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

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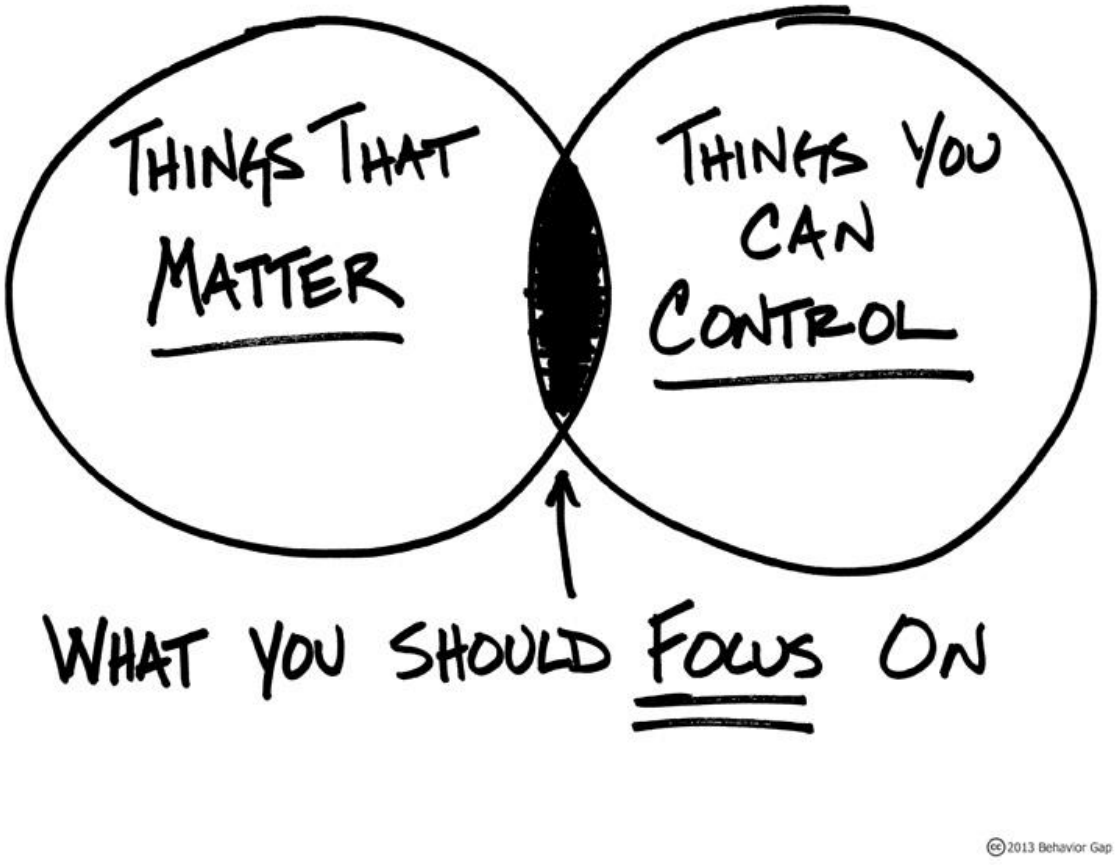
<u>Remember:</u> **FFF** (Fact Finder First), product second.

Our brand can be your brand"



Think of this as marketing options, why would you waste your time on systems that are untried and not proven?

More about leads today.

FYI

FIRMS WITH THE HIGHEST MISCONDUCT RATES

RANK	FIRM	MISCONDUCT RATE
1	Oppenheimer	19.60%
2	First Allied Securities	17.72%
3	Wells Fargo Advisors	15.30%
4	UBS Financial Services	15.14%
5	Cetera	14.39%
6	Securities America	14.30%
7	National Planning	14.03%
8	Raymond James	13.74%
9	Stifel	13.27%
10	Janney Montgomery Scott	13.27%

SOURCE: The Market for Financial Adviser Misconduct, February 2016
NOTE: Data is from May 2015

Recently, a webinar was held to answer **AGENT** questions. This was in addition to a webinar for marketing companies. The webinar is hosted by *The American College*, *Insurance News Net* and *NAIFA*. The link is below. (BTW, YES!)

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

Editorial and Comment: DOL Moves

The Hill **By Tim Devaney**
-
04/21/16 10:29 AM EDT

Congressional Republicans are **racing to block** the Obama administration's so-called fiduciary rule that requires retirement advisers to act in the best interest of their clients.

A Republican-backed measure that would **overturn the fiduciary rule** (link is active) cleared a key House panel Thursday.

The House Education and Workforce Committee **voted 22-14** to pass a motion of disapproval under the Congressional Review Act, which allows

lawmakers to collectively roll back regulations after they have been finalized.

The disapproval measure will now go to the House floor for a final vote next week, according to Majority Leader Kevin McCarthy (R-Calif.). Republicans say the rule would make retirement investment advice more expensive for middle- and low-income Americans. But Democrats contend it would bring transparency to the process and protect retirees from bad advice.

"Wealthy Americans can afford to pay for this level of financial assistance," House Education and Workforce Committee Chairman John Kline (R-Minn.) said at the hearing. "Low- and middle-income families, on the other hand, cannot."

The Senate is also considering a **motion of disapproval** (link active) against the fiduciary rule.

If Republicans can muster enough support to pass the disapproval measures in both chambers of Congress, it's unlikely they will have enough votes on their own to overcome a veto from President Obama.

Comment: I think this is more of a show, obviously the president will Veto the bill. The courts are where this will happen…

I think Jack Marrion is correct, the DOL will be a watered down rule that affects no one except **Elizabeth Warren**, who will use the publicity for reelection. I base my opinion on what happened to Dodd Frank which arose to legislation after the banking crisis of 2008, it was torn to shreds by the courts.

http://thehill.com/blogs/congress-blog/economy-budget/248964-dodd-frank-failure

Court challenge after court challenge has defanged the bill, what is left is a bureaucratic nightmare full of budget restriction oversite and no real direction.

BTW, have you looked at Wall Street lately? Do they seem to be throttled?

How many large Wall Street firms are now banking affiliates?….BB

With the enactment of Dodd-Frank, Americans were promised it would protect taxpayers from future bailouts, create a safer financial system, and raise our economy. Yet, the evidence shows those are **broken promises**.

After a long five years, the impact of the **2,300 page legislation** and 400 new regulations that stem from it is clear; our economy is not in better shape nor is the economy much more stable.

Thanks in large part to the crushing regulatory burden unleashed by Dodd-Frank's regulations, we have seen major consolidation in community banking, and unnecessarily strenuous requirements for midsize and regional banks that pose no real threat to the U.S. financial system but are being treated as if they do. The result is fewer financial institutions serving the needs of our nation's small businesses and families. Overall, thanks to Dodd-Frank, the U.S. capital markets are less competitive than international financial systems, making it expensive for American companies to raise capital and grow jobs.

Dodd-Frank is a failure purely in that it has not created a safer U.S. financial system. The Act was responsible for creation of the Financial Stability Oversight Council, or FSOC, a body charged with identifying risks and emerging threats to financial stability. Despite countless questions over the past five years, financial regulators have yet to articulate why or how these institutions pose a threat to the U.S. economy. Meanwhile, in its 2015 annual report, FSOC failed to identify the **growing national debt as an emerging threat,** despite the fact that the nonpartisan Congressional Budget Office last month described the national debt as a significant risk to the U.S. economy.

This law has not required financial regulators to focus on real risk to the system; rather, Dodd-Frank granted the agencies it created **unfettered power to impose sweeping regulatory changes** and effectively replacing what the Obama Administration called a "shadow banking system" made up of millions of individual market interactions with a "shadow *regulatory* system," a collection of bureaucratic agencies subject to almost none of the checks and balances of government. The unelected bureaucracies of FSOC and the Consumer Financial Protection Bureau

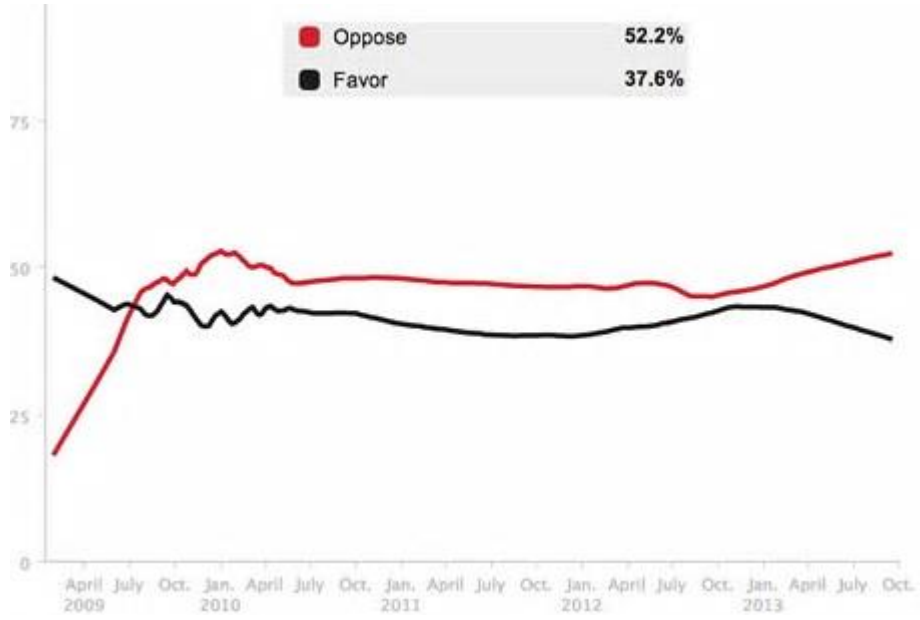
(CFPB), both born of Dodd-Frank, act in direct opposition to the most fundamental American ideals of opportunity and free enterprise.

Dodd-Frank was also billed as the saving grace for the American consumer, but what we've seen is a tightening of credit and loss of consumer choice

BB

http://www.investmentnews.com/article/20160418/FREE/160419917/three-gop-senators-co-sponsor-resolution-to-kill-dol-fiduciary-rule

More :



Affordable Care Act concept to fact 2009-2013

I wrote the piece below a week ago after readying a frightening article about the COMING increase in health care premiums, especially those who are enrolled in the *Affordable Care Act* program. A few days ago, I an opportunity to help a good friend of mine who was experiencing what appeared to be a heart issue.

Over the course of a few days, his symptoms worsened and I finally convinced him to go to the emergency room at our local hospital, Adventist Health.

The staff and physicians were very helpful, immediately getting him seen and running 3 tests plus x-rays. We had been there about 3 hours awaiting doctor recommendations; the decision was finally made to admit him for additional tests and overnight observation.

Next, an admitting nurse came into the room and asked him his insurance carrier? His insurance was under Kaiser Permanente. The nurse then said that we were at an Adventist Hospital and they would need to transport him by ambulance to a Kaiser Hospital (32 miles away). A quick call to Kaiser confirmed it, they would need to treat him at their hospital and would not authorize further treatment from Adventist.

What?

My friend was then transported by ambulance to the other hospital over our requests to just drive there ourselves. It seems that if I drive, they would have additional liability and only a licensed ambulance could transport.

2 hours later, the ambulance arrived and he was moved 32 miles to the Kaiser Hospital. Once there, they admitted him via their emergency room and conducted the exact 3 tests performed at the Adventist Hospital. We were now 8 hours into this adventure. The Kaiser physician didn't completely agree with the Adventist physicians and decided to let him go home and return in 2 days for more tests. He had to wait for 2 days because Kaiser's testing facility was not available until then.

The happy results were negative and my friend is back home, feeling better.

The unhappy results are exactly what is wrong with our health system. Duplicate tests (even though we had hand carried the results form Adventist to Kaiser) duplicate charges, a $5000 ambulance ride that took 2 hours just to arrange, a patient worried about what was going on.

Plus these two issues:

1. A clear battlefield about where hospital charges were incurred, Kaiser insisted on their hospital having control over what and where costs were to be.
2. Fear from Adventist that they would have an assumed liability by insisting on ambulance transfer when I clearly could have had him at the hospital in a fraction of the time, and at no expense.

If you have any real questions about the future of our health care system, I suggest you should! You should be very concerned and very worried. When we think about deficit spending in our country, my guess is medical costs dictated by government and our courts is the culprit behind a big chunk of it.

This is an example of waste, protecting turf and a fear that one organization will have to pay another organization any of their precious money.

Here is the article form last week.

http://www.annuity.com/the-death-spiral-of-the-american-health-insurance-system/

The Death Spiral of the American Health Insurance System

Recently, updates on the actual cost of the *Affordable Care Act* has disclosed severe issues that could cost the American taxpayer billions. The report has gone on to include that actual cost in both Medicare expense and user expenses unexpectedly have increased. What went wrong?

We had predicted that insurance rates would rise based on personal experiences with our own medical re-imbursement from Medicare providers.

See link to the article: *Why Obamacare will destroy the Baby Boomers*.

http://www.retirevillage.com/images/How-Obamcare-will-destroy-the-baby-boomer-generation.pdf

The program is just not sustainable without a severe Medicare financial support system supplied by the American taxpayer. It has been estimated

that over 18,000,000 people have benefited from this program, at the same time, those providing the insurance protection are suffering enormous losses. What is the answer? I truly don't know but if the system continues, one of three things will happen:

1. Premiums will escalate high enough that those with the protection will drop the policy and be back to state aid for health protection
2. The American taxpayer will subsidize the insurance company's losses which will be in the billions of dollars.
3. The medical professionals who provide the services will cease.

The Hill, a news service that follows both current and ongoing news examines the current affect ObamaCare is having on those providing the services.

Here is the entire article: **http://thehill.com/policy/healthcare/276366-insurers-warn-losses-from-obamacare-are-unsustainable**

UnitedHealth Care estimated on 4-19, their estimated losses could reach $680 million this year due to morbidity experience because of the lack of younger people joining the group.

All across the health insurance spectrum, health insurance companies are amplifying their warnings about the financial sustainability of the ObamaCare marketplaces as they seek approval for premium increases next year.

Insurers say they are losing money on their ObamaCare plans at a rapid rate, and some have begun to talk about dropping out of the marketplaces altogether.

While analysts expect the market to stabilize once premiums rise and more young, healthy people sign up, some observers have not ruled out the possibility of a collapse of the market, known in insurance parlance as a **"death spiral."**

Insurers have been pounding the drum about problems with ObamaCare pricing.

The Blue Cross Blue Shield Association released a widely publicized report last month that said new enrollees under ObamaCare had 22% higher medical costs than people who received coverage from employers.

What does the future hold for the Affordable Care Act? Obviously congress is going to have to step forward and inject money into the problem, in not doing so, millions will be faced with unaffordable premium increases.

It is important to fully understand what the future holds for *Affordable Care Act* members. One thing is for sure, the current scenario will not be what the future holds, change in inevitable. Most experts agree, the plan will change and thee actual cost will be passed to the end user, or the taxpayer. Either way, the failure of the *Affordable Care Act* is reality.

Sales and Marketing

Questions this week regarding leads. BTW…**Thanks for the questions**, they help all of us!

Q: I have a prospect that wants to buy and yet continually tells me he is waiting until he gets back his original investment. I talk to him every week or so, it has been a month what do you think I should do? He is still friendly and insists he will buy the annuity.

A: I would have put him in the Retire Village database and forgot about him, *fence sitters* are often difficult to work with. That being said, it might be important for you to know why he won't commit. Almost 100%5 of the time, when you dig deep, you will discover it is ***"sunk fund fallacy."*** It isn't you, it is him, he has the misconception that if he waits long enough, he can regain his money.

SCF

SCF? What is that and how does it pertain to us as annuity salespeople? SCF stands for Sunk Cost Fallacy, in other words, people continue to throw good money after bad. Why? Because of the simple fact that they cannot face the logic that they have made a mistake.

Does that sound familiar? Do you have *fence sitters* who won't move to an annuity simply because they think their bad decisions will be suddenly reversed?

The economic and psychological term known as "sunk-cost fallacy" is a bias that leads someone to make a decision based solely on a previous financial investment.

So who is more likely to commit or avoid the sunk-cost fallacy and why? Generally it is those who can stand to lose money in the first place. People

with bias or limited investment advice who believe their decision MAY be better if only they could keep it going with more money.

Or…

The reverse, those who fear the loss of their money by keeping it in low interest accounts and are frozen from making a common sense decision.

You might be surprised to learn that many of your daily decisions can be attached to this syndrome, such as bad movie. How many times have you paid for a movie only 10 minutes into it realized that it was awful? Did you leave or did you stay? If you stayed then you have experienced SCF. Now consider investing, how many times have you held onto an investment only to realize that it was a bad decision?

Smart people recognize the error and move on. So…how does one not have SCF? It all depends on your point of view, it depends if you are a forward thinking person or a backwards thinking person.

We can think of sunk cost as focusing on the past cost rather than the future utility. You are concerned with what you "paid" for something rather than what you will get out of it in the future. Sunk costs fallacies are ***backward looking decisions.***

In dealing with our prospects about making an annuity decision, I have found that almost all *fence sitters* I have encountered are backwards thinking people. They will eagerly share with you why they made the decision and how at the time it made sense.

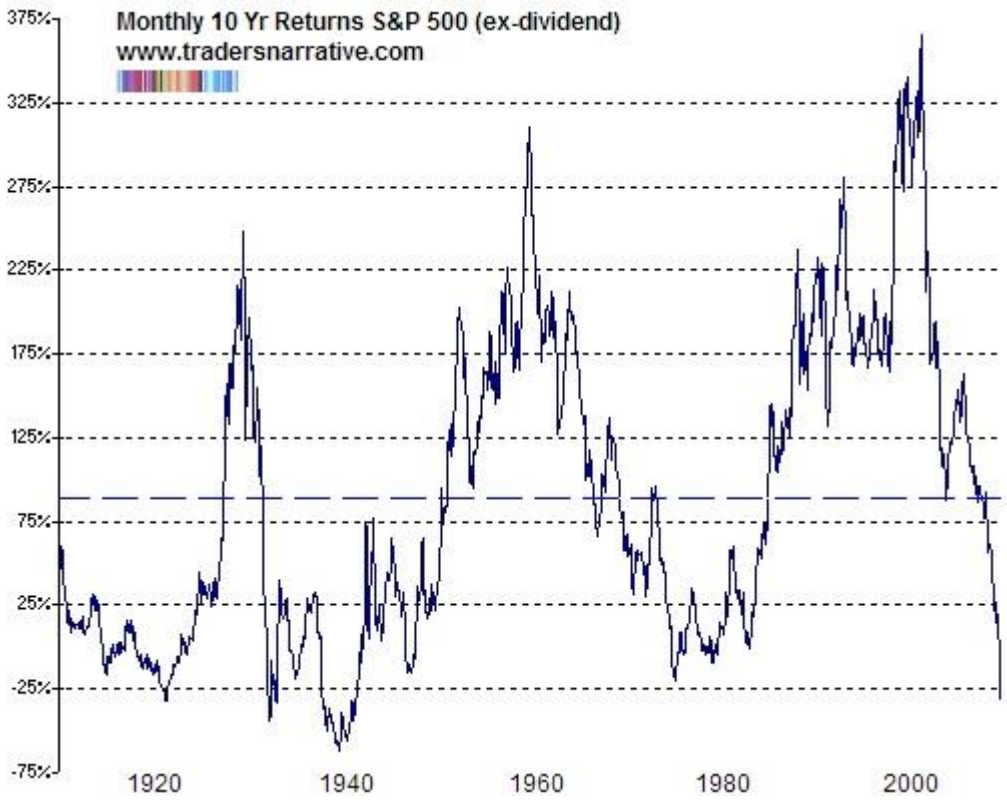
When I deal with this level of prospect, I say this:

"Mrs. Jones, if you could go back to the day you made that decision, would you do it again?"

You might think the obvious answer is **NO**, but that is not correct. The answer is always with a laugh and (defensive) explanation, that is because they are not dealing with reality about their **SCF.**

"Mrs. Jones, please do not shoot the messenger, but you need to sell (asset, CD) accept the decision, derive any tax benefit and move on."

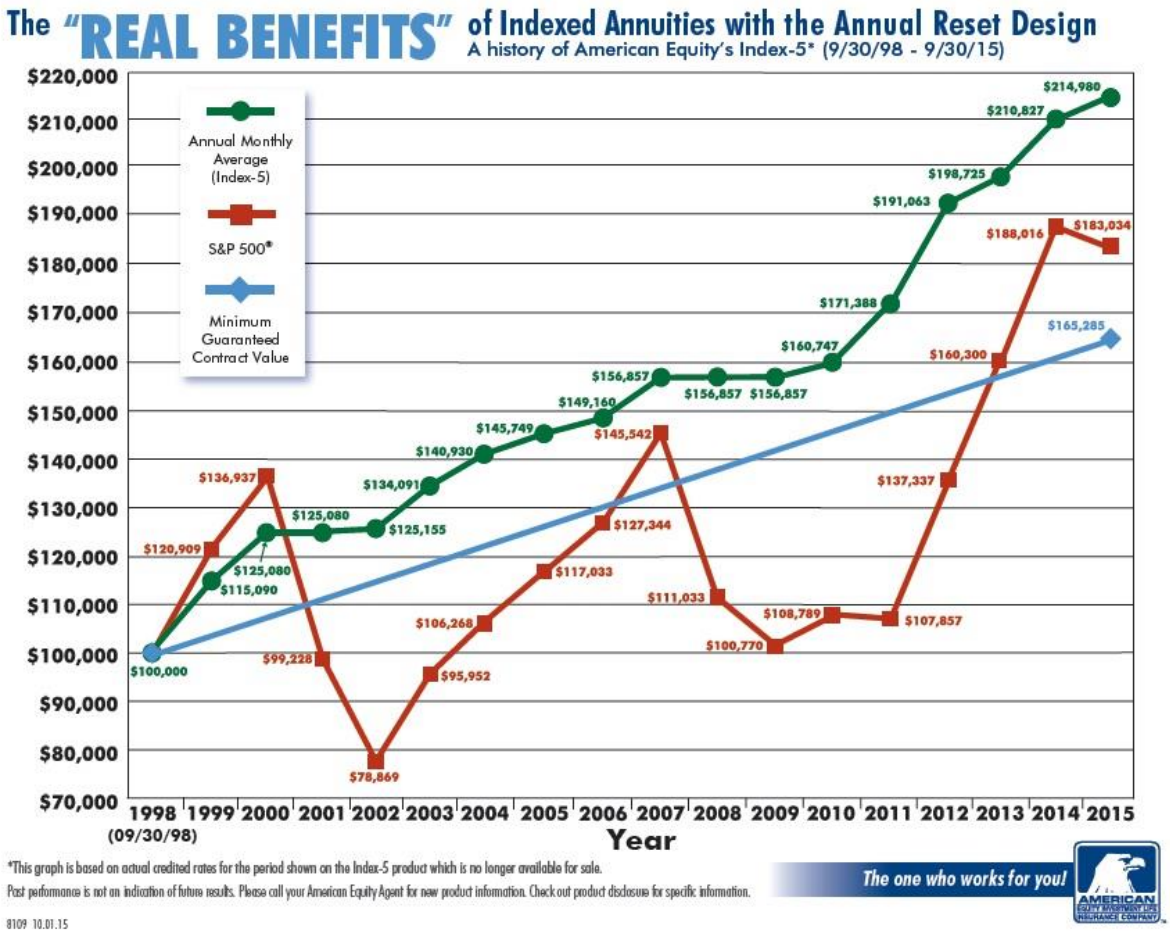
Her answer will tell you her level of reality. If she hesitates, show her this chart.



"Mrs. Jones, this is a chart showing the S&P 500 stock index performance over since 1900, do you see the volatility? How long do you think people in 1929 had to wait before they regained their SCF? How about any of these dates? Instead of looking at the past, consider the future."

Let me show you what I mean. If you could move your money to an account that NEVER would cause you stress from **SCF**, would you be interested.

Here I show her the AE chart.



It has been my experience that this is the only way to move a fence sitter along, be direct, be decisive and do not worry about being friends, deliver the message.

More:

Q: Bill:

I met a gentleman today who shared information of what he did to compensate for the $400 he would be short when his wife passed since he would not have her SS to use for expenses. She had

cancer and knew she was dying. He put $50 a month for 4 years into a ***reversionary annuity*** (which I have never heard of) and when she passed he received the $50 times the 4 years time period he had put in. This filled the gap of needed income. Have you ever been exposed to this product?

Carolyn

A: I have looked for additional information from the internet, does anyone have any actual experience with this product?
If you do, please reach out to me so I can get a better answer.

When is it best used, what is it designed for, what company? Anything will help. My calls to companies has led to not much…BB

Hello Partners,

United Airlines, Detroit Municipal, and now…

Pensions are not necessarily safe. Great handout for you clients when they are considering the option of lump sum payments or life payouts.

Article Shared by **Kevin Bard**, Safe Money Radio Host:

https://www.washingtonpost.com/news/get-there/wp/2016/04/20/one-of-the-nations-largest-pension-funds-could-soon-cut-benefits-for-retirees/

Here are some question you can have your clients ask their pension custodian:

1. **Is my pension insured? For how much? By who?:** Check ratings of insurance company backing up pension.

2. **Is my pension fully funded?:** Most pensions are backed by future contributions and/or return on investment.

3. **Are my pension funds held separate?:** Does the pension survive if the employer goes out of business? Can the company access pension funds if they become insolvent?

4. **What is the long term stability of my employer and their industry?** You probably wouldn't want to be depending on a pension from an employer in a maturing industry unless the questions above have positive answers.

Thanks for the biz,

Anthony R. Owen

This article was on Open MIC a week ago, might be worth re-reading…BB

The Case for Private Pensions

By Bill Broich

David March had worked for a trucking company in Ohio for 33 years. He and his will Sarah had saved and planned for their retirement, being a member of the blue color labor force has meant Dave and Sarah were planning on his company retirement plan. His company had put in place a benefit to add to Dave's other assets to entice Dave to commit his working career to their company. The company is not huge, it is about 150 employees based in the Midwest, they focus on personalized deliver of large (20,000 pound) die casts. Dave and Sarah had calculated that they could retire at age 66, which is exactly what they did. Dave's retirement in 2014 would include the retirement pension of $2,050 a month for as long as either of them lived.

Then this happened: *Multiemployer Pension Reform Act*. Dave's pension benefit was cut from $2,050 a month to $1,150.

Dave's company had decided to outsource the management of the pension plan to an administrator who handled many other trucking companies, *Central States Pension Fund*. Each year, the trucking company would make the needed pension deposits to the administrator and fund manager,

life seemed to be ok. Then several things happened, the financial meltdown of 2007, the redirecting of actuarial tables and the failure of the fund manager and the administrator to calculate how much money was going to be needed to meet retiree obligations.

Many companies are in the same situation, many plan administrators and money managers have failed to perform as estimated. Fortunately for workers, we have the *Pension Benefit Guaranty Corporation* (http://www.pbgc.gov which allows underfunded pensions to be turned over the federal government (through PBGC) to make the workers whole. This guarantee is like an umbrella over the pension obligation which makes sure the retirees never get wet. It is a system that has worked for many years, when the PBGC was in need of more money to cover pension obligation, congress was there with our checkbook.

The problem with PBGC is simple math, congress over the years has failed to address pension obligations promised by employers to employees. Literally 1000s of corporate pensions remain poorly of underfunded. Instead of addressing the problem, congress has allowed a back door hatch for many pension funds to relieve their overall obligations.

The bill at the center of the controversy, the *Multiemployer Pension Reform Act*, was largely intended to protect the *Pension Benefits Guaranty Corporation*, which was at risk of being pushed into insolvency by large numbers of pension failures. In other words, let's just screw over the retirees instead of appropriating enough money or regulations to fix the problem.

The bill allowed trustees of multi-employer retirement plans to slash benefits if a pension fund's failure was likely to overwhelm the underfunded *PBGC*, the federal government's main insurance program for pension plans.

In essence the bill does this: any pension which may overpower the ability of the *PBGC* to meet obligations can simply chance the amount of the obligation. In other words, workers who were retired have had their pension benefit cut, in some cases drastically. Dave's company was part of the *Central States Pension Fund*, a fund that was too big to fail due to the simple issue that the PBGC would not be able to meet the obligations.

Thousands of retirees have been affected by this bill, the funny thing about it is this, it was a short amendment added to a greater end of year spending

bill and was simply lost in the overall 2000 pages. Members of congress were given little time to read the Omnibus Bill before voting was called, many congressmen and women, have after the fact now stated they would never have voted for it had they known.

- How much trust do you place in your pension fund?
- Is your fund fully funded?
- Have you ever examined your pension funds' assets?

These are questions that every worker should be asking. To leave everything to trust simply does not work anymore.

One alternative is to remove the fund management from the pension fund administrator and money manager. Unless you are absolutely confident, an alternative might be a possibility. Many pension funds allow you to remove the lump sum of their obligation and move it to a private pension plan. By using annuities with an income rider attached to it might be a good choice. You would have removed the obligation from the pension to an insurance company who does nothing but manage future payment obligations. At the same time your account would fall under a completely different guarantee system, the state guarantee fund.

Being aware of your personal situation and carefully weighing your choices might make a world of difference in your retirement years.

Like all things, use common sense. Many pensions are very solid and fully funded (Boeing). Do NOT use this a a scare tactic, instead use this iformation as an opportunity to examines your prospects situation deeper while conducting a complete fact finder.

Remember: **FFF** (Fact Finder First), product second.

Big Truck Brothers

Hello Partners,

Our team is continuing to kill it with Financialize scrubbed leads. We are also having some great reports from "auction leads".

Dave Cornish, our partner in Chicago just finished up a **$2 MILLION sale from a Financialize lead**. **$2,000,000 SALE!**

Chad just wrote his second policy of the year (two apps) from Financialize for $900K and now has a total of **$1.2 MILLION on the books** for that lead system (See stats below. Notice that Chad has more appointments than leads. That is because of blead over from last year).

Leads: 16
Appointments: 20 (higher than leads because of bleed over from last year)
Sits: 15
Apps: 3 (2 clients)
Sold: **$1,225,280.31**

If you are not signed up for Financialize leads you are missing the boat! Just like all leads they do not pay off in small numbers. **Only sustained marketing yields consistent returns**. Anything less is just a roll of the dice.

Kevin Dufficy and Allison Skinner have been our marketing partners for 5 years. Their spectacular lead system is available to you!

https://www.financialize.com/#Home

If you click on the link, you can find other agents who sing their praises

https://www.financialize.com/#review

Lead **Programs**

Ok, so we generate great leads. The question now is how do you buy them? We've designed Financialize to give you **several options,** as well as **complete control** over the process.

Phone Qualified Leads

Top producers use this program to lock-up the best leads before they reach the auction. We tailor the program to your county(s), using top sources like Google to find prospects ready to meet with you.

Auction Leads

Use the Auction Program to cast a wider net, with no risk or credit card required. You'll access leads at lower prices and will be able to preview leads before ever making a bid.

Scrubbed Leads

These are our top-of-the-line phone qualified leads. We ask rigorous questions to qualify the prospect for you, and do our best to set up you up for a follow-up call or appointment. Here is how it works:

1. Sign-up for the Program (takes about 3 minutes!).
2. Choose your Territory .
3. Set your Monthly Budget (we work with you to help you succeed, whatever your budget!).
4. Receive real-time notification when each exclusive lead has been assigned to you.
5. Get the notes from our call with the prospect and you should be well on your way to closing the sale!

PRICE: $250 per lead

FAQs

Still have questions? We've been doing this for years, so we're guessing that the following are questions that you might be thinking about.

What results should I expect?

On average, advisors set 50% to 70% of our leads to appointment. Individual results will of course vary, but if you aren't closing at least 10% of your leads to sale, something is wrong.

How many leads are available in my territory?

This depends on which program(s) you choose (Scrubbed Leads gets the most leads), how large your territory is, and what your monthly budget is for leads. Our system is able to increase and decrease lead flow in specific areas on demand, so unless you cover a very small, rural area we should be able to get you leads.

Should I buy Scrubbed Leads or Auction Leads?

You should sign up for both. Scrubbed Leads will delivery you our best, cherry-picked leads, while the Auction Program helps you cast a wider net and pick & choose from the remaining leads at your convenience.

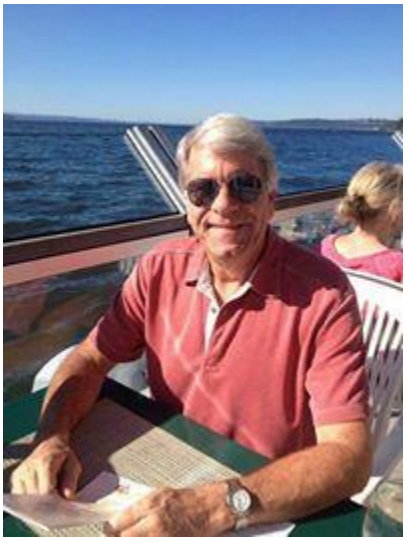
Are there any pre-payments or minimum requirements?

No. There are no set-up fees, no monthly minimums and no pre-payments. You are free to come and go as you like.

Get Started Here:

https://www.financialize.com/#get-start

Product Information:



Annuity.com

David Townsend

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Email Me

View Website

Position Whole Life More Effectively with Words that Work

Believe it or not, whole life insurance accounted for a full 35% of all individual life insurance sales during the first quarter of 2014 - a 5% increase over the same period in 2013. As the appetite for whole life insurance continues to grow in the marketplace, the opportunity this permanent product solution presents is enormous. Read more.

New Ideas for Strengthening Client Relationships

Are you looking for fresh ideas to grow your business? Then check out the new life insurance advisors section of prudential.com. The site is built around three core segments: Solutions for Your Clients, Managing Your Practice and The Strength of Prudential. You'll find videos, articles, infographics, calculators and other tools to help you grow your business. Learn more.

Good Things Come to Those Who Wait. Including Your Clients.

Your clients need your professional guidance when it comes to making informed decisions about when to begin receiving Social Security, starting with how Social Security works. Perhaps they're also looking at options for delaying their Social Security benefits. Life insurance, in addition to providing a death benefit for the people they love, can also help your clients to supplement their retirement incomes. Life insurance may also be able to provide options should they become chronically or terminally ill. Prudential's Social Security eKit packages the resources you need to start actionable client conversations. Get the Social Security eKit Now.

Sales Idea Resource Library

Protective's new sales tool is up and running at www.sellwhatmatters.com. Built for you, there are more than 20 materials available at your convenience to customize and share at the click of a button—for FREE.

Maximize Growth and Reduce Volatility Risk

For clients looking to maximize growth while they are accumulating assets and then to reduce their exposure to market risk when they begin taking retirement income, consider this diversification strategy. Talk to your clients about the advantages of adding Lincoln life insurance to their retirement portfolio.

Dual Executive Benefit Sales Starter

Do you know a business owner looking for a cost-effective way to provide a tangible benefit to recruit, retain and reward a key executive? If your business owner wants to control the executive benefit while avoiding the cost and complexity of a traditional deferred compensation arrangement, this 4 step sales idea may help. Read more.

Annuity.com
David Townsend

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Email Me

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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 UPDATES

Allianz

Effective May 3rd, 2016, Allianz Life will be making several changes to one of its most popular annuities the Allianz 365i. Effective May 3rd, these changes include a market value adjustment and ownership change rules. Please click here for a list of all changes and state variations.

Guggenheim

Effective May 1st, 2016, Guggenheim Life and Annuity will be changing rates on its top telling TriVysta annuity effective May 1st, 2016. The rates will change on both the CROCI Sectors II and MS Diversified Select Index strategies. Please click here for additional details.

ONGOING ANNUITY CARRIER NEWS

Forethought

Forethought's Elite Agent Program eligibility and thresholds have changed. Here is the new bonus table structure. There will be a "grandfathering" process for agents already in the qualification ranks.

Bonus Table

Old Scale: 4/30/16 and before	Scale Effective 5/01/16	
Paid Premium	**Paid Premium**	**Bonus**
$750K-$1mm	$1.0mm-$1.5mm	50bps
$1mm-$2mm	$1.5mm-$2.5mm	100bps
$2mm-$3mm	$2.5mm-$3.5mm	150bps
$3mm+	$3.5mm+	200bps

Guggenheim

1% Commission Bonus on TriVysta business issued from 4/4/2016 to 6/30/2016. Maximum case size is $1,000,000. Click here to download the new production bonus information.

Phoenix

Phoenix is increasing suitability and will now require the completion of a pre-issue telephone survey for any proposed owner age 80 and above.

The Short List: Articles of interest for the working agent

I took all the **DOL** articles out of the **Short List** this week…just way too much….BB

If you have time, read this article and understand how PTE 84-24 works….BTW, please share with me, it is still unclear.

Understanding PTE 84-24 and Potential Changes Under the DOL Proposed Rule

NAFA's Government Relations Committee (GRC) worked diligently to develop a document summarizing Prohibited Transaction Exemption (PTE) 84-24 and its current application. Given that the Department of Labor's proposed fiduciary duty rule would amend and partially revoke PTE 84-24, it's critical […]

The Tax Advantages Of Life Insurance And Annuities

Income tax returns need to be postmarked by Monday, April 18, unless advisors file for an extension. This year's tax tips come courtesy of Prudential, whose website contains pages of tax-related strategies. Material relevant to life insurance and annuities has [...]

Financial Literacy Advocate Launches "Saving is Sexy" Campaign

CHICAGO, IL (PRWEB) APRIL 19, 2016 Financial literacy advocate Alice Wood, president, The Wealth Watchers Foundation, and former estate-planning attorney is on a mission to teach new generations of young women the importance of personal finance and how to achieve [...]

Robo-advisors: The coming wave in the financial industry

NASHVILLE — Never turn your back on the ocean, even metaphorically. At the NAPA 401(k) Summit this week, advisors are here to see what's brewing in the choppy financial industry seas. One wave to watch is that of the robo-advisor trend. Robo-advising is [...]

Ameritas Life Closes on Acquisitions of Security Life and Health Companies

LINCOLN, Neb. – Ameritas Life Insurance Corp. has closed on its acquisition of the Security Life and Security Health Insurance Cos. of America. The insurer plans to "maintain the Security Life small group focus while introducing Ameritas' vast dental, vision, [...]

The 10 largest annuities markets for 2016

How many annuity buyers are there in your city this year? Historical, aggregated data has generated big numbers on the billions in annuity sales nationwide as well as sales by carrier and product. It's relatively simple to determine the number of [...]

Harnessing Women's Strengths As Financial Professionals

As a young woman starting out as a financial advisor in Northwest Georgia more than 20 years ago, I faced my fair share of challenges. I began my career in a very small town bereft of many professional women, let [...]

A.M. Best Affirms Ratings of American Equity Investment Life Holding Company and Its Subsidiaries

Oldwick – A.M. Best has affirmed the financial strength rating of A- (Excellent) and the issuer credit ratings (ICR) of "a-" of American Equity Investment Life Insurance Company (AEILIC) and its subsidiaries, American Equity Investment Life Insurance Company of New [...]

What is 'reasonable' cost under DOL's fiduciary rule? Well, it depends

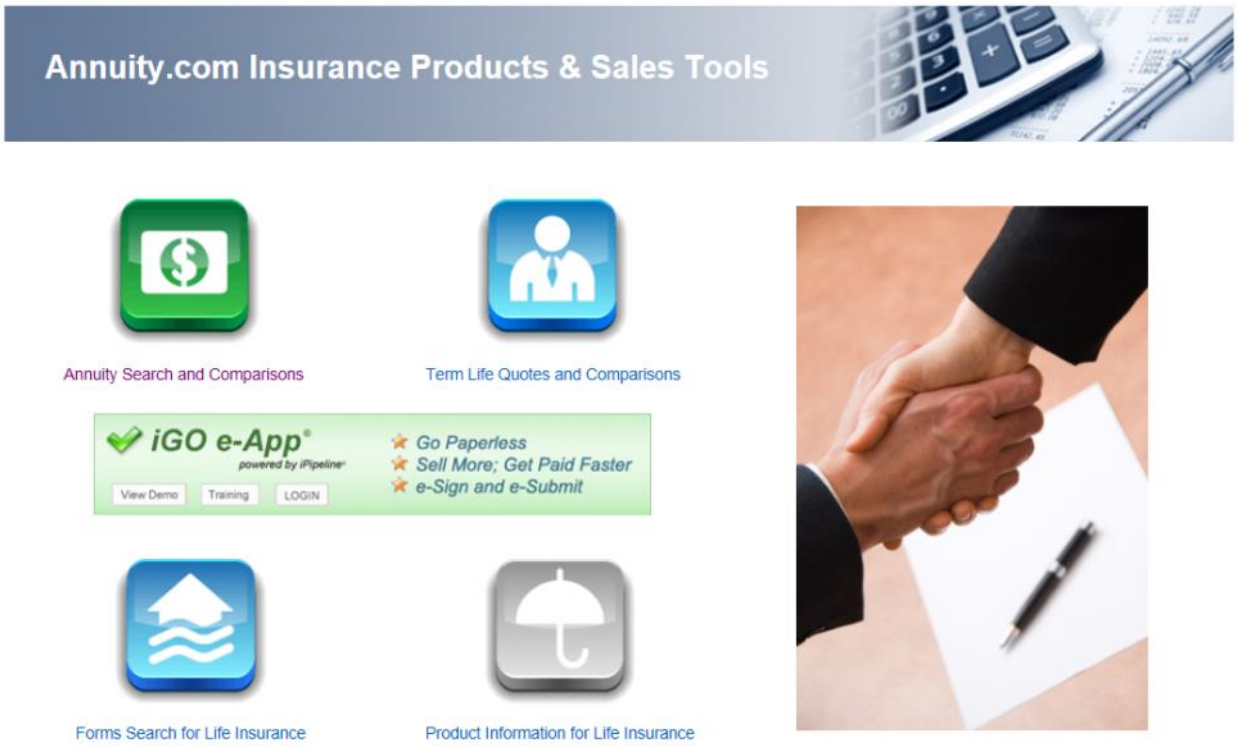
Inherent to acting in a client's best interest is ensuring costs are reasonable, an ERISA concept brokers need to understand What is "reasonable" compensation? It's a question brokers may not have considered prior to the Labor Department's recent push [...]

Hall of Fame – Fall of Shame

You know how the movie "The Hangover" revolves around a tiger that turned out to be Mike Tyson's pet? Well, in real life the former heavyweight champion didn't have a pet tiger. He had three. The rare, white Bengal [...]

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.



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Did you know that since 2000, Boise State is 97-6 at home? In the past 10 years, Boise State is the winningest football team in division 1. 124 wins.

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