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

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Incredible cloud bank near Jordan Valley Oregon, I was heading to Idaho.

Fiduciary rule delayed by 60 days

It is official

It's official: https://www.dol.gov/newsroom/releases/ebsa/ebsa20170301

By **Andrew Welsch**
Published **April 04 2017, 6:03pm EDT**

The Department of Labor has delayed the implementation of the fiduciary rule by 60 days, according to filing in the Federal Register.

The move comes after Labor Department in February proposed a delay after President Trump ordered a review.

During the 15-day comment period on whether to delay implementation, the Labor Department received approximately 193,000 comments, the department says in its 63-page filing. In that deluge, wealth management firms and some advisers pushed for the rule to be postponed lest they have to make changes to client relationships multiple

times. Baird and other firms, fearing costly disruption to their business strategy, went further, requesting an even longer delay of up to a year or more.

"No retirement investor's interest will be served if the fiduciary rule goes into effect before we have certainty on the products and services that can be provided under the final rule," the Milwaukee-based firm says in its letter, which is available on the Labor Department's website.

More here: https://www.financial-planning.com/news/fiduciary-rule-delayed-by-60-days-but-still-not-dead

Labor Nominee Pledges to Follow Trump's Order in Reviewing Fiduciary Rule

WASHINGTON—Labor secretary nominee Alexander Acosta said Wednesday **he would closely follow President Donald Trump's order to review a landmark retirement-advice rule**, stressing that the White House has laid out clear guidelines for determining whether the Obama-era regulation should be repealed [...]

Sparks fly as DoL nominee, Sen. Warren spar over fiduciary rule's fate

President Trump's nominee to head the Department of Labor is pledging a thorough review of the fiduciary rule that could lead to a repeal or revision of the controversial regulation. At his confirmation hearing on Wednesday, Alexander Acosta sparred with [...]

"Change it had to come, we have known it all along"

(Pete Townshend)

Change?

Wish you could reinvent yourself and be more successful? I did. If you would like to learn how I did it, email me and I will send you my roadmap. (only 6 pages)

Easy to read, easy to understand and a completely open look at my approach.

bbroich@msn.com

BB

The Best

The two best visual aids in the industry are available to you. Many times I am asked what I use for my closes. I have always kept selling simple, I want to focus on the benefits and not the product.

Once I have completed a fact finder and I know what the goals and assets are, I will also know what money I can have.

In the close, I review what I have found in the fact finder, confirm the information and make sure thigs are still in agreement.

Once the goal and the needs are verified, and I have reviewed it, I am ready for my sales aids.

Here is where I am making a change. In the past, I used the guaranteed page of the proposal from the company showing the worst that can happen. In our crew is the absolute best sales aid available.

It is Anthony's *Income Illustrator*. If you are not using it, BIG mistake.

Here is the chart you use first.

"Mrs. Jones, let's look back at history……"

I show her the **American Equity** chart. And explain it…. what if…..

Then I use the Income Illustrator and say: *"Mrs. Jones, here are your options, this is the worst that can happen to you."*

Here is an example:

Annuity Income Illustrator for state of CA

		Allianz Pref	AEL		AIG	Athene	F&G	GA				GALIC		LFG	NWL		NAC		SSL
FIA bonus		365I 4.0%	Foundation Gold 7.0%		Power Select Plus Income 0.0%	Ascent 10 Bonus Products 0.0%	Safe Income Plus 6.0%	Choice Income 0.0%		Income 125+ 0.0%	Income 150+ 0.0%	American Custom 10 0.0%		OptiPoint 10 4.0%	Ultra Future 9.0%		Income Choice 10 0.0%	Retire Choice 0.0%	Summit Bonus 8.0%
LIBR bonus		Income Maximizer Option 1 FIA%	5.5% - Male FIA%	6% - Male FIA%	Lifetime Income Plus FIA%	Option 1 - AP10B FIA + 10.0%	EGMWB-SIP FIA%	IC GLWB 10% FIA%	IC GLWB 7.5% FIA%	125+ GLWB FIA + 25.0%	150+ GLWB 0.0%	Simple Income Option FIA%	Stacked Income Option FIA%	Lifetime Income Edge - OptiPoint FIA%	Income Outlook FIA%	Income Outlook Plus 5 FIA + 5.0%	GLWB FIA + 5.0%	Income Pay FIA%	GLWB Age 60-69 FIA%
Yrs	Age	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income
0	64	$52,000	Deferral	Deferral	$47,000	$49,500	Deferral	$44,000	$44,000	$48,750	$49,800	$54,000	Deferral	$46,800	Deferral	Deferral	Deferral	Deferral	Deferral
1	65	$55,000	$55,314	$55,576	$53,500	$55,200	$53,874	$49,500	$48,375	$51,188	$51,000	$58,860	Deferral	$54,600	$61,748	$65,208	$55,156	$52,875	$58,385
2	66	$58,000	$59,547	$60,113	$57,570	$61,100	$58,859	$54,600	$52,325	$53,747	$58,725	$63,720	Deferral	$57,330	$64,757	$67,816	$56,260	$55,915	$63,101
3	67	$61,000	$64,078	$64,994	$61,710	$67,200	$64,278	$59,800	$56,350	$56,434	$60,075	$68,580	Deferral	$60,196	$67,891	$70,529	$57,385	$59,130	$68,174
4	68	$64,000	$68,928	$70,244	$65,920	$73,500	$70,167	$65,100	$60,450	$59,256	$68,250	$73,440	Deferral	$63,206	$71,155	$73,350	$58,533	$62,530	$73,628
5	69	$67,000	$74,118	$75,891	$70,200	$80,000	$76,565	$70,500	$64,625	$62,219	$69,750	$78,300	$67,500	$73,003	$74,553	$76,284	$59,703	$66,126	$79,491
6	70	$77,000	$79,670	$81,962	$74,550	$86,700	$83,516	$76,000	$68,875	$65,330	$71,250	$84,700	$71,500	$83,622	$78,091	$86,548	$66,810	$76,921	$85,792
7	71	$80,300	$85,608	$88,489	$78,970	$93,600	$91,064	$81,600	$73,200	$68,595	$72,750	$91,280	$75,600	$87,803	$81,774	$90,010	$68,146	$81,344	$92,563
8	72	$83,600	$91,958	$95,503	$83,460	$100,700	$99,260	$87,300	$77,600	$72,026	$74,250	$98,040	$79,800	$92,193	$85,608	$93,610	$69,509	$86,021	$99,839
9	73	$86,900	$98,749	$103,041	$88,020	$108,000	$108,157	$93,100	$82,075	$75,627	$75,750	$104,980	$84,100	$96,803	$89,599	$97,355	$70,899	$90,967	$107,654
10	74	$90,200	$106,007	$111,140	$109,000	$115,500	$117,813	$99,000	$86,625	$79,409	$77,250	$112,100	$88,500	$107,572	$93,752	$101,249	$72,317	$96,198	$116,047
11	75	$93,500	$113,766	$113,056	$110,000	$120,400	$122,296	$105,000	$91,250	$79,409	$78,750	$114,000	$90,000	$116,042	$98,073	$114,074	$80,291	$104,943	$125,060
12	76	$96,800	$122,058	$114,972	$111,000	$125,400	$126,911	$112,200	$96,900	$99,770	$80,250	$115,900	$91,500	$116,042	$102,569	$118,636	$81,897	$104,943	$134,737
13	77	$100,100	$130,917	$116,889	$112,000	$130,500	$131,662	$119,600	$102,700	$99,770	$81,750	$117,800	$93,000	$116,042	$107,247	$123,382	$83,535	$104,943	$145,124
14	78	$103,400	$140,382	$118,805	$113,000	$135,700	$136,553	$127,200	$108,650	$99,770	$83,250	$119,700	$94,500	$116,042	$112,113	$128,317	$85,205	$104,943	$156,274
15	79	$106,700	$150,491	$120,721	$114,000	$141,000	$141,586	$135,000	$114,750	$99,770	$84,750	$121,600	$96,000	$116,042	$117,175	$133,450	$86,909	$104,943	$168,238
16	80	$120,000	$161,288	$122,637	$115,000	$146,400	$146,766	$143,000	$121,000	$99,770	$86,250	$123,500	$97,500	$124,513	$122,439	$149,464	$95,855	$113,689	$181,076
17	81	$123,600	$170,159	$122,637	$115,000	$151,900	$152,096	$151,200	$127,400	$99,770	$87,750	$125,400	$99,000	$124,513	$127,914	$155,442	$97,772	$113,689	$194,849
18	82	$127,200	$179,518	$122,637	$115,000	$157,500	$157,581	$159,600	$133,950	$99,770	$89,250	$127,300	$100,500	$124,513	$133,607	$161,660	$99,727	$113,689	$209,623
19	83	$130,800	$189,392	$122,637	$115,000	$163,200	$163,225	$168,200	$140,650	$99,770	$90,750	$129,200	$102,000	$124,513	$139,526	$168,127	$101,722	$113,689	$225,468
20	84	$134,400	$199,808	$122,637	$115,000	$169,000	$169,031	$177,000	$147,500	$99,770	$92,250	$131,100	$103,500	$124,513	$145,681	$174,852	$103,756	$113,689	$242,459
21	85	$138,000	$199,808	$122,637	$115,000	$171,600	$171,573	$186,000	$154,500	$99,770	$93,750	$133,000	$105,000	$132,983	$152,079	$194,835	$103,756	$113,689	$245,923
22	86	$141,600	$199,808	$122,637	$115,000	$174,200	$174,115	$195,200	$161,650	$99,770	$96,750	$134,900	$106,500	$132,983	$158,730	$202,628	$103,756	$113,689	$249,387
23	87	$145,200	$199,808	$122,637	$115,000	$176,800	$176,657	$204,600	$168,950	$99,770	$99,750	$136,800	$108,000	$132,983	$165,643	$210,733	$103,756	$113,689	$249,387
24	88	$148,800	$199,808	$122,637	$115,000	$179,400	$179,199	$214,200	$176,400	$99,770	$102,750	$138,700	$109,500	$132,983	$172,828	$219,163	$103,756	$113,689	$249,387
25	89	$152,400	$199,808	$122,637	$115,000	$182,000	$181,740	$224,000	$184,000	$99,770	$105,750	$140,600	$111,000	$132,983	$180,295	$227,929	$103,756	$113,689	$249,387

Highest Income | 2nd Highest Income | 3rd Highest Income | For comparative use by a licensed agent only. Not valid without carrier approved illustration/brochure.

Input Criteria

Client Age: 64 (youngest if joint payout)

Payout Type: Individual

Premium: $1000000 Qualified

AIS Annuity Innovation Systems

Rates are subject to change without notice. Rate guarantees and income payouts are subject to the financial strength of the issuing carrier. (ref id: 40417.9.16013)

Now I say, "*Mrs. Jones, I have reviewed your income options and based on our last visit, I would recommend (insert proposal from company).*"

https://www.youtube.com/watch?v=ery9Wos2t8g

If you are not using the Annuity *Income Illustrator*, it is a big mistake. Use it to set the stage for the company proposal that has all the info and disclaimers.

Plus the *Illustrator* is easy to use, always up to date and gets the point across showing what the prospect can expect in almost any situation.

The *Illustrator* is NOT pitching product because you have use the **Fact Finder** to discover the needs. This is a powerful tool.

It's the economy stupid!

Economic surveys from consumers, manufacturers, small business, and homebuilders remain positive, though the DJIA fell eight straight days during the second half of March.

Source: Morningstar; Returns through 1/31/17

***U.S. Economy**—Economic surveys of consumers, manufacturers, small business, and homebuilders remain positive. The economy (GDP) is expected to grow **2.00% to 2.5%** in 2017.*

A recent report produced by *Capital Market Consultants* made an interesting point. The overall opinion of the economy is positive and yet when you look at this data from Morningstar, do you see the same thing?

The economy appears to be weakening, stocks are expensive and sentiment does NOT show optimism.

My view of this is much simpler, the economy has enjoyed the "*Trump Bump*" and portfolios have increased, which in one way is god for our industry (caps).

But....at the same time, the FIA has zoomed up, up, up with no ceiling in site?

Why?

The answer is obvious, the Baby Boomers want safety and security. Is it really that simple?

Did you know that the average American household has just $3,000 in retirement assets, while the average household with a retirement account has just $40,000 in retirement assets?

Even when we increase that to account for those near retirement, the average American has just **$12,000**, and the average household with a retirement account has just **$100,000**. Based on any realistic estimate, these numbers are not enough to properly retire. Source: *National Institute on Retirement Security* (www.nirsonline.org)

http://www.nirsonline.org/storage/nirs/documents/2017%20Conference/2017_opinion_nirs_final_web.pdf

IV. AMERICANS SAY NATIONAL LEADERS STILL DON'T UNDERSTAND THE RETIREMENT STRUGGLE, AND THEY REMAIN HIGHLY SUPPORTIVE OF STATE EFFORTS TO ADDRESS THE RETIREMENT CRISIS

Confidence in Washington remains at historic lows. According to Gallup, only nine percent of Americans have confidence in Congress.[43] So it should not be a shock that Americans believe national leaders don't seem to understand and implement solutions to address their struggles to save for retirement.

This research finds that an overwhelming majority of Americans (85 percent) say leaders in Washington don't understand how hard it is to prepare for retirement, which held steady from 87 percent in 2015 (**Figure 21**).

Similarly, 86% say leaders in Washington need to give a higher priority to ensuring Americans have a secure retirement, up slightly from 84% in 2015 (**Figure 22**).

In terms of solutions, 82 percent of Americans say government should make it easier for employers to offer pensions (**Figure 23**).

Figure 21: **85 percent say leaders in Washington just don't understand that it is hard to prepare for retirement.**

To what extend to do you agree or disagree: Leaders in Washington do not understand how hard it is to prepare for retirement.

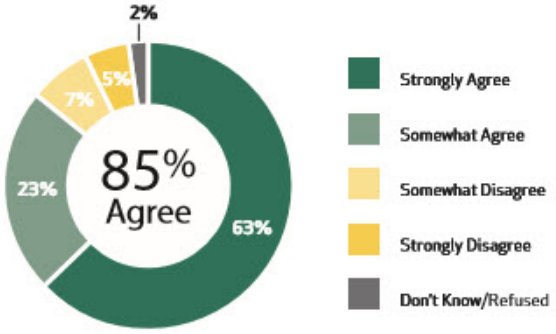


Figure 22: **86 percent of Americans say leaders in Washington need to give retirement a higher priority.**

To what extent do you agree or disagree: Leaders in Washington need to give a higher priority to ensuring more Americans can have a secure retirement.

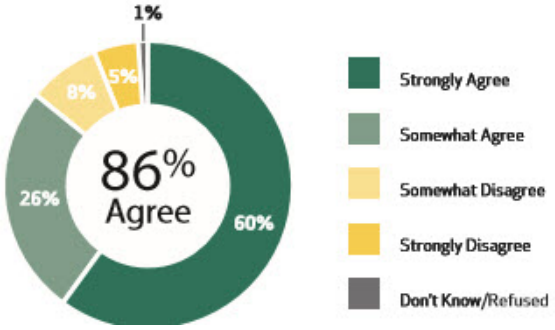
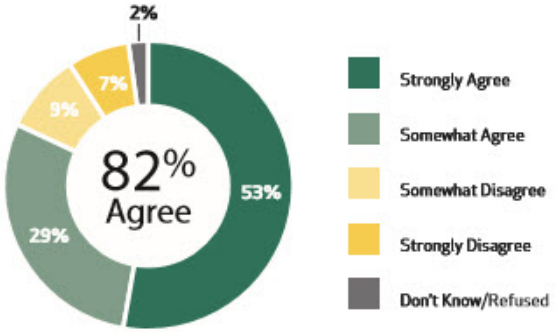


Figure 23: **82 percent of Americans say government should make it easier for employers to offer pensions.**

To what extent do you agree or disagree: The government should make it easier for employers to offer traditional pension plans.



Does this sound like confidence? Why are so many people worried and why is the market so bullish on the national news?

To me it says one thing, loud and clear. The safety and flexibility of our product is going to be the absolute goal of most Americans.

Look at these key points from the report.

1. **Across party lines, Americans are worried about economic insecurity in retirement**. Three-fourths (**76 percent**) of Americans are concerned about economic conditions affecting their ability to achieve a secure retirement. For respondents that identified themselves as Democrats, the level of concern was at 78 percent compared to 76 percent for Republicans.

2. **Americans in overwhelming numbers continue to believe the nation faces a retirement crisis**. Some 88 percent of Americans agree that the nation faces a retirement crisis. The level of concern is high across gender, income, age and party affiliation. Importantly, more than half (55 percent) strongly agree that there is a **crisis.** To ensure a secure retirement, three-fourths of Americans plan to work longer and to spend less in retirement.

3. **Americans regard pensions as a route to economic security in retirement, and see these retirement plans as better than 401(k) accounts**. We find that some 82 percent of Americans have a favorable view of pensions. A full 85 percent say all workers should have access to a pension plan so they can be independent and self-reliant in retirement. More than three-fourths of Americans (77 percent) say the **disappearance of pensions** has made it harder to achieve the American Dream. Some 71 percent of Americans say that pensions do more to help workers achieve a secure retirement as compared to 401(k) plans, and 65 percent say pensions are safer than 401(k) plans.

Think about pensions for a minute, why do companies offer 401(k) and match contributions? What would the answer be?

A: It is cheaper!

The route to economic security is not investments, it is guarantees, to me that is what this report said. ....BB

4. **Americans say national leaders still don't understand their retirement struggle, and they remain highly supportive of state efforts to address the retirement crisis**. An overwhelming majority of Americans (85 percent) say leaders in **Washington do not understand** how hard it is to prepare for retirement, which held steady from 87 percent in 2015. Similarly, 86 percent say leaders in Washington need to give a higher priority to ensuring that Americans have a secure retirement. In terms of solutions, 82 percent of Americans say government should make it easier for employers to offer pensions.

5. **Protecting Social Security remains important to Americans**. Some **76 percent** of Americans say it is a mistake to cut government spending to reduce Social Security benefits for current retirees, up from 73 percent in 2015. When it comes to adjusting benefits for future generations, **73 percent** oppose cutting government spending that reduces Social Security benefits.

6. **Americans strongly support pensions for public sector workers and see these retirement plans as a strong recruitment and retention tool**. Americans strongly support pensions for police officers and firefighters (90 percent), and teachers (81 percent). Some 81 percent say these benefits are deserved because public employees help finance the cost from every paycheck, up from 77 percent in 2015.

So who is benefiting from the jump in the market value of our markets? It certainly is not the average worker, concern and worry are prevalent.

Maybe this survey was prior to the new administration. But look....

Retirement Security 2017: Americans' Views of the Retirement Crisis

http://www.nirsonline.org/storage/nirs/documents/2017%20Conference/2017_opinion_nirs_final_web.pdf

http://www.nirsonline.org/index.php?option=com_content&task=view&id=956&Itemid=48

I am not the only one saying the market does not represent the "real" American investor, have a look: https://www.financial-planning.com/slideshow/10-investing-lessons-of-the-century-so-far?

From our friends on the other side of the table: brokers

https://www.financial-planning.com/partnerinsights/mfs/article/volatility-just-how-much-do-you-want?brief=00000153-6773-d15a-abd7-efff45d10000

Volatility has again become a staple in our regular diet of market news and investment analysis. The key global equity market indices have recovered most, if not all, of their losses after global equity markets declined precipitously in the first quarter of 2016 — by 10 to 15% in many cases.

Volatility is a bit like spice: A little adds much needed flavor to a meal, but too much can be disastrous. Volatility can be a positive thing for active investment management as it leads to the *dispersion* of performance, which in turn creates opportunities for managers to earn differentiated returns. When dispersion is low, there is little that differentiates top-performing active managers from their mediocre counterparts. The value of active management is often questioned in these environments.

On the other hand, volatility eats into returns through the insidious effects of volatility drain. **For an average rate of return, the more volatile the return stream, the lower the compound rate of return you will actually earn** (all else being equal). This is because volatility has an effect on the way investment returns compound over time.

For example, if an investor has a $100,000 portfolio (Portfolio A) that earns a 10% return in two consecutive years, it will have a mean return of 10% per year and a cumulative value of $121,000 after two years. Contrast this with Portfolio B, also funded with $100,000, which earns a return of 30% in the first year and -10% in the second year, for a cumulative value of $117,000 at the end of the two years. While both portfolios post a mean return of 10% per year, the compound rate of return will differ. Portfolio A earns a rate of return of 10% while Portfolio B earns only 8.2%. This difference is known as volatility drain: the negative relative impact volatility has on portfolio returns.

Because of volatility drain, it is important that portfolio managers dampen volatility throughout the market cycle, and that's where active management becomes very important. An active approach requires that a manager pay close attention to portfolio risk measurement and have appropriate policies and procedures in place, along with a risk-aware culture, to actively manage the risk embedded in a portfolio to ensure it is aligned with the investment philosophy and skill of the manager. An active investment approach includes an explicit risk budget, which should be appropriately managed in the ongoing oversight of the portfolio.

In contrast, when you're invested in a passive portfolio, you own the market. You own all segments of the market: the expensive segments; the highly volatile segments; the low-quality segments. An active manager has the discretion to critically examine the market and decide which securities or asset classes are providing adequate compensation for the risk taken on. The manager can then choose not to invest in securities that are expensive or highly volatile. In other words, they can focus on dampening the risk through time by striving to reduce unwanted volatility.

The 2008–2009 global financial crisis taught us just how important risk management is in any investment environment, and that highly improbable events — **"fat tail risk"** —

In case you were wondering what **Fat Tail Risk** is:

http://www.nasdaq.com/article/fat-tail-risk-what-it-means-and-why-you-should-be-aware-of-it-cm537614

can occur fairly frequently. The absence of a strong risk management approach can expose investors to the vagaries of the uncertain and frequently volatile economic and geopolitical world we inhabit. Certainly, something worth pondering.

By Joseph Flaherty, Chief Investment Risk Officer

36242.1

Seriously? Stop the volatility drain? How much more BS can we take?

A recent survey from Fidelity has shed some real insight to the entire concept of retirement.

Q: Approximately how much did the average monthly Social Security benefit pay in 2016?

Correct answer: About **$1,300**

Q: What do you think is the single biggest expense for most people in retirement?

Correct answer: housing, health care and transportation are typically the largest expenses in retirement, but housing by far tops that list for most Americans — for many retirees, housing can make up nearly half of their expenses.

Q: About how much will a couple retiring at age 65 spend on out-of-pocket costs for health care over the course of retirement?

(link is live)

Correct answer: *Fidelity* reported last year that the average 65-year-old couple retiring in 2016 would pay **$260,000** out of pocket for health care expenses over the course of retirement.

Q: Roughly how much do investment professionals say people should save by the time they retire?

Correct response: At least **10 times** the amount of one's last full year's income

If you were offered anything in the financial world to sell, would it be anything except FIA?

RETIREVILLAGE

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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**

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, we get lots and lots of questions! Ask a question and we will do our best to answer.

Q: Bill, I don't understand exactly how to explain the tax issues when an annuity is used for income. What exactly is the exclusion ratio?

A: An immediate annuity (or any type of annuity that is using income for a specific time period) provides a guaranteed monthly income in exchange for a lump sum of money. This type of annuity typically is used to provide a set amount of guaranteed retirement income. An annuity could also provide tax-advantaged income, under the right circumstances. The **exclusion ratio** shows what portion of an annuity payment is tax-free income.

An exclusion ratio only applies to immediate annuities (or annuitized annuity) purchased with after-tax money (IRA will not work). The exclusion ratio is determined from the amount of after-tax money used to buy the annuity. After-tax money could include money from a bank certificate of deposit or the original investment amount in a deferred annuity. If untaxed money such as IRA or 401(k) proceeds are used to buy an immediate annuity, there will be no exclusion ratio, and the annuity payments will be fully taxable.

The exclusion ratio is the percentage of the annuity payment classified

as non-taxable income. The amount of payment excluded is calculated by dividing the after-tax money used to buy the annuity by the life expectancy of the person receiving the annuity payments. For example, a person age 65 has a life expectancy of 20 years, or 240 months, according to the IRS Table V. If an annuity is purchased with $100,000 of after-tax money, then $100,000 divided by 240 means $416.67 of each annuity payment would be non-taxable. If -- for example -- the annuity payment received is $700 per month, the exclusion ratio would be 416.67 divided by 700, producing a ratio of 59.5 percent.

Use this example: A deposit of $50,000 grows to $100,000. It is annuitized for 10 years at $10,000 a year. $5,000 would be a return of the deposit (exclusion ratio) $5,000 would be accumulated interest (taxable)

The actual exclusion ratio for any annuity will be provided by the insurance company that sold the annuity.

The exclusion ratio applies until the after-tax money used to purchase the annuity has been completely accounted for as untaxed income. This means that if the annuitant lives past the calculated life expectancy, the annuity payments will at some point become fully taxable. It will be a significant number of years before the annuity payments become fully taxable, but this factor should be included in any retirement income tax planning.

Q: Bill, I know that even asking this is silly, but my client assures me that there are still benefits to SS if he dies prior to age 70. Is there?

A: **What if I'm delaying my benefit and I die before reaching age 70?**

No worries. You may not be around to enjoy your higher benefit, but if you are the higher earner in a married couple, **your spouse** will enjoy the delayed credits you so generously gave to her or him by delaying your Social Security benefit.

When you die, the survivor benefit to your spouse will be established. If you had already started receiving benefits, the survivor benefit will be the amount of your benefit at the time of death. If this is higher than your spouse's benefit, your **spouse may step up** to the higher benefit.

If you die before starting benefits, the survivor benefit will be the amount you would have received if you were collecting, including delayed credits earned up until that date. If you die before your full retirement age (FRA) and before you start collecting, the survivor benefit will be your primary insurance amount, or the amount you would have received if you had lived to FRA and started collecting at that time.

And...there are still more benefits to you when you die, your death benefit is **$255** to help with final expenses.....what a deal!

From the desk of David Townsend

Annuity Agents Alliance

WEEKLY Carrier Update

April 4th, 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

American General

American General Life Insurance Company are introducing a Second Quarter 2017 Commission Bonus Plan for all paid production of Power Select Builder and Power Select PlusIncome index annuities made during the second quarter of 2017.

Here is a quick overview of the plan, for full details of this opportunity give your advisor consultant a call:

If Power Select Paid Production Exceeded $500,000 in the First Quarter:*
* All second quarter paid production will receive a commission bonus of 1% until aggregate paid production exceeds $2 million.
* After 2017 aggregate paid production exceeds $2 million, the commission bonus will increase to 1.5% for all paid production thereafter until 6/30/17.**

If Power Select Paid Production is Less Than $500,000 at the end of the First Quarter:*
* A 1% commission bonus will be paid once 2017 aggregate paid production exceeds $1 million.
* After 2017 aggregate paid production exceeds $2 million, the commission bonus will increase to 1.5% for all paid production thereafter until 6/30/17.**

Also, Big rate news on the Builder, effective 4/03/17 the 2-Year MLSB spread will be 0%. In addition to the 2-Year MLSB change, there will also be an improvement on the 1-Year MLSB and S&P Par strategies (see below).

S&P Participation	Current	4/3/17
Premiums of $100k+	32%	35%
Premiums under $100k	28%	30%
ML Strategic Balance 1 year PTP Spread		
Premiums of $100k+	1.90%	0.90%
ML Strategic Balance 2 year PTP Spread*		

Premiums of $100k+	0.50%	0%

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.

Guggenheim

Guggenheim has ended their 1% commission bonus on TriVysta production issued from January 1st, 2017 to March 31, 2017 plus an additional .50% on cumulative production of issued premium over $500,000.

Legacy

Legacy LegendMark will discontinue the LegendMark no-bonus/no-income rider FIA's effective April 10, 2017. The LegendMark option with bonus and income rider will continue to be available with no changes at this time. If submitting business without rider and bonus make sure to have cash with applications or 1035 exchange and transfer paperwork in to Legacy home office by Friday April 7th 2017. If you have any questions give First Annuity a call so we can help.

North American

North American has announced several product changes effective Monday, April 10th. Click the links provided below for complete details...

NAC FoundationChoiceSM discontinuation
(fixed index annuity)

NAC CharterA® Plus II Changes
(fixed index annuity)

NAC CharterA® Plus Launches in Hawaii
(fixed index annuity)

North American Guarantee ChoiceSM Changes
(multi-year guarantee annuity)

FOR UT, VA - Income PayA® Plus with LPA Multiplier
(guaranteed lifetime withdrawal benefit rider)

The changes above will apply to applications received in the Home Office on or after
April 10, 2017.

WHAT YOU NEED TO KNOW THIS WEEK

Conference Call | Revolutionary New Lead System Launch

Join our next conference call to learn more about First Annuity's cutting-edge prospecting solutions!

Wednesday, April 6 | 9am Pacific, 10am Mountain, 11am Central, 12pm Eastern
Dial In: (855) 878-4917 | PIN: 482915#

Open Mic

Join this weekly conference call to learn more about industry products, sales tools and techniques, and insights to help you grow your business!
Every Thursday | 9am Pacific, 10am Mountain, 11am Central, 12pm Eastern
Dial: (800) 504-8071 | Code: 2554567#

Annuity Agents Academy

April 20th - 21st | Denver, CO
This 2 day sales training event is designed specifically around where you are right now in your business. Click here to learn more.

ONGOING ANNUITY CARRIER NEWS

American Equity

American Equity now has an MVA option on the Choice Series 6, 8 and 10 which slightly increases the rates.

The great news is that now the par rate on the 10 year is 50% with the MVA option, however, it's not approved in CA, CT, DC, DE, FL, ND, NY, and SD. Click here for more info.

F&G

F&G will be adjusting their payout factors for their Safe Income Plus. Applications need to be in good order and money needs to be in house by 4/12 to hit the last buy date of 4/15. Click here for more info.

Global Atlantic

Global Atlantic extending **1% commission bonus** through April 30th on sales of:

- Choice Income fixed index annuity
- Income 150+ fixed index annuity
- Income 125+ fixed index annuity

- Index Bonus 115 fixed index annuity
- ForeSpending Select fixed index annuity

North American

North American has announced **rate increases** effective March 28, 2017. The increases are on the Performance Choice and NAC Income Choice (Threshold Participation rates only) products.

Also, North American has announced that the Guarantee Choice MYGA will be replaced by the Guarantee Choice II effective April 10. The change will include updated surrender schedules for the state of CA, CT and FL.

The Short List: Articles of interest for the working agent

VAs Outlook: Worse Before it Gets Better

The long-suffering variable annuity market is going to get worse before it gets better, a product expert with Morningstar said last week. From new regulations issued by the Department of Labor to investment restrictions in subaccounts to stingier guarantees, variable [...]

2016's top 10 life insurance providers ranked by NAIC

Insurance and finance industry watchers who follow the annual rankings of top life insurance and annuities providers from the National Association of Insurance Commissioners (NAIC) may find little surprise in the organization's latest numbers for 2016. Once again, Metropolitan Group topped [...]

Parents Are Likely To Pass Down Good And Bad Financial Habits To Their Kids

BALTIMORE, March 28, 2017 /PRNewswire/ — T. Rowe Price's 2017 Parents, Kids & Money Survey, which sampled 1,014 parents of 8 to 14-year-olds nationally and their kids, analyzed parent attitudes and behaviors that were associated with kids' financial habits. The [...]

Why clients reject fee-only plans, even when told they are better

Many commission-based clients reject the idea of fee-only plans, despite the public debate surrounding the Department of Labor's fiduciary rule, according to a J.D. Power study. Almost 60% of investors using commission accounts said they would "probably not" or "definitely [...]

DOL Rule Generates Flood of Comments, Petitions

The Department of Labor is expected to publish a 60-delay of its fiduciary rule in the Federal Register any day now. That will push the looming April 10 "applicability date" to June 9. But many industry analysts say the DOL [...]

Brokers riled by overlapping enforcement penalties from multiple regulators

Enforcement panels at regulatory conferences can sometimes be dull. But complaints about multiple regulatory penalties for the same violation brought the crowd to life last week in San Diego. Click HERE to view the full story via InvestmentNews; registration required

Survey Says: 79% of Americans Shun Advisors

The challenge for financial advisors is how to sell Americans on services they probably don't realize they need. And this is why roughly 79 percent of Americans have never hired an advisor, according to a new study commissioned by the [...]

SEC Halts Fraud Targeting Seniors

FOR IMMEDIATE RELEASE 2017-72 Washington D.C., March 27, 2017— The Securities and Exchange Commission today announced an emergency asset freeze and temporary restraining order against a Chicago-based investment adviser and his financial management company accused of scamming elderly investors out [...]

IRI Releases 2017 Policy Blueprint

The Insured Retirement Institute (IRI) has announced its public policy agenda for the year. The organization's 2017 Retirement Security Blueprint will act as the framework for advocating in favor of regulations aimed at ensuring Americans have access to the resources [...]

Key Trends in Life Insurance and Annuity Markets

Analysts and rating agencies generally view the life insurance industry outlook as relatively stable, characterized by strong balance sheet fundamentals, stable operating performance and modest growth. Senior life insurance company executives are optimistic that Republican control of the White House [...]

NAFA ALERT — NAFA Comment on DOL Proposed 60-Day Delay in Applicability Date of Fiduciary Rule

NAFA ALERT — NAFA Comment on DOL Proposed 60-Day Delay in Applicability Date of Fiduciary Rule WASHINGTON, D.C. (March 15, 2017) — NAFA has submitted a comment letter to the DOL regarding the proposed 60-day delay of the fiduciary rule's [...]

Texas judge denies emergency request to block DOL fiduciary rule

The judge overseeing the lawsuit filed by nine plaintiffs in Texas against the Department of Labor's fiduciary rule denied an emergency request by the

groups to stop the rule from taking effect while they take their case to the U.S. Court of [...]

Wake up, Dave Ramsey: Your math is flawed

Dave Ramsey uses Ramsey math. Ramsey math makes something completely wrong sound completely right. Consider this: On YouTube, under the heading "Dave Ramsey on Social Security," you'll find a nine minute Ramsey rant full of half-truths, no truths, fallacies, and [...]

While We Wait: The Current Fiduciary Rule and Annuities: Interesting Angles on DOL's Fiduciary Rule #41

This is my 41st article about interesting observations concerning the Department of Labor's fiduciary rule and exemptions. These articles also cover the DOL's FAQs interpreting the regulation and exemptions and related developments in the securities laws. As explained in previous [...]

Why a Google search doesn't cut it for financial advice

Most of us subscribe to a 'Google it first' mentality — and investors are no exception. The Internet has disrupted and disintermediated the value chain across many professional services, including financial planning. As do it yourself investing has evolved, the [...]

DOL Nominee Stands Up to Sen. Warren on Fiduciary Rule

Sen. Elizabeth Warren, D-Mass., tried unsuccessfully to get Labor secretary nominee Alexander Acosta to take a position on the department's controversial fiduciary rule today. Warren pointedly asked whether Acosta would defy President Donald J. Trump's Feb. 2 memorandum ordering the DOL [...]

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.

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 *Financialize*, Carl, Darin, Tom and all the crew at *First Annuity*....and many more.

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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.

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