



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

**Open MIC is open for anyone.**

9:00: AM Pacific Thursday 800 504-8071 Code is 5556463

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THING**  
— IS —  
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**ABM**: Always Be Marketing

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**Thank you for joining us on Open MIC**

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

# Editorial

**7** years, give or take.

I had a good friend suggest to me an idea about money, timing and life as we know it. She mentioned to me the cycle of money events, events that have been disasters or at least national events, events that have caused stress and loss of money. It seems she figured out that money issues run in cycles, 7 year cycles. Every 7 years, we face as a country (world) a financial disaster, one which can affect us and our lives.

I was interested and decided to have a look at history over the past 40 years and this is what I have found.

**1973** we faced the first OPEC oil crisis, oil prices went through the roof and gas became a major drain on family finances. World wealth began its shift to the Middle East.

**1980** President Reagan faced the Savings and Loan crisis and convinced congress of a national bailout. The cost at the time was huge and deeply affected our economy.

**1987** Black Monday, a monster dump in the value of our stock markets, stock portfolios shrank by 50% in one day. Tons of money lost and many families wiped out.

**1994** Mexico faced a devaluation of the peso, this affected oil prices and trade with Mexico. The downside is our markets suffered and the economy in Europe was deeply damaged, our trade deficit with Mexico increased.

**2001** Do I need to say more, the national disaster we all faced?

**2008** The total meltdown of our stock markets, the banking industry and \$700 billion in federal assistance.

**2015.** Who knows, but in my opinion we have been over leveraged in the market and evaluation. Wall Street is back in control and now is the time to run to guarantees.

I could have gone back further but I think my friend made her point, every 7 years something happens. This is a very good lesson for all of us; history does repeat itself.....every 7 years.

Many investors today are yield-starved savers who are losing their earnings power to inflation, increased taxes, and persistent low interest rates.

Oil prices are plummeting, taking energy stocks down with them. Meanwhile financial experts say the U.S. stock market is overdue for a correction. Recently noted in *Forbes* that the market is **65 %** overvalued, mainly fueled by “irrational exuberance.”

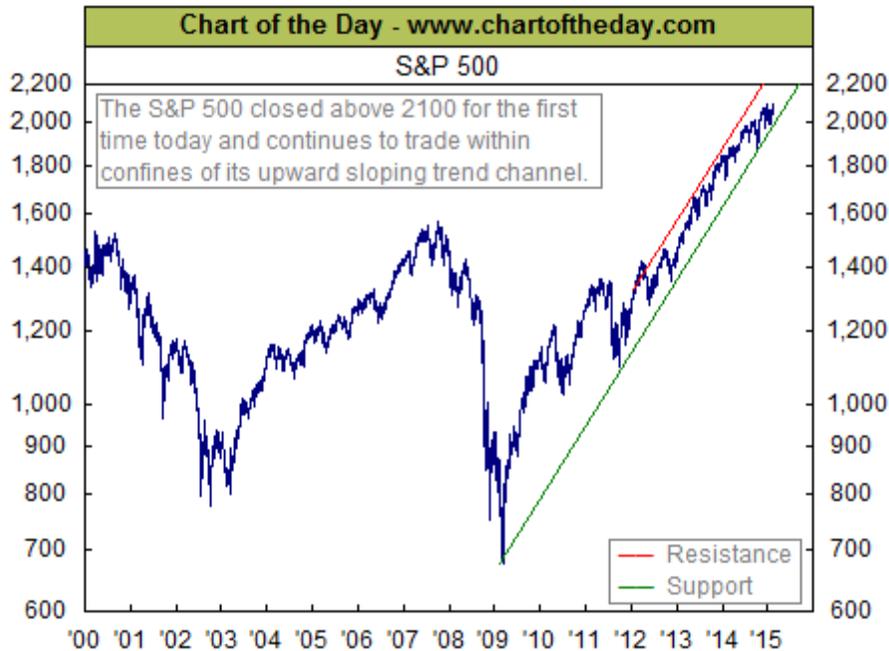
Many investors today are yield-starved savers who are losing their earnings power to inflation, increased taxes, and persistent low interest rates.

As a result, they are being forced to take risks by investing against their better judgment into markets where they have little to no control, and for the majority, can't afford to lose their money in another stock market crash as they did in 2001 and 2008.

If this is not the time for our wonderful products, when will it be?

BB

Today, the S&P 500 (large-cap stocks) traded up 0.16% and closed above 2,100 for the first time (just barely though -- 2,100.34). For some perspective on the current state of the stock market, today's chart presents the long-term trend of the S&P 500. As today's chart illustrates, the post-financial crisis rally has been significant enough to put the S&P 500 well into record high territory (i.e. well above its 2000 and 2007 peaks). In addition, today's chart illustrates that the S&P 500 trades well within the confines of three-year upward sloping trend channel.



Rate today's Chart of the Day

**Another word for this resistance/support might be **manipulation**, with the fear of overpriced stock, why does it continue to rise...look at the dumps after the highs**

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## **Of Interest:**

### **Every young adviser needs a successful mentor**

A recent article in *InvestmentNews* investigate suggested that a “young” advisor be schooled and helped by an “older” more experienced agent. One agent will help another, as the plan goes. I was thinking about and wanted to mention.....Gee, what do you think Open MIC is about, Chad, Tony, Joe, Dave, the gang at First Annuity.....we have been doing this for years, with no strings

attached. Here is the link if you want to read all about it  
(InvestmentNews)

<http://www.investmentnews.com/article/20150209/BLOG09/150209930/every-young-adviser-needs-a-successful-mentor>

BB



## **We can help:**

Need help on case prep? Have questions about mutual funds, stocks, bonds? Need help fact finding? We can help you put you case together.

Sometime just a little adjustment is all you need; sometimes just knowing where to find specific information is all you need. We have years of experience, as an example, if you are having difficulty with making phone calls for appointments, ask Joe Rych for help, he is terrific with the phone.

We can help!

Call or email me. 360 701-6209.....bbroich@msn.com

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## Sales and Marketing Topic:

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# Insider's Guide to Variable Annuities

By Bill Broich

It has always been fascinating to me why this segment of the securities business has been so successful. I think it is a testament to the ability of a security salesman to focus on the perceived benefits and only mention the downside in passing. I know all about the need for transparency and the rules governing the sale (prospectus), but the question that pertains to me is simple: Why would anyone buy a variable annuity? (VA)

I know all the answers because I have heard them. Many times I have asked a prospect why they purchased a VA, the answers are simply underwhelming. *"I thought I was buying an income stream, I didn't know about the fees. I didn't realize I could lose money. I have always followed my brokers advice".* And my favorite.....*"His assistant always brought me a latte!"*

Whatever the actual reason for the decision to buy a variable annuity actually is, the simple answer is this: If a prospect understood exactly how a variable annuity worked, there would not be a chance in heck anyone would ever buy it.

A little background about annuities: In the annuity world there are two different classes of annuities, variable (securities) and fixed (insurance).

Another way to think of variable annuities is as opposite from fixed annuities. (FA) A FA is **Safe** and a Variable Annuity (VA) is at **Risk**.

Two completely different products whose only real association or link is their common surname: **annuity**. Our products (FA) are sold by insurance agents licensed by their individual state department of insurance, variable annuities are sold by security salespeople, and licensed by a national agency which regulates securities.

What does it all add up to? **It's Safety**. It is important to know if the annuity you're buying is safe. Here is the all-important question to ask: are all annuities safe? A FIA is built on safety and security while a VA is built on risk. Simple.

A nationally known financial expert, Jane Bryant Quinn (<http://janebryantquinn.com/>)

said it best in a past article in the Wall Street Journal : *"I would like to take all variable annuities and smash them to smithereens."* And she is not the only high profile financial expert to make such strong claims. Experts see variable annuities for what they are, overpriced, high risk, expensive securities sold as safe and secure, I assure you they are not.

The lingering question about the success of variable annuities as a sales vehicle is on the surface difficult to understand. By examining it closely and using the "new car" concept of selling, the focus is on the allure, the new paint, the transformation of us as drivers being behind the wheel and on it goes. Security salespeople focus on those points, at least that is the only possible answer that I can understand because once you take a serious look under the hood and understand exactly what makes things work, a new car would NOT be in your future.

Think of a variable annuity as a magic basket, a basket which holds your eggs. In actuality, the eggs are your investments. This basket can expand and contract as needed, it can hold different types of investments and it can also have handles placed on the basket. This magic basket's handles are called riders, riders to provide income, increase death benefits (life insurance) and other benefits. Inside the basket are your eggs, your investments. Your investment options can vary between stocks, bonds, real estate and numerous other choices. Plus in this magic basket, you can change your individual eggs (investments) as often as you wish.

The basket is not really magic and it does exist, it is called the annuity wrapper. The issuing company provides the basket and charges you a fee to maintain it. The fee is

based on the overall value of your total investments and it can vary in cost from 1.25% to higher (or lower). This expense is annual and ongoing.

The eggs in the basket are actually called sub accounts which is actually a mutual fund. The sub accounts are separate and distinct; each sub account is managed by a company that also manages mirrored mutual funds. To be more direct, when you buy a sub account you are actually buying the mutual fund. Sub accounts are investments, investments in whatever the fund is designated to invest in, as an example it could be Foreign Bonds or Small Cap Growth Funds or US Treasuries, the actual option for investment is wide and varied. The number of sub accounts (investments) offered in a variable annuity is also wide and varied from a few choices to more than 300 based on the variable annuity. Sub accounts can be built into a portfolio to attempt to reach an individual's goals.

The trouble with sub accounts? Two simple words, **fees and risk**. A sub account is an investment, investments can go up or down, this the second part, and they are risk. The first part is the fees associated with the sub account, the fees are annual and are based on the value of the sub account. The fees are also wide and varied and can range from .25% to 4% of the value of the sub account. Plus the sub accounts are also subject to fees and expenses charged the fund management when assets are bought and sold within the sub account.

So much has been written about variable annuities, both good and bad. Major financial publications such as the Wall Street Journal have railed against variable annuities. Once article "*Are Variable Annuities Safe*" examines both sides of the argument, but considers the benefits relating to the fees and expenses as being a poor decision. <http://www.wsj.com/articles/SB10001424052702303916904577376193314287640>

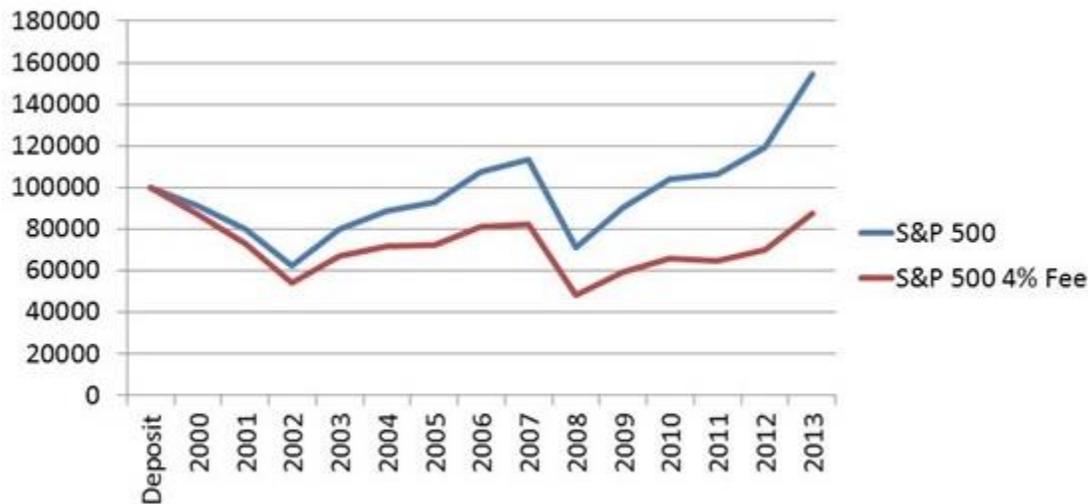
The fee problem is easy to explain when you know the actual workings of a variable annuity. **It boils down to one simple fact: The funds in a variable annuity are not at the insurance company, the funds are actually invested away from the insurance company at the individual sub account. The insurance company has no ability to use the invested funds to make money other than to charge a fee.**

According to the national leader of reporting financial fees, Morningstar, the average fee for variable annuities is **3.61%** and this would not include and handles on the basket (riders). The 3.61% is for the basket and the sub accounts. Riders added to the variable annuity would be another fee and expense on top of the basic expenses.

Riders added to variable annuities can provide a myriad of benefits, increased death benefits, income guaranteed, long term care and much more. Unless you know for certain your plans for the eventual use of a variable annuity, adding riders that charge fees can really add up in the expense column.

Have a look at what a **4% expense fee** can mean to long term accumulation, using the historical S&P Stock Index.

## Fees Can Greatly Impact Results: 4% per Year Fee



Does a 4% fee sound too high, the truth is simple, 4% is nearly the national average of an annual fee for a variable annuity, not including riders.

Once you have decided to buy your “basket” added your sub account investments, you will be faced with the “rider” options. While there is nothing wrong with adding riders you are sure you will use, adding those riders as a “possibility” of their use can be another expense subtracted from your account value.

Fees for riders such as extended death benefits and guaranteed income can vary wildly based on the product you selected and your age. As an example, it is considered average to add .75% to 2.00% in additional fees when an income rider is selected. The simple cost of the rider needs to be accurately accounted for and compared to any desired result. The actual expense can be devastating to any account growth.

A popular rider is the guaranteed death benefit rider which assures the beneficiary of the VA will receive a fixed and guaranteed amount at the death of the annuitant. What is often overlooked is just exactly how this benefit is calculated. If the VA has a guaranteed death benefit of \$100,000 (example) and the actual cash value of the VA is \$75,000 then the amount actually covered by the death benefit rider is \$25,000. The \$100,000 is paid in a lump sum but in reality, \$75,000 was the actual value of the cash in the contract.

Fees for a death benefit enhancement rider can be high, always ask and compare before selecting this rider.

## Questions to consider asking your broker about variable annuities.

- What is the purpose of the variable annuity? What do you want it to accomplish?
- Are you investing in the variable annuity through an IRA?
- What might happen to your retirement income should your account value decrease?
- Do you understand the features of the variable annuity and the costs associated?
- Do you understand the surrender penalties when you consider a long term commitment?
- Are there features of a rider attached to a variable annuity, such as increased death benefit, provide a benefit that may be less expensive if purchased separately.
- If you are exchanging one annuity for another one, are you using the IRS 1035 rules for a tax free exchange?

Information is the key to success, the more you learn, the more options for success. Annuities can be the perfect vehicle for use as a retirement vehicle, make sure your choices of product make sense for your goals.

Here is a video to explain more about annuities: **What are annuities?**

<http://www.annuity.com/videos/#prettyPhoto/gallery/4/>



**What Are Annuities? Discover The Different Types of Annuities & The Pros and Cons**

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Here is **BIG** news for you; beginning with the next drip, Retire Village is pleased to announce that **50%** of future drips will be **VIDEO**. We know that videos on a drip will more than double the number of click throighs, that m2

The first one is about FIA, with Katrina explaining how a FIA works and how your clients can use it as a retirement vehicle. I would urge you to contact your database with the Daily Lead Logue and visit with these folks. Here is a terrific opportunity to grow your relationships and write that **2-3 extra apps** this month. This is a terrific opportunity for you!

I made screen shots of the drip and what your database sees when they open the drip.....BB

FW: Fixed Indexed Annuities Can Be a Very Useful Investment



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CEO

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Email: [info@retirevillage.com](mailto:info@retirevillage.com)



Dear Rych,

Fixed Indexed Annuities are fixed annuities with a rate of return linked to the performance of a stock market index. You get to participate in the upside when the stock market is climbing, but you also protect yourself against the down side since you will earn a guaranteed minimum return even if stock prices fall.

If you are planning to maintain or improve your quality of life in retirement, maybe you would like to see how fixed indexed annuities can potentially help you. [CLICK HERE to read the rest of the article.](#)

## My Articles



### Fixed Indexed Annuities

◀ BACK ABOUT US

#### Fixed Indexed Annuities

*These conservative investments have become a popular alternative to bonds.*



Fixed indexed annuities can be very useful investments. As the name implies, FIAs are fixed annuities with a rate of return linked to the performance of a stock market index (often the S&P 500). Because of this stock market exposure, they can sometimes bring conservative investors very nice returns – often, considerably better returns than the ones provided by CDs, bonds, or money market accounts. They really aren't designed to outperform the stock markets; they are designed to outperform the fixed markets.<sup>1</sup>

**Principal protection and a chance to benefit from market gains.** During the accumulation phase of an FIA, you have the opportunity to benefit from stock market gains while your principal is protected against stock market losses. The annuity contract usually guarantees you a minimum rate of interest on your purchase payments while the annuity is growing; the insurance company involved will credit you with either the minimum return stated in the contract or a return based on the performance of the linked index.<sup>1</sup> If you are skittish about the stock market, you can potentially realize the benefits of stock market participation through this comparatively low-risk investment. If the linked stock market index has a bad year, you don't incur a loss.<sup>1</sup>



JOE RYCH

Founder - RetireVillage.com

Joe Rych  
Bothell, WA 98012

**Participation rates to note.** Each FIA has a particular participation rate. The participation rate signifies the percentage of the invested assets within the annuity keyed to the linked index.

Let's say you have an FIA linked to the S&P 500 and the participation rate is 60%. That means 60% of your invested assets are exposed to the index. If the S&P 500 gains 10% across a year, this means your annuity gives you a 6% return for the year (before any fees and administrative charges). Compare that 6% potential return to so many CDs and money market accounts which often return substantially less.<sup>2</sup>

Some FIAs measure an index's gain on an annual basis, others over the entire term of the annuity. Sometimes there are "caps" on just how high a return you can realize. From time to time, participation rates may be reset by the insurance company. Occasionally, a margin or "spread" determines the index-linked interest rate instead of a participation rate (if your annuity gains 10% and the spread is 2.5%, your interest-linked credit is 7.5%.)<sup>2</sup>

**Tax-deferred growth, an income stream & often a death benefit.** Most FIAs give you all the features of a fixed annuity: your earnings are not taxed, and when the distribution phase of your annuity starts, you can receive periodic (usually monthly) income payments. (It is your withdrawals that are taxed.) There is often a guaranteed minimum death benefit payable to your beneficiary when you pass away.<sup>2</sup>

**No annual contribution limit.** If you need to put away more retirement savings NOW, the contribution limits on IRAs can be frustrating. Would you rather have a retirement account you can only put a certain amount into annually, or an account to which you can contribute as much as you want?

FIAs (and other annuities) have no IRS-imposed contribution ceiling, and no IRS-imposed income limits above which you cannot contribute. Consider them as nice complements or supplements to (not replacements for) IRAs and basic employer-sponsored retirement plans.<sup>3</sup>

**Make no mistake, these are long-term investments.** Many of these annuity contracts are 6-7 years or longer. If you need to withdraw your money from the annuity during the accumulation phase, there is usually a surrender charge and there could also be a 10% IRS penalty. Fixed indexed annuities do require a long-term outlook and a long-term commitment. The fees for FIAs can also be high compared to other investment vehicles.<sup>3</sup>

**Is a Fixed Indexed Annuity right for you?** Watch the video below to find out more. If you are planning to maintain or improve your quality of life in retirement, maybe you would like to see how fixed indexed annuities can potentially help you. If that's the case, then ask a qualified insurance or financial advisor about them today.

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**Click on link**



[http://www.annuity.com/videos/#prettyPhoto\[gallery\]/1/](http://www.annuity.com/videos/#prettyPhoto[gallery]/1/)

Here is our explanation of how a FIA works this is what your database will see.

In addition for the coming 2/4 drips:

- ***Women and Annuities***
- ***What are Annuities?***

You may review these videos at [www.annuity.com/video](http://www.annuity.com/video)

Plus...you may use these videos now for any specialized marketing, simply ask us how....of course **FREE** to the Crew!

Here are the next 8 topics, already on pre and post production.

- Growth without Risk
- Variable Annuities
- 401K Fees & Rollover Options

- Bonds
  - Guaranteed Lifetime Withdrawals
  - Long Term Care Insurance
  - Mutual Funds
  - Promissory Notes and Other Investments
  - Social Security To Maximize Your Retirement Income
  - Municipal Bonds
- 

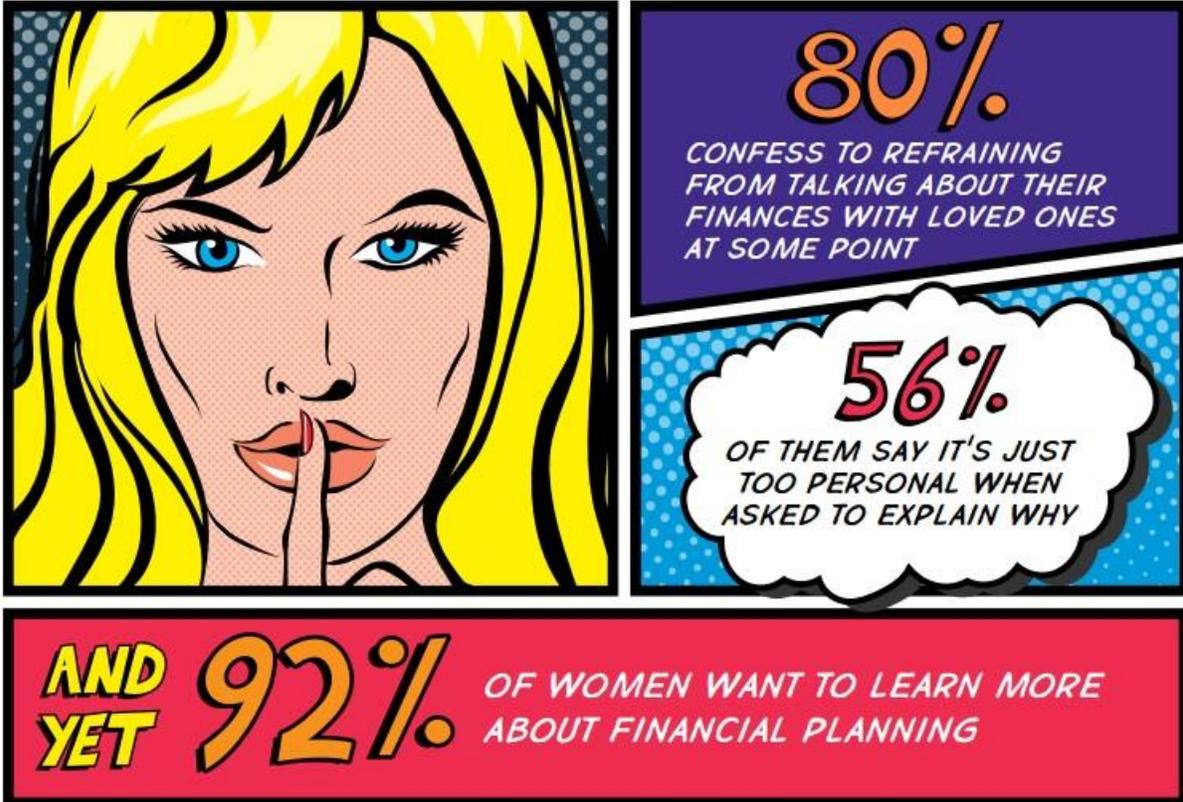


Our Video, ***Women and Annuities***, hits a specific market, the female market. Often overlooked, this market is substantial and necessary for any successful annuity sales program.

Fidelity Investments recently completed a study about Women, Money and Investing. More information can be found here: [https://www.fidelity.com/bin-public/060\\_www\\_fidelity\\_com/documents/personal-finance-too-personal.pdf](https://www.fidelity.com/bin-public/060_www_fidelity_com/documents/personal-finance-too-personal.pdf)

## **FIDELITY FACT #1:**

**WOMEN AREN'T TALKING ABOUT MONEY**



According to Fidelity: Many women's lack of confidence was driven by a need for more in-depth understanding and experience with the investment process.

**Safety and Security** are their driving force.

## FIDELITY FACT #2:

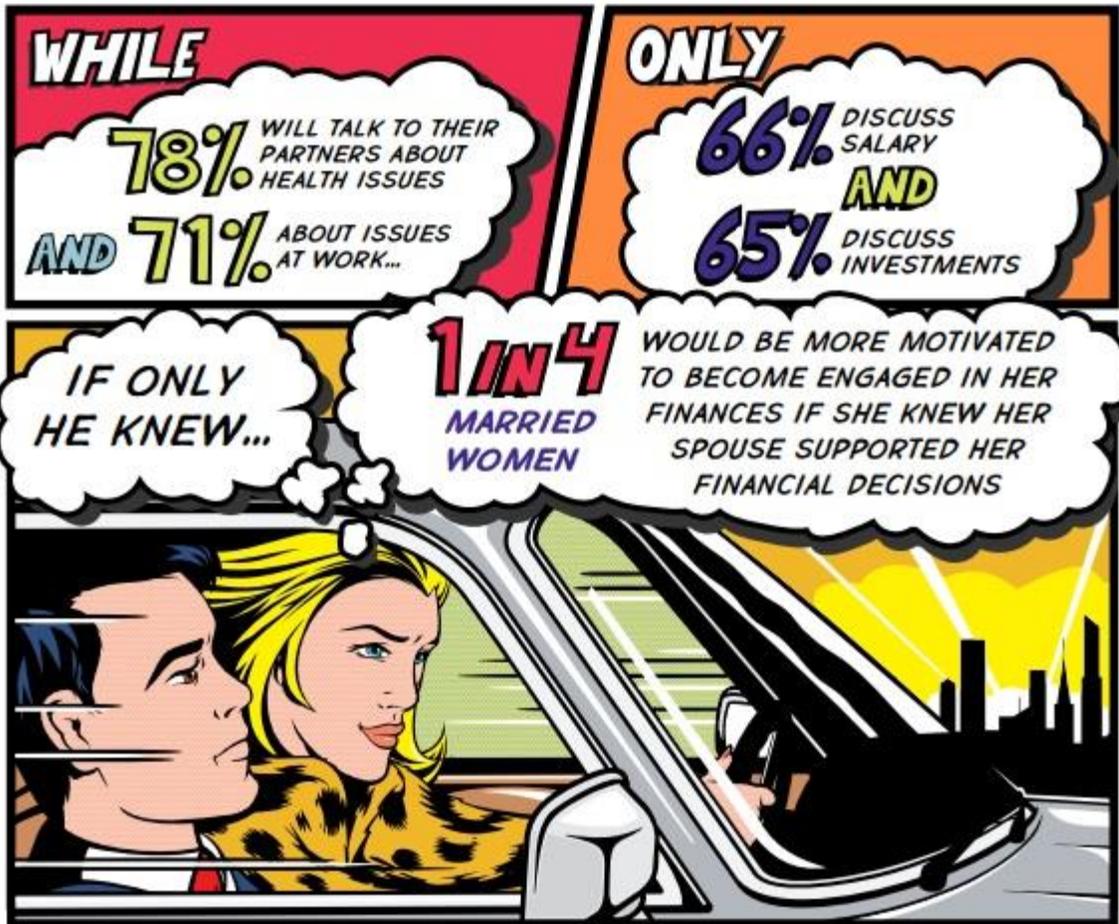
WOMEN TALK TO FRIENDS ABOUT EVERYTHING BUT MONEY



Overall, **60%** of women in the survey worried about having enough savings to last throughout retirement.

## FIDELITY FACT #3:

WOMEN ARE NOT TALKING TO THEIR PARTNERS



77% of women were confident discussing medical issues with their own doctor on their own, only 47% said they were confident talking about money and investments with a financial professional.

## FIDELITY FACT #4:

HOWEVER, WOMEN ARE EAGER TO LEARN MORE AND READY TO DO SOMETHING TO GET MORE CONFIDENT ABOUT FINANCES.

**75%** WANT TO LEARN MORE ABOUT MONEY AND INVESTING

**83%** WANT TO GET MORE INVOLVED IN FINANCES WITHIN THE NEXT YEAR

**37%** of women who were not confident in making financial decisions said they had not done research about their options, **36%** said they lacked experience because they had not done much with finances to date and another **36%** said they did not know whom to talk to for the best advice.

**PS:** The women in my world do not fit into the results of the Fidelity study. However, when we look at a larger numbers, this study may be more accurate than it appears to me.

In considering the history of my client base, I would say that “in general” women have taken at least equal if not greater action when considering my recommendations.

Here is more information regarding women in the market place:  
<http://www.lifehealthpro.com/2015/02/06/women-and-retirement-realities-infographic?>

Plus this article: <http://www.lifehealthpro.com/2015/02/09/advisors-must-better-serve-women-social-media-savv?>



Please take advantage of our offer and use our **video** to build relationships: it's free!

Call me for more info.....BB



## **Agent Share:**

**Crew!** Send me your shares and we will put them on Open MIC notes, that way we help each other in our **Agent Community!**

## **Tier Three Income - - - Are you prepared?**

David Winer  
Elders Financial LLC  
[www.EldersFinancial.RetireVillage.com](http://www.EldersFinancial.RetireVillage.com)

In 19 years working with Baby Boomers and Retirees, I have become convinced that the most important retirement planning issue is sufficient income to meet lifestyle needs. Nothing else comes close!!!

**All surveys and polls of Americans, regardless of age, indicate their greatest fear is outliving their assets.**

Over the years, I have developed an approach to address the critical issue of retirement income. I call it, *Tier Income Analysis*.

### **The Tiers:**

Tier I - Ages 55 - 69

Tier II - Ages 70 - 79

Tier III - Ages 80+

### **Our primary focus is on Tier Three income!!!**

Let us explain why, by describing the income and lifestyle needs of each tier.

#### **Tier I (55-69):**

In this tier, you are likely still working or newly retired. Debts have been paid or minimal, cash flow is in balance. Children have left home and completed their educations. You have your pre-retirement investments, possibly a company pension, a 401/K, and Social Security. **Life is good!** With an unprecedented *financial nest egg* and a thriving stock market, income is not an immediate issue or concern.

#### **Tier II (70-79):**

Tier Two represents a new phase of retirement. The largest asset of most retirees is their qualified funds (IRA, 401K, SEP, etc.). At age 70 1/2 you must start taking Required Minimum Distributions (RMD), whether you need the funds or not. Coupled with your existing income, you can actually think about a lifestyle upgrade (trips, gifts to children, entertainment, etc.). However, as you get into your mid-to-late 70's, you begin to notice how inflation seems to creep up, health care becomes more expensive (dentists, opticians, insurance premiums, etc.), and *challenging* years in the stock market (for example; 2001-2003) have a chilling impact on cash reserves. Not only that, but you've been told to put a large percentage of your portfolio into safety, but truly guaranteed yields pay next to nothing. Overall, income is still sufficient to meet lifestyle needs, but there are a few bumps on the road.

#### **Tier III (80+):**

In Tier Three, we are immediately confronted with a very significant question: **How long will my funds have to last?**

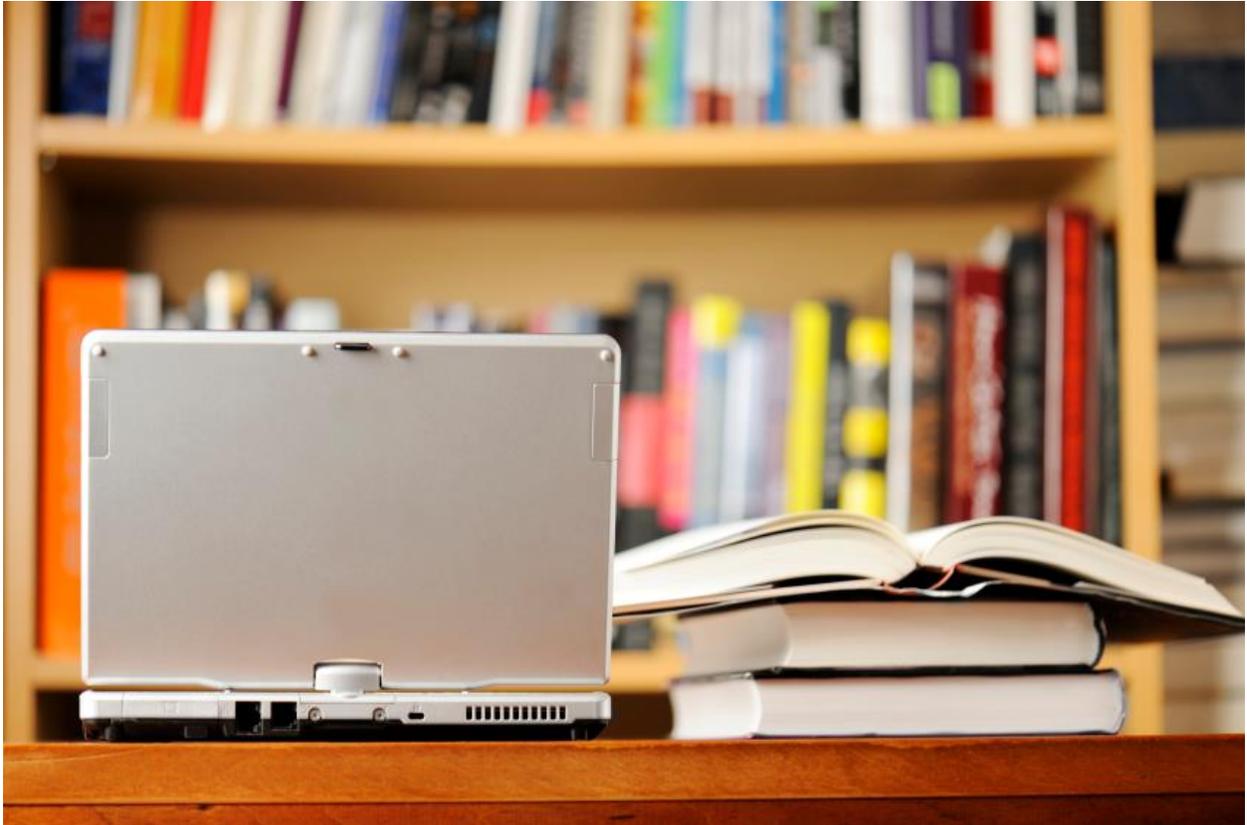
The inflation, health care, and investment issues of growing older are only compounded the longer we live:

- Inflation - - - 3% inflation is a good historical barometer. With the volatility of the stock market and meager yield in CDs and savings, it becomes increasingly difficult to keep pace with maintaining lifestyle.
- Health Care - - - Premiums for Medicare and Medicare supplements continue to increase. The out-of-pocket expense for dental, optical, and non-covered medications are only getting worse. On top of that, long-term care is a reality for 50% of married couples in their 80's.
- Investments - - - To remain in the stock market is a huge risk for funds that can not be replaced by work or time, and to put those funds into a 1% CD or a low interest savings account isn't going to come close to keeping pace with inflation.

Simply put, Tier Three is your greatest retirement threat!!!

Are you prepared? Or, are you unsure? Many folks feel exactly the same as possibly you do. How do we know and how do we make sure our funds last as long as needed?

A great way to begin is to complete a thorough examination of your assets, your obligations and your retirement funds. Once you know where you are and the real income value of your available assets, you can begin your asset allocation decisions.



# Product Information:



2601 North Alder St | Tacoma, WA 98407 US



## The Short List:

### **FIA At Age 20: Industry Leaders Weigh In**

Ease-of-purchase, simplicity, income planning — those are some of the themes that drive fixed index annuity (FIA) business at a carrier that has been in the FIA market for 19 years. That carrier is Life Insurance Company of the Southwest (LSW), Addison, Texas. The company issued its first index annuity on April 7, 1996. It [...] The post FIA At Age 20: Industry Leaders Weigh In (<http://www.looktowink.com/2015/02/fias-age-20-industry-leaders-weigh/>) appeared first on Wink (<http://www.looktowink.com>) .

## **The 8 biggest announcements from life and health insurers this week**

Paradigm shift news roundup: Allianz, Northwestern Mutual, American Equity, AIG, Penn Mutual, Sun Life, Unum, Prudential The #AllianzBirdies Challenge came to a close Feb. 8 with thousands of people putting #AllianzBirdies in their social media posts during the month-long campaign that ended at the Allianz Championship in Boca Raton, Fla. Allianz will donate \$50,000 to [...] The post The 8 biggest announcements from life and health insurers this week (<http://www.looktowink.com/2015/02/8-biggest-announcements-life-health-insurers-week/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Interest Rate Declines ‘Not Helpful,’ Prudential CFO Says**

Every so often a nugget of an understatement glimmers from the dense jargon of earnings conferences like a speck of tarnished gold in a prospector’s pan. Last week was such a week, when Robert Michael Falzon, Prudential’s chief financial officer and executive vice president, told an analyst in a conference call that lower interest rates [...] The post Interest Rate Declines ‘Not Helpful,’ Prudential CFO Says (<http://www.looktowink.com/2015/02/interest-rate-declines-not-helpful-prudential-cfo-says/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **The top 5 priorities for life insurers in 2015**

In coming years, expect to see more simplified and consumer-friendly products, including annuities tailored to young workers looking to build a nest egg. Life insurers’ back-office operations will also be better integrated, availing advisors of more cross-selling opportunities across product lines. These developments are in the offing if carriers follow the recommendations of a new [...] The post The top 5 priorities for life insurers in 2015 (<http://www.looktowink.com/2015/02/top-5-priorities-life-insurers-2015/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Declining marriage rates present a planning conundrum for long-term couples**

Fewer young people are taking the trip down the aisle, opting instead to cohabitate, which is giving rise to a variety of unique planning concerns. Data from the Pew Research Center showed that in 2012, 20% of American adults age 25 and over — some 42 million people — had never been married. That compares [...] The post Declining marriage rates present a planning conundrum for long-term couples (<http://www.looktowink.com/2015/02/declining-marriage-rates-present-planning-conundrum-long-term-couples/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **This is the No. 1 country in the world for retirement security**

The Swiss have a lot to be thankful for. They are surrounded by beautiful pastoral lands, clean air, a good education system and retirement security that ranks better than all other countries in the world. That's according to the 2015 Natixis Global Retirement Security Index. Click [HERE](#) to read... The post This is the No. 1 country in the world for retirement security (<http://www.looktowink.com/2015/02/no-1-country-world-retirement-security/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Phoenix Restatement of 2013 Results to Raise Net**

HARTFORD, Conn. – Phoenix Cos. Inc. said it will restate prior-period financial statements for the fourth quarter and year-end 2013, and the second quarter of last year as it identified errors determined to be “material.” For the fourth quarter and year-ended Dec. 31, 2013, the restatement will correct errors relating to review of its annual [...] The post Phoenix Restatement of 2013 Results to Raise Net (<http://www.looktowink.com/2015/02/phoenix-restatement-2013-results-raise-net/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **NAIC Selects New President-Elect**

WASHINGTON – John M. Huff, Missouri insurance commissioner, has been chosen president-elect by the National Association of Insurance Commissioners. He succeeds

Michael Consedine, who announced Jan. 13 that he had was stepping aside as Pennsylvania insurance commissioner to allow incoming Gov. Tom Wolf to name his own commissioner. Huff bested Sharon Clark, Kentucky insurance commissioner, [...] The post NAIC Selects New President-Elect (<http://www.looktowink.com/2015/02/naic-selects-new-president-elect/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **NAIC Nears IUL Illustration Path**

WASHINGTON –The illustrations that insurers and advisors can use when selling indexed universal life (IUL) insurance continue to be the subject of discussion by a National Association of Insurance Commissioners (NAIC) task force. Its continuing effort to craft regulations that all interested parties can live with in regard to these illustrations will be the subject [...] The post NAIC Nears IUL Illustration Path (<http://www.looktowink.com/2015/02/naic-nears-iul-illustration-path/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **American Equity Broadens Product Portfolio**

WEST DES MOINES, Iowa–(BUSINESS WIRE)– American Equity Investment Life Insurance Company, a leading underwriter of index and fixed rate annuities, announced the addition of a new Fixed Indexed Annuity Series to its competitive portfolio. These new products, the Choice Series, add to the Company’s robust annuity product line, which has established American Equity as one [...] The post American Equity Broadens Product Portfolio (<http://www.looktowink.com/2015/02/american-equity-broadens-product-portfolio/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **These are Americans’ top 7 income sources**

In 2012, U.S. taxpayers received \$612 billion from pensions and annuities, plus \$231 billion from individual retirement accounts, new research shows. The Tax Foundation unveils this finding in a survey of sources of income in 2012, as reported by taxpayers on lines 7 to 22 of their 2012 Form 1040. The report’s authors undertook the [...] The post These are Americans’ top 7 income sources (<http://www.looktowink.com/2015/02/americans-top-7-income-sources/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **The Market Is Watching Genworth**

The market is watching Genworth Financial and hoping for some good news after a disastrous third quarter. Recall that on Thursday, Nov. 6, the company's shares plunged nearly 38 percent to below \$9 a share from \$14 a share the day before. The stock hasn't recovered since the company missed expectations after it announced an [...] The post [The Market Is Watching Genworth](http://www.looktowink.com/2015/02/market-watching-genworth/) (<http://www.looktowink.com/2015/02/market-watching-genworth/>) appeared first on Wink (<http://www.looktowink.com>).

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## **Positioning an indexed annuity vs. a CD: BLOG**

By now, I think it's safe to say we're all aware CD rates continue to sit at all-time lows. According to Bankrate.com, the average five-year CD has an interest rate of 0.79 percent. For retirees who are using the interest from a CD as income, this is very unfortunate. Through no fault of their own, [...] The post [Positioning an indexed annuity vs. a CD: BLOG](http://www.looktowink.com/2015/02/positioning-indexed-annuity-vs-cd-blog/) (<http://www.looktowink.com/2015/02/positioning-indexed-annuity-vs-cd-blog/>) appeared first on Wink (<http://www.looktowink.com>).

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## **Is industry jargon killing sales?**

Is industry jargon killing life insurance sales opportunities? LIMRA fears that the answer is yes. LIMRA partnered with Maddock Douglas to dig into why so many people — an estimated 18.7 million — say they value life insurance but wind up not purchasing any. Ineffective communications popped up as the primary suspect. The language sales people [...] The post [Is industry jargon killing sales?](http://www.looktowink.com/2015/02/industry-jargon-killing-sales/) (<http://www.looktowink.com/2015/02/industry-jargon-killing-sales/>) appeared first on Wink (<http://www.looktowink.com>).

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## **More Families Bringing The Generations Under One Roof**

Feb. 08—At 80 years old, Jack Beiber loves having his family back under one roof. His two grown daughters help buy groceries and cook meals. His two granddaughters — ages 15 and 13 — and a 27-year-old grandson are responsible for household chores such

as dishes and taking out the trash. With all those relatives [...] The post More Families Bringing The Generations Under One Roof (<http://www.looktowink.com/2015/02/families-bringing-generations-one-roof/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Advisors Urged To Recognize ‘Red Flags’ Of Senior Exploitation**

Financial professionals may be among the first to recognize when older clients start showing signs of diminished capacity as well as the “red flags of financial exploitation,” according to Rick A. Fleming. Yet these professionals often feel limited in their ability to protect their clients, the federal official told the American Retirement Initiative Winter Summit [...] The post Advisors Urged To Recognize ‘Red Flags’ Of Senior Exploitation (<http://www.looktowink.com/2015/02/advisors-urged-recognize-red-flags-senior-exploitation-2/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **New York Leery Of Principles-Based Reserving**

WASHINGTON – New York regulators continue to counter pressure from industry officials and the National Association of Insurance Commissioners to adopt a principles-based reserving (PBR) approach to universal life insurance policies with secondary guarantees (ULSG). Benjamin Lawsky, New York state Superintendent of Financial Services, wants to extend his formulaic approach to ULSGs, which are backed [...] The post New York Leery Of Principles-Based Reserving (<http://www.looktowink.com/2015/02/new-york-leery-principles-based-reserving/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Study: Ineffective communication limits life insurance sales**

Life insurance companies may be limiting their sales potential by using words and images that do not resonate with consumers and often confuse them, according to a new joint study by LIMRA and Maddock Douglas. “We’re all familiar with the philosophical problem about a tree falling in the forest and the question about whether it [...] The post Study: Ineffective communication limits life insurance sales

(<http://www.looktowink.com/2015/02/study-ineffective-communication-limits-life-insurance-sales/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **A.M. Best Revises Outlook to Negative for Woodmen of the World Life Insurance Society**

Oldwick – A.M. Best has revised the outlook to negative from stable and affirmed the financial strength rating (FSR) of A+ (Superior) and the issuer credit rating (ICR) of “aa-” for Woodmen of the World Life Insurance Society (Woodmen) (Omaha, NE), which is also known as Omaha Woodmen Life Insurance Society in certain states. The [...] The post A.M. Best Revises Outlook to Negative for Woodmen of the World Life Insurance Society (<http://www.looktowink.com/2015/02/m-best-revises-outlook-negative-woodmen-world-life-insurance-society/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Magic Johnson gives advice to TDAI advisors**

Magic Johnson charmed the audience last Friday at TD Ameritrade Institutional’s annual conference in San Diego. He first called on the attendees to “please help out as many professional athletes and entertainers” that they could, counseling them not to “spend more than you make.” He joked that he wished he could have attended “this conference [...] The post Magic Johnson gives advice to TDAI advisors (<http://www.looktowink.com/2015/02/magic-johnson-gives-advice-tdai-advisors/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Regulators Fine Iowa Man For Securities Trading Violations**

LAKE MILLS, Iowa (AP) — A Lake Mills man accused of trading securities without a license has been fined \$100,000 and ordered to make restitution of more than \$454,000. The Mason City Globe Gazette reports (<http://bit.ly/1KumMVg>) that Randall Finer was cited by the Iowa Insurance Division for dealing unregistered securities, being an unregistered agent, making [...] The post Regulators Fine Iowa Man For Securities Trading Violations (<http://www.looktowink.com/2015/02/regulators-fine-iowa-man-securities-trading-violations/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Senator says advisers need more protection in reporting elder financial abuse**

Federal privacy laws should be clarified to protect financial advisers who tell authorities about suspected financial exploitation of the elderly, a Senate leader on senior issues said Wednesday. Sen. Susan Collins, R-Maine, chairwoman of the Senate Aging Committee, said giving safe harbor to financial firms would help address the growing problem of elder financial abuse. [...] The post Senator says advisers need more protection in reporting elder financial abuse

(<http://www.looktowink.com/2015/02/senator-says-advisers-need-protection-reporting-elder-financial-abuse/>) appeared first on Wink (<http://www.looktowink.com>)

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## **Leading Index Annuity Provider Announces the Choice Series**

WEST DES MOINES, Iowa—(BUSINESS WIRE)—Feb. 5, 2015— American Equity Investment Life Insurance Company, a leading underwriter of index and fixed rate annuities, announced the addition of a new Fixed Indexed Annuity Series to its competitive portfolio. These new products, the Choice Series, add to the Company's robust annuity product line, which has established American Equity [...] The post Leading Index Annuity Provider Announces the Choice Series

(<http://www.looktowink.com/2015/02/leading-index-annuity-provider-announces-choice-series/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Buffett Doesn't Expect Interest Rates To Rise Soon**

OMAHA, Neb. (AP) — Billionaire Warren Buffett says he doesn't expect the Federal Reserve to raise interest rates this year because of the impact it would have on the both the U.S. and world economies. The economies in Europe and Asia are struggling and a hike in U.S. rates would further strengthen the U.S. dollar [...] The post Buffett Doesn't Expect Interest Rates To Rise Soon (<http://www.looktowink.com/2015/02/buffett-doesnt-expect-interest-rates-rise-soon/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Ga. Insurance Commissioner Warning Of Life Insurance Scam**

ATLANTA (AP) — Georgia Insurance Commissioner Ralph Hudgens is warning consumers of a life insurance scam involving unsolicited calls. Hudgens says scammers have been calling consumers offering the proceeds of life insurance policies for a fee. Hudgens says scammers have been asking victims to pay them via multiple pre-paid cards. Hudgens says the suspects call [...] The post Ga. Insurance Commissioner Warning Of Life Insurance Scam (<http://www.looktowink.com/2015/02/ga-insurance-commissioner-warning-life-insurance-scam/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Allstate dismisses Google's plans to offer insurance shopping**

Allstate's chief executive sounded dismissive Thursday of Google's plans to offer online insurance shopping, saying his Northbrook-based company already serves that segment of the market with its Answer Financial unit. During a call to discuss fourth-quarter earnings, an analyst asked Allstate if it would join Google's marketplace, which is expected to aggregate insurance quotes to [...] The post Allstate dismisses Google's plans to offer insurance shopping (<http://www.looktowink.com/2015/02/allstate-dismisses-googles-plans-offer-insurance-shopping/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Prudential Financial: Declining Interest Rates Resulted in Lower Excess Capital Than Expected**

NEWARK, N.J. – Prudential Financial Inc. executives said declining interest rates impacted its excess capital position after equity analysts questioned why it was \$1.5 billion lower than the \$3.5 billion the company estimated in December. During the fourth-quarter earnings conference call, a few equity analysts questioned areas such as Prudential's debt, balance sheet or excess [...] The post Prudential Financial: Declining Interest Rates Resulted in Lower Excess Capital Than Expected (<http://www.looktowink.com/2015/02/prudential-financial-declining-interest-rates-resulted-lower-excess-capital-expected/>) appeared first on Wink (<http://www.looktowink.com>) .

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## **Afraid of outliving your money? Here's one solution**

If you think saving for retirement is hard, wait until you start thinking about how to make the money last. It's a challenge that policymakers are focusing on more intently, especially since features like automatic enrollment are encouraging people to save more. Some 55 percent of workers in a 2014 survey by the Employee Benefit [...] The post [Afraid of outliving your money? Here's one solution](http://www.looktowink.com/2015/02/afraid-outliving-money-heres-one-solution/) (http://www.looktowink.com/2015/02/afraid-outliving-money-heres-one-solution/) appeared first on Wink (http://www.looktowink.com) .

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## **Make informed decision about retirement assets**

This past week, I was meeting with a new couple to discuss their retirement. They were regular readers of this column and they were surprised about some of my concerns about their asset allocation. They suggested that I cover this topic so that other Valley residents could make better informed decisions. Unfortunately, this is something [...] The post [Make informed decision about retirement assets](http://www.looktowink.com/2015/02/make-informed-decision-retirement-assets/) (http://www.looktowink.com/2015/02/make-informed-decision-retirement-assets/) appeared first on Wink (http://www.looktowink.com) .

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## **The power of fixed index strategies**

There are a few rules of investing that most people have heard of and can relate to in some way. One of them is "don't lose money." This rule is so well-known that many have come to believe that it is the first (and most important) principle when it comes to investment strategies. Many people [...] The post [The power of fixed index strategies](http://www.looktowink.com/2015/02/power-fixed-index-strategies/) (http://www.looktowink.com/2015/02/power-fixed-index-strategies/) appeared first on Wink (http://www.looktowink.com) .

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[www.annuity.com/agenttools](http://www.annuity.com/agenttools)

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