after participant/IRA owner reaches age 59½	yes	yes	72(t)(2)(A)(i)
Automatic Enrollment			
permissive withdrawals from a plan with auto enrollment features	yes	yes for SIMPLE IRAs and SARSEPs	414(w)(1)(B)
Corrective Distributions			
corrective distributions (and associated earnings) of excess contributions, excess aggregate contributions and excess deferrals, made timely	yes	n/a	401(k)(8)(D), 401(m)(7)(A), 402(g)(2)(C)
Death			
after death of the participant/IRA owner	yes	yes	72(t)(2)(A)(ii)
Disability			
total and permanent disability of the participant/IRA owner	yes	yes	72(t)(2)(A)(iii)
Domestic Relations			

to an alternate payee under a Qualified Domestic Relations Order	yes	n/a	72(t)(2)(C)
Education			
qualified higher education expenses	no	yes	72(t)(2)(E)
Equal Payments			
series of substantially equal payments	yes	yes	72(t)(2)(A)(iv)
ESOP			
dividend pass through from an ESOP	yes	n/a	72(t)(2)(A)(vi)
Homebuyers			
qualified first-time homebuyers, up to \$10,000	no	yes	72(t)(2)(F)
Levy			
because of an IRS levy of the plan	yes	yes	72(t)(2)(A)(vii)
Medical			
amount of unreimbursed medical expenses (>7.5% AGI; after 2012, 10% if under age 65)	yes	yes	72(t)(2)(B)
health insurance premiums paid while unemployed	no	yes	72(t)(2)(D)
Military			
certain distributions to qualified military reservists called to active duty	yes	yes	72(t)(2)(G)
Returned IRA Contributions			
if withdrawn by extended due date of return	n/a	yes	408(d)(4)
earnings on these returned contributions	n/a	no	408(d)(4)
Rollovers			
in-plan Roth rollovers or eligible distributions contributed to another retirement plan or IRA within 60 days (also see FAQs: Waivers of the 60-Day Rollover Requirement)	yes	yes	402(c), 402A(d)(3), 403(a)(4), 403(b)(8), 408(d)(3), 408A(d)(3)
Separation from Service			

the employee separates from service during or after the year the employee reaches age 55 (age 50 for public safety employees of a state, or political subdivision of a state, in a governmental defined benefit plan)**	yes	no	72(t)(2)(A)(v), 72(t)(10)
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Source: IRS

Important: Never give tax advice unless you are authorized to do so. Instead offer information and make sure the person consults a licensed and authorized authority for tax advice to their specific situation.

Q: Bill, confusion seems to follow questions regarding Social Security, is there any place I can go to learn the basics so I can better answer my prospects questions?

A: This 10 question quiz is extremely informative about basic SS questions. It should enable you to provide prospect information.

“Perhaps the greatest Social Security deficit in this country is the lack of education around the retirement benefits of the program, which presents an opportunity and responsibility to financial professionals.”

Michael R. Fanning, Executive V.P.,
U.S. Insurance Group, MassMutual

With millions of Americans nearing retirement each year, many may be at risk of underutilizing a critical component of their retirement income stream. **Just 8 percent** of those surveyed considered themselves to be very knowledgeable on the subject of Social Security.

1.) TRUE or FALSE? Social Security retirement benefits are based on my earnings history, so I'll receive the same monthly benefit amount no matter when I start collecting.

Answer: False. If you collect Social Security retirement benefits before reaching full retirement age, you effectively lock in a lower monthly benefit amount. If you wait to begin collecting until after you reach full retirement age, you become eligible for delayed retirement credits. These credits increase your monthly benefit amount by 8 percent each year that you delay collecting, up to a maximum of 32 percent. **Once you reach age 70**, no additional delayed retirement credits accrue.

Source: Social Security Administration, Retirement Planner: Benefits by Year of Birth;
<http://www.socialsecurity.gov/retire2/agereduction.htm>

2.) TRUE or FALSE? If my spouse dies, I will continue to receive both my own benefit and my deceased spouse's benefit.

Answer: False. Social Security retirement benefits are only paid while you are alive. Assuming that you qualify, you would receive the greater of your own benefit or your spouse's benefit, but not both.

Source: Social Security Administration, Retirement Planner: Benefits for Your Spouse;
<http://www.socialsecurity.gov/retire2/yourspouse.htm>

3.) TRUE or FALSE? I must be a U.S. citizen to collect Social Security retirement benefits.

Answer: False. You do not have to be a U.S. citizen to qualify for Social Security retirement benefits. Resident aliens who pay into the Social Security system may qualify to receive retirement benefits, assuming they earn enough credits and meet additional criteria. To become part of the Social Security system, non-U.S. citizens must have lawful alien status, permission by the U.S. Citizenship and Immigration Services (USCIS) to work in the U.S. and a Social Security Number.

Source: Social Security Administration, Social Security Handbook, Evidence of U.S. Citizenship, §1725;
http://www.ssa.gov/OP_Home/handbook/handbook.17/handbook-1725.html

4.) TRUE or FALSE? Under current Social Security law, full retirement age is 65.

Answer: False. Your full retirement age is based on the year you were born. For people born between 1943 and 1954, the full retirement age is 66. If you were born in 1960 or later, the full retirement age is 67. For anyone born between 1955 and 1959, the full retirement age increases gradually.

Source: Social Security Administration, Full Retirement Age: If You Were Born between 1943 and 1954; <http://www.ssa.gov/retirement/1943.html>

5.) TRUE or FALSE? I can continue working while collecting my full Social Security retirement benefits — regardless of my age.

Answer: False. You can work and receive Social Security retirement benefits. However, if you have not reached full retirement age, your earnings will be subject to the retirement earnings test. If your income exceeds the test limit, Social Security may withhold all or a portion of your benefits. Withheld benefits are repaid over your lifetime once you reach full retirement age.

Source: Social Security Administration, Retirement Planner: Getting Benefits While Working; <http://www.socialsecurity.gov/retire2/whileworking.htm>

6.) TRUE or FALSE? If I file for retirement benefits and have minor dependent children, they also may qualify for Social Security benefits.

Answer: True. When you file for Social Security retirement benefits, your children may also qualify to receive benefits based on your record. An eligible child can be your biological child, adopted child or stepchild. A dependent grandchild may also qualify. Normally, benefits stop when children reach age 18 unless they are disabled. However, if the child is still a full-time student at a secondary school at age 18, benefits will continue until the child graduates or until two months after the child becomes age 19, whichever is first.

Source: Social Security Administration, Retirement Planner: Benefits for Your Children; <http://www.socialsecurity.gov/retire2/yourchildren.htm>

<http://www.socialsecurity.gov/payee/index.htm>

7.) TRUE or FALSE? As a divorced person, I can collect Social Security retirement benefits based on my ex-spouse's earnings history.

Answer: True. You may be eligible to receive retirement benefits based on your ex-spouse's earnings record, provided that:

- Your marriage lasted at least 10 years;
- You are currently unmarried;
- You are at least 62 years old; and
- The benefit you would receive based on your personal earnings history is less than the benefit amount you would receive if you filed for benefits based on your ex-spouse's earnings record.

If your ex-spouse has not yet applied for retirement benefits, but qualifies for them, you can collect benefits based on his or her record provided that you have been divorced for at least two years.

Source: Social Security Administration, Retirement Planner: Benefits for Your Divorced Spouse; <http://www.socialsecurity.gov/retire2/yourdivspouse.htm>

8.) TRUE or FALSE? Once I start collecting Social Security, my benefit payments will never change.

Answer: False. The Social Security Act of 1973 included a provision for cost-of-living adjustments (COLAs) to help Social Security benefits account for inflation. Each year, the Social Security Administration uses specific indexes and formulas mandated by this legislation to determine whether a COLA will apply to benefits paid in the coming year and if so, how much the increase will be. For more detailed information on how COLAs are calculated, visit the Social Security Administration website indicated below.

Source: Social Security Administration, Cost-of-Living Adjustment; <http://www.socialsecurity.gov/news/cola/>

9.) TRUE or FALSE? Government workers may have their Social Security retirement benefits reduced.

Answer: True. For certain workers, Social Security imposes two “offsets” that reduce the full Social Security monthly benefits that might otherwise have been paid. The Windfall Elimination Provision (WEP) affects workers who have earned a pension from an employer (such as a government agency) that did not collect Social Security taxes and who also have worked in other jobs long enough to earn Social Security benefits.

Under the WEP provision, Social Security uses a modified formula to calculate your benefit, resulting in a lower benefit than you might otherwise have received. The second offset, called the Government Pension Offset (GPO), affects a spouse’s benefit based on your earnings. The GPO can reduce spousal benefits to \$0.

Source: Social Security Administration, Information for Government Employees;
<http://www.socialsecurity.gov/retire2/gpo-wep.htm>

10.) TRUE or FALSE? My spouse can qualify for Social Security retirement benefits, even if he or she has no individual earnings history.

Answer: True. Many spouses choose to stay at home to raise children or otherwise spend extended periods of time outside the paid workforce. This can affect a spouse’s ability to qualify for Social Security benefits. In such cases, the spouse who earns less may be eligible for a Social Security spousal benefit. A spousal benefit can be as much as 50 percent of the higher earning spouse’s full retirement age benefit. The exact percentage will depend on whether or not each spouse has reached his or her full retirement age.

Source: Social Security Administration, Retirement Planner: Benefits for Your Spouse;
<http://www.socialsecurity.gov/retire2/yourspouse.htm#a0=0>

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Bill Broich bbroich@msn.com David Townsend david@annuity.com

Social Security rules can be very confusing.

Here are 10 most asked questions about Social Security.

<http://www.retirevillage.com/download/bill-broich/Social-Security.pdf>
(links to the source are included)

This is information marketers and agents can use. Learning these **10 tips** will help make you an expert in the eyes of your client and prospects.

This report also makes a great handout.

Be informed, be the expert in your area.

Want to be on the list for Open MIC News? Email me. Sorry, this is only for agents licensed with us....BB



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Partners,

Limited time offer for online MYGA apps with F&G starting today.

Thanks for the biz!

Hello Partners,

Great video on the cause and effect of big unions on municipal bankruptcies due to union influence.

<https://www.prageru.com/courses/political-science/do-big-unions-buy-politicians#>

Thanks for the biz!

Hello Partners,

This is a great article that shows the audacity and foolishness of trying to regulate behavior as it applies to the Fiduciary Standard.

<http://www.marketwatch.com/story/imagine-if-everyone-in-the-world-had-a-fiduciary-duty-to-act-in-your-best-interest-2017-02-06>

Starbucks:

CUSTOMER: Can I have a Grande iced latte, please.

BARISTA: I'm afraid I cannot let you order that, sir.

CUSTOMER: What do you mean? You have served me a Grande iced latte every weekday morning for the past six years, and there has never been an issue.

BARISTA: I'm sorry, but now that I'm a fiduciary barista, I cannot serve you that drink. I have a duty to only brew coffee in the best interests of my clients.

CUSTOMER: And it would not be in my interest for you to serve me an iced Grande latte?

BARISTA: I'm afraid not. Though that iced latte was a suitable drink under our prior standards, it was costing you an extra \$585 in fees annually.

CUSTOMER: Look, I appreciate that, but if you don't give me some caffeine right now I fear it will be in my interest to punch you in the nose. Wait, did you say \$585?

BARISTA: No need to resort to violence, sir. Here's what I recommend as your fiduciary: Order an iced doppio that's the same two shots of espresso as in your usual Grande iced latte, and then go over there and fill the cup with the milk we offer our customers for free. You'll pay \$2.25 instead of your usual \$4.50. And here's the thing: It's actually the same exact drink.

CUSTOMER: So you've been ripping me off for years?

Not saying there shouldn't be regulatory mechanisms in place but regulators operate under the false hope that regulation in of itself will solve the problem and that is just not the case. **Over regulation increases the cost of services and thereby eliminates options.** That is the evil side of over regulating that regulators always conveniently ignore.

I could go on and on but just thought this was a funny article.



Hello from David Townsend



[View in Web Browser](#)

ISSUE DATE:
February 6, 2017

Annuity.com

David Townsend

February Is Insure Your Love Month

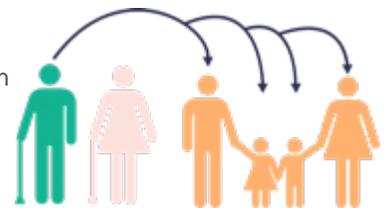
Life Happens wants to know, how do YOU show your love? As part of their Insure Your Love campaign you can post on social media using the hashtag #InsureYourLove and they will share on their social media sites as well. Take advantage of this marketing opportunity with Life Happens and remind everyone why life insurance is a great way to show your love. Visit lifehappens.org to learn more about the campaign and how you can participate.



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Wealth Transfer Sales Idea

The tax benefits of life insurance can make a significant impact when transferring wealth to the next generation. This one-page, advisor-approved [sales idea](#) illustrates this impact by highlighting the eight layers of tax protection life insurance provides and comparing an IUL policy to taxed investments via a case study example.



Video and more: Thinking About 1%

For many clients, saving for retirement can seem daunting, especially if they need that money now. [This calculator from Prudential](#) shows how saving an additional 1% of your annual income can make a huge difference on your financial situation in retirement.



Stop Guessing and Start Planning

Help your clients take the first step toward retirement by planning for their healthcare costs. [This infographic from Nationwide](#) offers 3 steps to begin the planning process.



The Modern American Family

Today, only 20% of American families are married couples living together with kids. [This study from Allianz](#) looks at the different types of modern American families and provides insights into their financial realities.



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WEEKLY Carrier Update

February 6th, 2017

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

Allianz

Allianz Life

Effective February 7th, 2017 Allianz Life will **increase bonuses** and withdrawal percentage guarantees (single and joint life) on their top four selling annuities! The Allianz 222 will increase the PIV from 15% to 20%. The Allianz 360 will increase income options 1 and 2 withdrawal percentages by 0.40%. The Allianz 3665i will increase income options 1 and 2 withdrawal percentages by 0.50% for. And the PIV guarantee will increase from 5% to 6%. The Core Income 7 will increase options 1 and 2 withdrawal percentages by 0.40%. Please click [here](#) for more info.

American General

AIG MSG Power Select Builder

Effective today 02/06/2017 AIG **improved the rates** for the Power Select Builder. There are no transition rules associated with this rate change since they are more favorable. Transfers and 1035 exchanges will continue to follow the 60-day rule for funding, and the "better of" rates available at the point of sale or the rates available when the contract is issued will apply. Give us a call if you would like for us to send you the new rates or run an illustration.

F&G

For a limited time starting today, F&G will be offering a 3.1% interest rate on their 5 year MYGA.

Phoenix

Phoenix is **raising rates** on all products. Please click [here](#) for more info.

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.

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](#).



The Short List: Articles of interest for the working agent

Fixed indexed annuities to dominate 2017 annuity marketplace

Co-written by Robert Bloink Now that we're in 2017, the forecast for the future of annuities remains hazy—rather than an uncertainty that is driven by new product innovations, this fog is generated almost entirely by new regulatory changes. Importantly, the [...]

RiverSource Life to Pay \$1.5 Million as Part of Death Master File Settlement

SACRAMENTO, Calif. – RiverSource Life Insurance Co. has agreed to pay multiple states a combined \$1.5 million settlement agreement and to use the Social Security

Death Master File database to identify life insurance policyholders to search for beneficiaries owed benefits. [...]

Life Insurers 'Like' Social Media Marketing

U.S. Life insurers are expected to budget about \$4.2 billion for advertising and marketing in 2017, a 12 percent increase over last year, according to a recent survey. Social media, internet marketing and radio and television notch the largest gains in [...]

Many Headwinds

OLDWICK, N.J., January 31, 2017 — Many post-presidential election signs appear favorable for U.S. life/annuity (L/A) insurers in 2017: rising rates, increased potential for lower taxes and reduced regulatory hurdles. However, according to a new A.M. Best special report, L/A [...]

Forward-thinking advisors focus on women

A shift in the financial market is taking place, and it seems many advisors are choosing to ignore it, despite the unfavorable affect it may have on their business. Not only do most today's women control their own finances, they're also [...]

Trump renews pledge to curb Dodd-Frank financial regulations

President Trump reiterated his intention Monday to ease financial regulations imposed by Washington in 2010, saying he plans to "do a big number" soon on the Dodd-Frank law. "Dodd-Frank is a disaster," the president told reporters in the Oval Office [...]

Chamber: IMO Exemption Proves DOL Fiduciary Fail

Plaintiffs suing to kill the Department of Labor fiduciary rule seized on a new exemption offered by the department last week as evidence of the flawed process. U.S. Chamber of Commerce attorneys argue that the DOL is conceding the futility [...]

MIB Life Index Reveals Uptick in Younger, Older Age Life Applicants

U.S. life insurance application activity rose 1.3 percent last year compared with 2015, according to the MIB Life Index. The index gained 2.7 percent in 2015 over 2014. This

represented the largest annual year-over-year percentage increase since the MIB index [...]

Finra's new chief Robert Cook vows to take a 'fresh look' at enforcement

Striking a conciliatory tone with broker-dealers, Robert Cook, the recently appointed head of Finra acknowledged Monday night that he'd heard loud and clear the complaints brokerage industry executives had with their principal regulator. Click [HERE](#) to read the full article via [...]

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



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