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

Open MIC is open for anyone.

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

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CALL OR EMAIL

ANTHONY OWEN

888-74AGENT (24368)

tony@annuityagentsalliance.com

OR VISIT OUR WEBSITE

Annuity | Agent's Alliance
Real Help From Real Agents.

Leads, lead management, product support, selling support, marketing support:

We are agents too!

Recently an agent in our crew bought a lead from Financialize that no one wanted. He paid $11. The lead was for a male age 85 who indicated his investment money was $25,000 (box checked).

What he wanted was help for a daughter who had bought a variable annuity 4 years ago.

Dad suspected it was full of fees and agreed to meet with the agent. The VA had an account value of $400,000, daughter is 57. Annual fees were 3.7%.

The next time you turn up your nose for someone who checks a small amount, remember this story.

The box regarding investment amount on the lead is meaningless, it is only there to entice the lead to interact.

I will keep you informed of how this sale moves along.

The **Garbage** article below was inspired by what we found in the variable annuity the daughter owned...BB

Throw the garbage in the garbage.

I want to be direct: I do not care for variable annuities.

Want me to show you what I mean?

Over the years, we have discussed VA and the fees and expenses they charge, I will review that with you BUT I will also pull the screen back even further and show you the down and dirty tricks they pull to squeeze every possible dollar from the annuity for themselves.

Once you fully grasp what I am going to share with you, I think you will agree that they are garbage.

Let's start with two basic points.

- Variable annuities are securities.
- Fixed annuities are insurance products.

What is the basic difference between the two?

IMPORTANT: The money in variable annuity is not at the variable annuity company, it is invested in investment accounts. No money is at the VA firm.

Fixed annuities are different, all funds are on deposit with the insurance company.

This sets up two basic differences in how revenue is generated. If you are a variable annuity company and have no money to invest in your own portfolio, how do you generate revenue? You charge fees. The fees and expenses are based on the overall account value of the invested assets. (more later).

If you are a fixed annuity company, the funds for the annuity deposit is invested in the general investment fund of the insurance company. This means the insurance company (for the benefits the annuity provides) gets to hold your money. The margin of what it earns and what is pays is how it generates revenue. Fixed annuities do not charge fees. (more later)

Let me start with a review of fees and expenses associated with Variable Annuities.

Here is the link from the SEC:
https://www.sec.gov/reportspubs/investor-publications/investorpubsvaranntyhtm.html

Variable Annuity Fee Quick Reference Guide.

Variable annuity contracts are generally more expensive than mutual funds. The richer the guarantees carried by a contract, the higher the corresponding costs will be. Fees are charged on account value.

Deferred variable annuity contracts will generally charge:

An administrative fee *(typically from 0.10 to 0.25%)*. This fee covers reporting, generating reports, online security and account access. Administrative fees may be waived for accounts with initial balances of more than $1 million.

Mortality and expense fees *(typically ranging from 1.0% - 1.5%)*. These fees are used to provide insurance death benefits if the contract holder passes away and to compensate the insurance company for risks associated with holding the contract.

Mortality and expense fees will vary based on how much the insurance company has promised to pay at the death of the owner. Simple death benefit options, such as promising to return the current account balance to the contract owner at death, will have lower mortality and expense charges (0.5 – 1.0%) than those promising more sophisticated death benefits (such as a multiple of the contract premium), or elaborate calculations taking into consideration the highest contract value on specific contract anniversary dates (1.0% - 2.0%).

Fees for any additional optional benefits. These benefits, such as guaranteed minimum returns or sustainable lifetime withdrawals, will add to the cost of a contract. While additional features vary widely by insurer, they can generally be pooled into "income" related features, "death" related features or "access" related features.

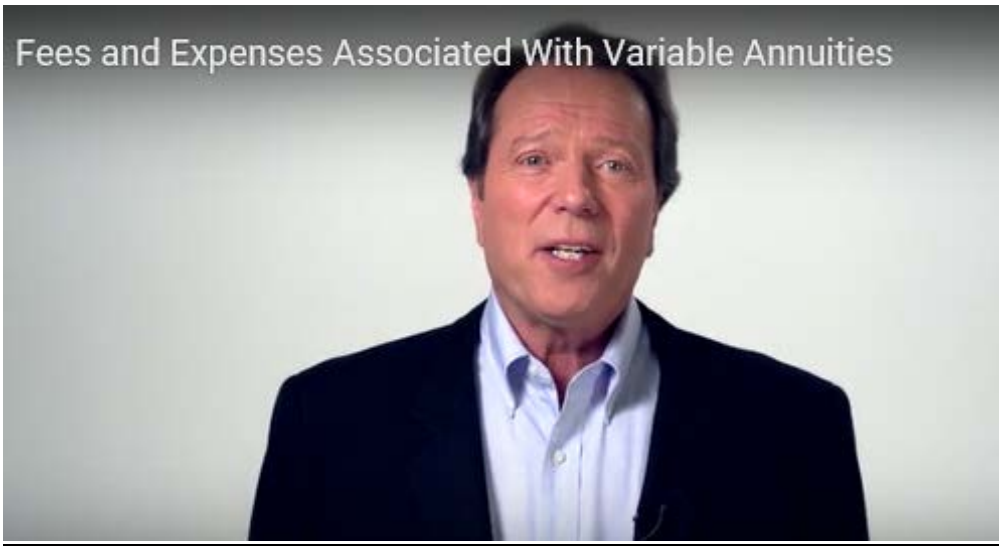
Income features guarantee that a cash flow stream from the contract will continue uninterrupted regardless of market fluctuation. Income features vary dramatically by insurance companies but generally range in annual cost between 0.5 – 1.5%. Consumers who do not currently need withdrawals from the annuity contract should consider their options carefully before purchasing this type of benefit.

Death features are generally wrapped into the mortality and expense charges of a contract. The simplest death benefit is a return of the initial premium paid to the insurance company. More complicated features promise an elevated death benefit of some sort. Death provisions can be complicated and are often not needed by consumers using annuities as an investment and retirement tool.

Access features, such as being able to withdraw account dollars free of any early withdrawal penalty in the event of a terminal illness, disability or long-term care need, are common in today's annuity contracts. Access features may be standard in some contracts but may carry additional cost in others.

In addition to these fees, variable contracts will also charge direct or indirect asset management fees. All totaled, a deferred variable annuity will typically range in cost between **1.75%** annually, for a contract with few bells and whistles, to over **3.25%** annually, for a contract with income and death benefit guarantees. Understand the exact purpose of each fee and compare fees across insurance companies before you purchase a variable annuity.

Here is a video about fees and expenses in variable annuities:



https://www.youtube.com/watch?v=unuwdbieZ5Q

Ok, so now we know about fees, right? Let's pull back the curtain and see what else we can find.

Here is a secret about variable annuities and how they calculate income using the "lifetime income benefit rider".

Here is an example from a recent case. The client had bought a variable annuity with a LIBR. The crediting rate for the income side was 6%.

WOW, how can they do it?

Looking deeper, here is what we found in 2 parts.

1. The fee for the LIBR (single life) is 1.1%, but the company reserves the right to increase it up to 2.20%. For 2 lives the LIBR is 1.35% but can be increase to 2.7%.

The initial fee rate is 1.10% Single Life; 1.35% Joint Life, and is guaranteed for one year. After one year, the fee rate will be adjusted quarterly based on a predetermined, non-discretionary formula. Minimum fee rate is 0.60%. Maximum fee rate for the life of the contract is 2.20% Single Life; 2.70% Joint Life.

2. The contract requires that 10% of the initial deposit be kept in a fixed account. (account pays 1% and yet annual fee for the benefit is 1.1%)

Investment requirements apply, including a 10% allocation of the initial and additional purchase payments to the Secure Value Account (SVA), a fixed account with a one-year term.

So, my deposit requires 10% to be in fixed for 1 year term. Ok then can I reallocate it back to investments. **NO!** Not only can I not do that but I am also forced to do a reverse *Dollar Cost Average*. (DCA) Beginning at age 55, I must reallocate 10% of my account value investments to fixed annually. Why? Why do I have to earn 1% and pay 1.1%? (plus admin fee)

Why?

Now when I am age 59 ½ and am eligible to remove funds without penalty, where do you think my investments will be?

In the fixed side!

Why?

Because of the first thing I taught you, the money is not at the variable annuity company, it is invested in separate accounts. Who is responsible for providing the income? Who is assuming (more on this later) the risk to provide the income?

The variable annuity company!

What would happen if the annuitant wanted to access the LIBR and the account was less than expected due to investment losses? Who still must pay?

Yes, the variable annuity company. But where is the money? It is in the investment side. So, the VA company in order to protect themselves from losses due to income requirements (in addition to the fees) has required the investments be returned to a fixed account to guarantee less shrinkage.

The company has it both ways, they get the fees and they limit their liability by limiting exposure.

But wait....There is MORE!

Remember the 6% guarantee growth if the income side? The only source of revenue to the VA company is fees. How can they guarantee 6%? How can they incur such exposure?

When it comes time to take income and the annuitant decides to access the LIBR, the company THEN takes the money back into their own general investment account.

Now they look at the time value of money and how much it will cost them to provide the LIBR. They look at US Treasuries yields, they look at their own returns on their fund and they make a determination.

Here is what the VA company knows:

- They know the age of the annuitant
- They know the life expectancy
- They know the gender
- They know the amount available from the annuity.

Let's digress a little back to the sales literature offered the client by the VA company. The one where illustrations (examples and guesses) are made.

Look at retirement priority:

Today's priorities for retirement

Retirement today involves new challenges—living longer, losing ground to rising prices over time, and relying more on personal investments in an up-and-down stock market. Make these new priorities part of your planning now and you'll be one step closer to a more comfortable retirement.

1 Plan for a long retirement.

Retirement may last longer than you think. With many Americans retiring in their early 60s, it's easy to see how retirement can last for 30 years or more.

Consider the probability of how long a couple, both age 65, may live:

50% chance that at least one spouse will live to age 93

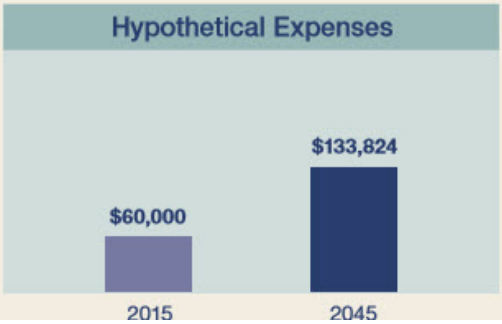
25% chance that one spouse will live to age 97

Source: Society of Actuaries 2012 Individual Annuitant Mortality Tables. Assumes a couple, both age 65

2 Maintain your lifestyle.

With inflation, retirement may also cost more than you think.

Over the past 80 years, inflation has averaged 3.65% annually. And while that may not seem like a lot, over time, the impact of even moderate inflation can be dramatic. In fact, assuming the same rate of inflation experienced over the past 30 years—approximately 2.7%—retirement expenses would more than double over the next 30 years!



This really makes sense, I will live a long time and I want to maintain my lifestyle. Sounds good!

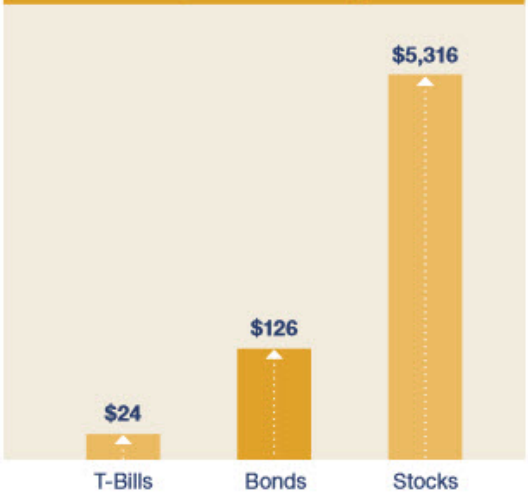
Will my money grow?

3 Participate in market gains, while reducing downside risk.

Stocks historically have outperformed other types of investments over long periods of time. Of course, past performance is not a guarantee of future performance.

While the long-term trend of the stock market has been positive, there have been periods of significant price declines, such as the market downturn in 2008, which can come at the wrong time for your retirement.

Growth of a $1 Investment, 1926–2014[1]



Stock Market Volatility Since 1900[2]

Dips (5% or more)	Corrections (10% or more)	Bear Markets (20% or more)
390	123	32
3.4 per year[3]	1.1 per year[3]	Once every 3 years[3]

Market volatility is to be expected over time. That's why it's important to look for ways to reduce downside risk.

Your financial advisor can help you address today's retirement priorities as you plan for your retirement.

The chart above is hypothetical and for illustrative purposes only and does not represent any particular investment. Performance illustrated is not indicative of future results. Performance for specific investments is available from your financial advisor. Your financial advisor can help you determine what type of investments may be appropriate for you.

Catch the fine print? The chart is hypothetical and for illustration only, it does not represent and particular investment.....Hmmm

Love this line!

If you were interested in reducing volatility in your important retirement dollars, what would you do? The VA company is warning you about volatility.

I know you think I am really picking on them, well I am, let's read their disclaimers:

Portfolios that invest in stocks and bonds are **subject to risk**, including stock market and interest rate fluctuations. Portfolios that invest in bonds are subject to changes in their value when prevailing interest rates change. Portfolios that invest in non-U.S. stocks and bonds, including emerging market investments, are subject to **additional risks** such as political and social instability, differing securities regulations and accounting standards, limited public information, plus special risks that may include foreign taxation, currency risks, risks associated with possible differences in financial standards, and other monetary and political risks associated with future political and economic developments.

Investments that concentrate on one economic sector or geographic region are generally subject to greater **volatility** than more diverse investments. Portfolios that invest in technology companies are subject to additional risks and may be affected by short product cycles, aggressive pricing, competition from new market entrants and obsolescence of existing technology. Portfolio returns may be considerably more **volatile** than a portfolio that does not invest in technology companies.

Portfolios that invest in small and mid-size company stocks are generally riskier and more **volatile** than portfolios that invest in larger, more established companies.

Portfolios that invest in high-yield bonds may be subject to greater price swings than portfolios that invest in higher-rated bonds. The payment of interest and principal is **not assured.**

Portfolios that invest in real estate investment trusts (REITs) involve **risks** such as refinancing, economic conditions in the real estate industry, changes in property values, dependency on real estate management, and other risks associated with a concentration in one sector or geographic region.

Investments in securities related to gold and other precious metals and minerals are **speculative** and impacted by a host of worldwide economic, financial and political factors.

And my favorite: Money market instruments generally offer stability and income, but an investment in these securities, like investments in other portfolios, is **not insured or guaranteed by the Federal Deposit Insurance Corporation** or any other government agency. An investment in the Cash Management portfolio is subject to potential loss of principal; unlike certain money market instruments, the portfolio does not seek to maintain a net asset value of $1.

Well at least I can earn 6% and use it as income. That is great! Right?

The company knows how much money they have in the account, they know age, gender as marital status. Have a look at the payout calculation.

Access up to 5.5% withdrawals when you're ready for income

[redacted]

Maximum Annual Withdrawal Amount (as a percentage of your Income Base)	Protected Income Payment (as a percentage of your Income Base)
5.5% (5% Joint Life)	5.25% (4.75% Joint Life)

The **protected income payment** will be paid in the event the contract value is completely depleted due to market volatility and/or withdrawals taken within the feature's parameters.

Depending on investment performance and your income needs, you may not need to rely on this optional insurance feature, which is available at contract issue for an additional fee rate of 1.10% of the Income Base (Single Life) or 1.35% (Joint Life). The fee rate is guaranteed for one year. After that time, it will be adjusted quarterly and may decrease or increase based on a predetermined, non-discretionary formula. The minimum issue age for this feature is 65 and the maximum issue age is 80. Please see the enclosed product summary brochure and a prospectus for details regarding minimum and maximum fees, age restrictions and other limitations.

Contract and optional benefit guarantees are backed by the claims-paying ability of the issuing insurance company.

Please see page 20 for additional information, including important information concerning withdrawals.

Yep, you guessed it, they will pay the 6% annual growth **BUT** they get to decide on the factor needed to determine income. That factor will allow 3 things:

1. The company will not face a liability because the yield on the money committed for the payout is greater than the yield determined for the income
2. The company re-insures the liability if the person lives too long (over life expectance) The cost comes from the difference in payment liability and account yield.
3. The longer you live, the greater profit to the insurance company.

I called the service department at this company and asked what the current rate for determining income was. The women refused to quote any percentage. Her reasoning was simple (she was well trained) each person's situation is unique and one factor does not fit anothers. She did tell me it could take up to **30 days** for the actuary to provide a correct calculation for an enforce contract.

I can translate to, value of money, upcoming holes in an investment portfolio, re-insurance bids.... on and on and on.

I have no way of knowing, but my guess is the VA company makes a wrap of 2% net on every LIBR they fund and without any exposure to folks living too long. They don't care simply because it is re-insured.

Note: all insurance companies reinsure, it is how the system works. Reinsurance helps with security and stability.

How did all of this happen, how did so much control get in the hands of these companies who have no longer any downside? What happened to the "*insurance*" in the term Insurance Company.

There is no longer any risk.

The risk bearer has evolved from the insurance company to the policy owner.

The VA companies have pulled off a coupe. They have outsourced the responsibility to the policy owners, created a cash cow for themselves and created an illustration of caring.

When did it start?

I could name the date: **March 21, 2012**. *The Hartford* exited (stock rose 3%) the annuity market. From that day forward, variable annuities have evolved into what they are now: **garbage.**

Q: Who approves these sales brochures? How can they even think this is good marketing? I know, let's say that FIA will always earn 15%! (then a little word like (maybe not) could be added in the small print

Disgusting

Now let's look on the bright side of the annuity equation.

Guarantees, guaranteed in the contract, no waiting for future events: Guaranteed!

Guaranteed Values

Prepared By: Betty Arellano
Prepared For: Valued Client
Female, Age 62

End Of Year	Age	Purchase Payment	Credited Interest	Lifetime Income Withdrawal
1	62	100,000	625	0
2	63	0	241	4,947
3	64	0	229	4,947
4	65	0	216	4,947
5	66	0	204	4,947
6	67	0	191	4,947
7	68	0	178	4,947
8	69	0	165	4,947
9	70	0	152	4,947
10	71	0	139	4,947
11	72	0	125	4,947
12	73	0	112	4,947
13	74	0	98	4,947
14	75	0	85	4,947
15	76	0	71	4,947
16	77	0	57	4,947
17	78	0	43	4,947
18	79	0	29	4,947
19	80	0	15	4,947
20	81	0	0	4,947
21	82	0	0	4,947
22	83	0	0	4,947
23	84	0	0	4,947
24	85	0	0	4,947
25	86	0	0	4,947
26	87	0	0	4,947
27	88	0	0	4,947
28	89	0	0	4,947
29	90	0	0	4,947
30	91	0	0	4,947
31	92	0	0	4,947
32	93	0	0	4,947
33	94	0	0	4,947
34	95	0	0	4,947
35	96	0	0	4,947

Guaranteed in the contract, no guess work.

The **SEC** and **FINRA** are the regulatory bodies that approved the sales literature and the product I have discussed above.

151A was fought off, I am confident we will win the DOL fiduciary rule fight, but looming larger in the wings is the SEC who want to get their grimy hands on our insurance product.

This is more than likely where the real battleground will be fought. The question is simple, Dodd Frank protects us, if it goes away, will the SEC look to feast on insurance products?

Of course they will, 151A showed us what they want, total can complete control.

Bureaucrats always know best!

What about states' rights?

http://www.investmentnews.com/article/20170428/BLOG07/170429897/the-sec-would-have-to-jump-through-hoops-to-get-approval-for-its-own?

The SEC would have to jump through hoops to get approval for its own fiduciary rule

The proposed Financial CHOICE Act lays out a series of tough provisions the SEC would have to meet to adopt a uniform fiduciary standard
The DOL rule, whose implementation has been delayed until June 9, would require financial advisers to act in the best interests of their clients in retirement accounts. But the SEC has jurisdiction over securities regulation, and if it sets advice standards, they would apply to all retail investment accounts, DOL-rule foes argue.

Their preferred starting place for a fiduciary rule would be codified in the **Financial CHOICE (Creating Hope and Opportunity for Investors, Consumers and Entrepreneurs) Act**, a nearly **600-page** bill that would overhaul the Dodd-Frank financial reform law. The measure, written by House Financial Services Committee Chairman Jeb Hensarling, R-Texas, likely will be approved by the panel next week and by the full House later this spring.

NAFA ALERT!

Submit Your Comment Letter to the White House

ACT NOW! Tell the President to Repeal the DOL Rule

As you know, the DOL fiduciary rule has been delayed until June 9, 2017, but unless something is done - and done immediately - the impact of the rule will have a devastating effect on our industry. We must urge President Trump to instruct the Department to delay the June 9 effective date while it conducts a full review of the rule's impact on the ability of Americans to access essential retirement products and services, as the President directed the Department to do in his February 3 White House Memorandum.

LEARN MORE

In order of importance top those calculating numbers.

- Handwritten letter mailed USPS
- Written letter mailed USPS
- Email letter

We have a guest today to help us understand why emailing and mailing the government works.

I emailed the letter several times and now I am **mailing** the letter USPS. There is more than one way to catch a bird.

I will make it easy for you, copy this letter and paste in your word processor. Add your name and address, mail it.

Thanks for the edit: Dave Albin

May 2, 2017

President Donald J. Trump
The White House
1600 Pennsylvania Avenue NW
Washington, DC 20500

RE: DOL Refusing to Reexamine the DOL Fiduciary Rule As You Ordered
Negative impact on Middle Class Americans

Dear Mr. President:

I am writing today to ask you to prohibit the Department of Labor (DOL) from implementing the fiduciary rule in defiance of your February 3rd order. As it stands now, the DOL seems intent on implementing this rule on June 9, 2017.

Your February 3rd order properly instructing the DOL to reexamine the fiduciary rule made clear your concern that this rule could limit access to financial products and services, could create dislocations and disruption in the financial services industry, and could increase litigation and costs of needed retirement

products and services. Your call for an examination of this rule gave many of us great hope that this kind of excessive regulation by the federal government would finally be reined in.

In defiance of your order the DOL will allow the rule to go into effect on June 9, 2017. Although the DOL presents its recent decision to delay the rule by 60 days as a compromise, it is clear the Obama agenda will win out on June 9th unless something is done.

And the Obama agenda seems intent on trying to make competent financial advice out of the reach of millions of ordinary Americans.

Besides being overly intrusive and interfering with the availability of advice for ordinary Americans, the rule is hugely burdensome and the IRS has published that compliance can take 28 hours of paperwork, a real anathema given your desire to reduce ridiculous government-mandated paper pushing.

Respected people like your own adviser Anthony Scaramucci said this rule `could be the dumbest decision to come out of the U.S. government in the last 50 to 60 years` and said your administration was intent on repealing the rule. Your acting head of the Securities and Exchange Commission, Michael Piwowar, said this is a `terrible, horrible, no good, very bad rule` that was `never about investor protection` and merely about enabling trial lawyers to increase profits.

The DOL seems intent on pushing this unnecessary overreach.

As an insurance agent, I work hard to provide my customers with quality advice and valuable products. I am proud of what I do for a living, which is to help average Americans - many of whom are in low or middle income brackets - prepare for retirement by giving them planning assistance and insurance products like fixed annuities that provide lifetime income and guaranteed accumulation values. My business is already heavily regulated. Now here comes a new and complicated regulation out of Washington from an agency that knows nothing about financial services in the IRA marketplace - turning insurance agents who sell non-security insurance products into ERISA fiduciaries makes no sense and only serves to line the pockets of the trial lawyers.

President Donald J. Trump
The White House
Washington, DC

May 2, 2017

Page 2

I know there are many people who believe nothing short of a miracle is needed to get this rule further delayed and repealed. But you`ve proven the doubters wrong before. You ordered the DOL to reexamine this rule. It is clear you expected them to conduct the review prior to implementing the rule. I respectfully urge your immediate help to protect the clients that I serve and our ability to provide economic solutions for them.

Respectfully

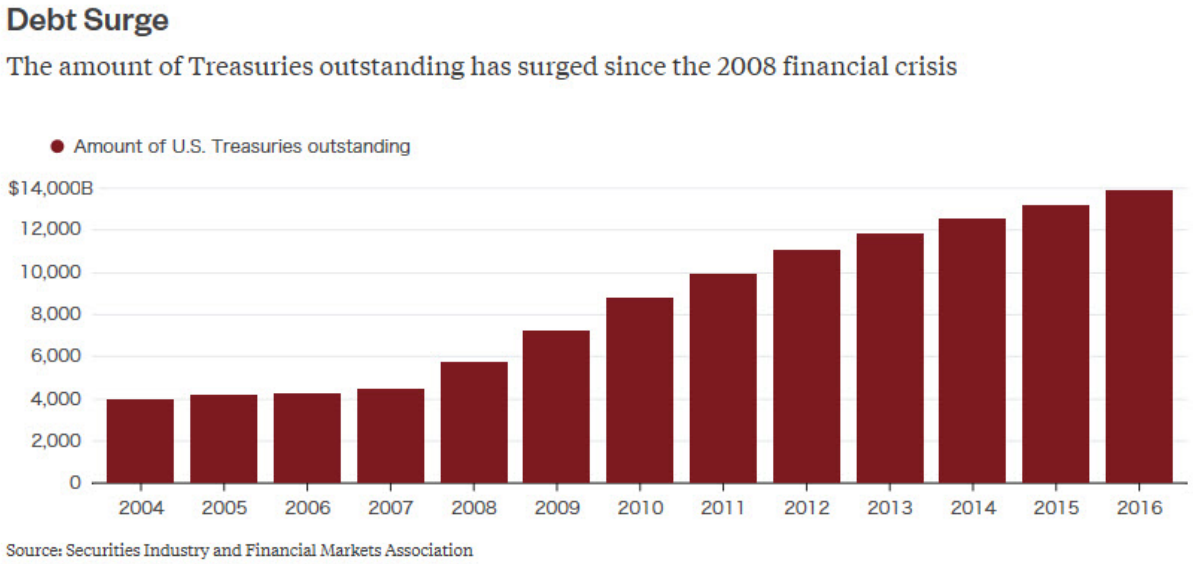
David Albin

National Association for Fixed Annuities
Securing the Future!

NAFA Files Comment Letter Urging Further Delay of DOL Rule to 'Avoid Unleashing Chaos'

Filing Contends DOL Cost-Benefit Analysis of Rule is Flawed WASHINGTON D.C. (April 25, 2017) — In a letter submitted to the Department of Labor, NAFA, the National Association for Fixed Annuities is urging a further delay of the fiduciary duty [...]

Debt



When people refer to the national debt, they almost always mean the debt owed by our government. But there are actually two important types of debt in the American economy: government debt, and private debt owed by households and businesses.

In 2015, government debt stood at **$18.8 trillion** (104 percent of GDP) while private debt was **$27.1 trillion** (150 percent of GDP).

Smart agents would read this:

https://www.aier.org/research/debt-us-fuel-growth-or-ticking-time-bomb?

vis·u·al aid

1. an item of illustrative matter, such as a film, slide, or model, designed to supplement written or spoken **information so that it can be understood** more easily.

I suggested to an agent that she use an actual visual aid at a second meeting, the close. I suggested she ask for a glass of ice and set it on the kitchen table and when she went through her presentation she would then explain the ice, she used the example below. I will ask her to guest in an upcoming Open MIC.

Why use Visual Aids?

Visual aids are a great tool for seeing and understanding. As a young agent in the 1970s we used visual aids to help explain how life insurance worked. Now a glass of ice will make a powerful statement as to the power of annuities.

Try it on your next close, you have nothing to lose.

"Ice cubes in annuities don't melt" …. Bill Broich

The Melting Ice Cube Syndrome

Michael Feuer wrote in 2014 about the *Melting Ice Cube Syndrome* and how limited a products future would be. The rapid movement in technology in our world can easily make a product obsolete faster than ever.

His point was simple; organizations have a limited amount of time before a product become obsolete or out of date. In a simple example, would be a typewriter, once the absolute necessity of the business world has now become so obsolete almost no business in the modern world would ever consider its use. The same example can be used in many more industries, medicine, construction and automotive to name a few.

Think of an ice cube left at room temperature, eventually the ice cube will cease to exist and be replaced by a puddle of water. Most of our modern economy is faced with the same dilemma, how do you remain relevant as time moves on?

When considering the syndrome and the investment world, a *Melting Ice Cube* is an investment with a declining value. At some future date, the value will be less than it once was. The investment faces not a quick death, but a slow and lengthily one.

The bible of retirement investing was once based on what percentage of an account could be removed annually and still maintain the original account value.

In 1993, investment consultant, Bill Bergen conceived the idea of the **4% solution**. His calculated that removing 4% from a retirement account annually would provide a never-ending source of funds. He used the concept himself in his own consulting practice and taught other advisors how to use the same tool. The 4% creation became the norm for retirement planning.

Over time, other experts began to poke holes in the concept basing their forecasts over 30 year plus specific time periods. It was not feasible for the concept to be dependable given the ups and downs of world markets, world interest rates and the dependable interest rate of US Treasuries.

Those using and depending on removing 4% of the value of a retirement account began to see the ebb and flow of the overall value. It just didn't hold up. Why? Because noting in life is guaranteed and nothing in life is simple. Change happens and change will occur.

Bergen's 4% solution had evolved to the *Melting Ice Cube Syndrome*, it wouldn't last. What evolved from the 4% solution was the need for active and honest retirement account management. If the account had years where it did not grow, less money was withdrawn. In years, the account grew more than expected, more money could be available.

What is wrong with that reasoning? Humans. Humans are not a formula, they are not a syndrome. They are people, living, real live people who need actual retirement money and must depend on a specific income to maintain lifestyle and to help with life's unknown demand such as health care expenses. The 4% solution and the management of it has for many people become a stressful nightmare.

How does anyone make nearly permanent plans for retirement? With the knowledge that change is inevitable, what should one do?

The answer is quite simple, **you can buy income**. Insurance companies will sell you an income stream for literally any time period you want even for your lifetime and your spouses. By outsourcing this responsibility to a third party (insurance company) and using their vehicle (annuities) you can guarantee your income without concern over 4% changes, without concern over safety and security and without concern that your monthly check might not arrive.

Guarantees backed up by more guarantees. Using this system, it is possible to have the retirement you desire free from stress of worry about living to long and free from worrying about your check arriving.

The questions you will obviously ask are:

"How can an insurance company provide this benefit?"

Insurance companies do not want your money, they want to **HOLD** your money. The longer they can hold your money means the longer that can make money from your money. In return, **they offer benefits** such as guaranteed income for any time period.

"What happens to the money if I die prematurely, does the insurance company keep it?"

The old wives' tale about insurance companies benefiting from your death is just that, a tale. If a premature death is experienced, the full unused account is inherited by your names beneficiary. Remember, the insurance company does **NOT** want your money, they only want to hold it.

"What happens to my money should the insurance company fail and go bankrupt?"

In the business world, there is no industry more highly regulated and watched than the insurance industry. Over the past 100 years there have been a few failures and NO ONE has ever lost a dime because of it. Backing up the insurance regulators and the company's guarantee is a second guarantee much like backs up your deposits in a bank. It is called the State Guarantee Fund. The amount it guarantees per person is based on your state of residence, here is a link that will explain more:
https://www.nolhga.com/policyholderinfo/main.cfm

You can also call your local state department of insurance and request information and details directly from them.

Using an annuity as a guaranteed portion of your important retirement planning will mean the *Melted Ice Cube Syndrome* doesn't affect you.

Ice cubes in annuities don't melt.

NATIONAL LIFE INSURANCE DAY

May 2nd marks the anniversary of the day life insurance became available in the United States. 1759 On May 2, 1759, the charter was recorded for the Corporation for Relief of Poor and Distressed Widows and Children of Presbyterian Ministers [...]

1759	On **MAY 2, 1759,** the charter was recorded for the Corporation for Relief of Poor and Distressed Widows and Children of Presbyterian Ministers — America's first life insurance company. Known as the **PRESBYTERIAN MINISTERS FUND** for Life Insurance, this non-profit mutual fund was formed by Presbyterians for their ministers	

http://www.phcmontreat.org/ThisDayInHistoryIndex-May.htm

Q: Bill, is there anywhere I can go to find current rates and policy information?

A: Yes, we provide this free to all. There is a ton of info here, it requires no password and it is up to date information.

www.annuity.com/agenttools

Income illustrator info is there, forms are there.... everything.

Annuity.com

MYGA

State | Premium | Type of Funds | Flex? | MVA | RDP | Rating | Company | Rate Otd | Age | Comm

- | 0 | - | - | - | - | - | - Any - | - | | 0.00 % | Search

Showing 1-20 of 316 Display: 20 Print/Save |< << Page 1 of 16 >> >|

COMPANY / PRODUCT NAME	AM BEST	ISSUE AGE	MINIMUM PREMIUM	SC YEARS	FREE WITHDRAWAL YR 1 / YR 2+	RATE CHANGE	1ST YEAR RATE	BASE RATE	YIELD TO SURRENDER	COMMISSIONS AGE: RATE
Rate Guaranteed 20 Years										
ATLANTIC COAST LIFE **Safe Haven 20** [MVA, STEP RATE]	B+	75	5,000	20	0% / 0%	04/24/17	2.95, 2.95, 2.95, 2.95, 2.95, 3.45, 3.45, 3.45, 3.45, 3.45, 3.95, 3.95, 3.95, 3.95, 3.95, 4.45, 4.45, 4.45, 4.45, 4.45	3.70	0-75: 3.00	
ATLANTIC COAST LIFE **Safe Haven 20 FL** [MVA, STEP RATE]	B+	50	5,000	20	0% / 0%	04/24/17	2.85, 2.85, 2.85, 2.85, 2.85, 3.35, 3.35, 3.35, 3.35, 3.35, 3.85, 3.85, 3.85, 3.85, 3.85, 4.35, 4.35, 4.35, 4.35, 4.35	3.60	0-50: 3.00	
ATLANTIC COAST LIFE **Safe Haven 20 70-75** [MVA, STEP RATE]	B+	75	5,000	20	0% / 0%	04/24/17	2.7, 2.7, 2.7, 2.7, 2.7, 3.2, 3.2, 3.2, 3.2, 3.2, 3.7, 3.7, 3.7, 3.7, 3.7, 4.2, 4.2, 4.2, 4.2, 4.2	3.45	Call	
Rate Guaranteed 15 Years										
PROTECTIVE LIFE CORPORATION **ProSaver Platinum 15** *High-Band* [TSA, MVA, REG]	A+	80	100,000	7	Int / Int	05/02/17	2.95	2.95	2.95	0-80: 3.00
PROTECTIVE LIFE CORPORATION **ProSaver Platinum 15** *Low-Band* [TSA, MVA, REG]	A+	80	10,000	7	Int / Int	05/02/17	2.70	2.70	2.70	0-80: 3.00
Rate Guaranteed 10 Years										
ATLANTIC COAST LIFE **Safe Haven 10** [MVA]	B+	85	5,000	10	0% / 0%	04/24/17	4.50	3.50	3.60	0-80: 2.25 81-UP: 1.25
ATLANTIC COAST LIFE **Safe Haven 10 FL** [MVA]	B+	90	5,000	10	0% / 0%	04/24/17	4.40	3.40	3.50	0-80: 2.25 81-UP: 1.25
SENTINEL SECURITY LIFE INSURANCE COMPANY **Personal Choice Annuity 10** [MVA]	B++	85	2,500	10	0% / 0%	04/24/17	3.50	3.50	3.50	0-80: 2.75+ 81-90: 2.00+ see notes
SENTINEL SECURITY LIFE INSURANCE COMPANY **Personal Choice Annuity 10 FL** [MVA]	B++	90	2,500	10	0% / 0%	04/24/17	3.40	3.40	3.40	0-80: 2.75+ 81-90: 2.00+ see notes
ATLANTIC COAST LIFE **Safe Haven 10 - 86-90** [MVA]	B+	90	5,000	10	0% / 0%	04/24/17	4.25	3.25	3.35	86-UP: 1.25
DELAWARE LIFE **Pinnacle MYGA$_{10}$ 10 Year (DE & PL)** [MVA]	A-	85	10,000 NQ 5,000 QL	10	0% / 10%	05/01/17	3.25	3.25	3.25	0-80: 3.00+ 81-85: 1.50+ see notes
EQUITRUST LIFE INSURANCE COMPANY **Certainty Select 10** [MVA]	B++	90	10,000	10	0% / Int	12/15/16	3.25	3.25	3.25	0-80: 3.00+ 81-90: 2.25+ see notes
DELAWARE LIFE **Pinnacle MYGA$_{10}$ 10 Year** [MVA]	A-	85	10,000 NQ 5,000 QL	10	0% / 10%	05/01/17	3.25	3.25	3.25	0-80: 3.00+ 81-85: 1.50+ see notes
OXFORD LIFE INSURANCE COMPANY	A-	75	20,000	10	Int / 10%	05/01/17	3.20	3.20	3.20	18-UP: 3.00+

Q: Bill, can you give us a summary of taxation on annuities used as income?

A: Yep…here is the link: **http://www.thinkadvisor.com/2017/04/24/this-is-the-basic-tax-rule-for-annuity-payments**

The date to remember regarding taxation in annuities is December 31, 1986. That is when the withdrawal rules changed.

For non-variable contracts, an exclusion ratio (which may be expressed as a fraction or as a percentage) must be determined for the contract. This exclusion ratio is applied to each annuity payment to find the portion of the payment that is excludable from gross income. The balance of the guaranteed annuity payment is includable in gross income for the year received.

The exclusion ratio of an individual whose annuity starting date is after December 31, 1986 applies to payments received until the payment in which the investment in the contract is fully recovered (generally, at life expectancy). In that payment, the amount excludable is limited to the balance of the unrecovered investment. Payments received thereafter are fully includable in income, as all cost basis has been recovered at that point. By contrast, the exclusion ratio as originally determined for an annuity starting date before January 1, 1987 applies to all payments received throughout the entire payment period, even if the annuitant has recovered his or her investment. Thus, it is possible for a long-lived annuitant with a pre-January 1, 1987, annuity to receive tax-free "return of principal" amounts which in the aggregate exceed the principal (investment in the contract).

The exclusion ratio for a particular contract is the ratio that the total investment in the contract bears to the total expected cumulative return payments (known in this case as the "expected return") under the contract. By dividing the investment in the contract by the expected return, the exclusion ratio can be expressed as a percentage (which the regulations indicate should be rounded to the nearest tenth of a percent).

DEFINITION of '**Exclusion Ratio**' The portion of the return on investments that is income tax exempt. It represents a payback of initial investments rather than capital gains.

Mr. Anthony Owen

Word to the wise: ***Safe Money Means Safe Process***

Hello Partners,

Replacing annuities is one area where we do not mess around. **We MUST put the client in a better position and be able to justify why we recommend a replacement**.

This is what happens when the greed of earning commissions is greater than the duty to serve and benefit our customers:
http://www.investmentnews.com/article/20170426/FREE/170429927/finra-issues-complaint-against-broker-for-unsuitable-variable

To determine suitable replacement, we must ask questions. The best way to get these questions answered is by calling the carrier with the client. DON'T shortcut the process and make assumptions!

What do you need to know to determine if an annuity is replaceable?

Date of Issue?

Current Account Value?

Current Surrender Value (Market Value Adjusted if applicable)? Don't work off of the surrender schedule from the brochure or prospectus because additional premiums, early withdrawals, or MVA adjustments will not be factored into that percentage.

Current Death Benefit?

Income Account Value (If applicable)?

IAV Guaranteed Role Up Rate?

IAV Roll UP Period?

IAV Payout Percentages for entire period where income payout is possible? **Joint or Single**? Is joint available if needed?

To replace an FIA the date of issue typically needs to be 3 years prior or longer. To replace a VA, 2 years or longer. A replaceable solution typically must provide a higher post replacement account value and income payout (at the time of intended income rider activation).

Under no circumstances would you ever "cash out" a current policy to fund a new annuity without documenting a replacement on the application. When we find competing agents doing this we turn them into the Department of Insurance and/or FINRA.

You must follow a replacement process that documents the replacement and justifies why you replaced the policy for the benefit of the client! Occasionally replacements are in a grey area where it can be hard to determine if the annuity is replaceable. I will help you navigate those situations and prepare a letter of explanation to get approvals on replacements that need further justification. You should always error on the side of protecting yourself and the client. No sale is worth even the perception of an unsuitable sale.

These questions are just to determine suitability and many other questions should be asked, especially when selling against variable annuities. See our "How to Sell Against Variable Annuities" guide on the agent section of our website, www.annuityagentsalliance.com for more information.

Thanks for your suitable biz!

Heresssssssssss Dave!

View in Web Browser

ISSUE DATE:
May 1, 2017

Annuity.com

David Townsend

253-381-2328

Email Me

View Website

Video: Share Simple Tax Diversification Strategy with Clients

Check out a short and simple 3 minute video explanation on the importance of tax diversification. It addresses the importance of having assets in the "tax later", "tax now" and "tax never" categories. Learn how an IUL can provide great value in the "tax never" portion of a portfolio. Share the video or customize the PDF and send to clients/prospects to expand your IUL clientele.

Elevate Income Potential

Discover the power of tax 'preferral.' If your clients need to bolster their retirement income, reduce their income tax liability and protect their loved ones, then consider the power of tax 'preferral' from Nationwide. See how your clients can magnify the assets they have for retirement by adding this to their portfolio.

Uncover Assets Using "Now and Later"

It's important to understand your clients' goals, needs, risk tolerance and how their money is allocated. A simple profiling technique can help qualify clients for an annuity sale or referral. The key is understanding when and how clients' money will be used. It's called "Now and Later." Learn how to use this profiling technique to determine if an annuity could help balance your clients' current portfolio. Learn more.

Take BOLD Action to Advance Your Client's Business

For business owners, their number one concern is growing their business. To that end, they face a great deal of financial decisions, the sheer number and complexity of which can paralyze a business owner into non-action. Use this consumer-approved brochure to help your business owner clients navigate those decisions and take bold action.

Leave a Larger Legacy with Charitable Giving Benefit

With this benefit, your generosity can live on through a donation to your favorite charity at no additional cost. Click here to see an example and learn more.

Foreign National Pro Tips

Get top tips for "Navigating the Foreign National Marketplace" relating to issues like qualifying statuses, U.S. ties, financial approvals and much more. Learn more.

May 1st, 2017

Every week, First Annuity sends 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.

THIS WEEK'S ANNUITY CARRIER NEWS

AIG Power Select Series

AIG is adjusting rates on their Power Select Builder and Power Select Plus Income effective May 1, 2017. *The good news is they are not changing the spread Merrill Lynch uncapped strategies, however, all other strategies are receiving rate decreases.*

Click here to download all of the rate changes.

Cash with Application: Paper applications must be signed no later than Sunday, 4/30/17. *The paper applications and initial premiums must be received in good order in our office no later than* **Friday, 5/5/17.**

1035 or Transfer Business: Both the paper applications and transfer paperwork must be signed no later than Sunday, 4/30/17 and be *received in good order in our office no later than* **Friday, 5/5/17.**

The *initial premiums must be received no later than* **Thursday, 6/29/17.**

American National
American National is **decreasing rates** effective May 1. Click here for more details.

Athene
Athene Annuity: In June 2017, Athene will making changes to their product portfolio. **The following annuities will no longer be available for sale:**

- Ascent Accumulator 5, 7 and 10
- Ascent Pro 7 and 10 (non-bonus)

These changes will take effect in early June although dates and deadlines have not been released. Please contact the marketing department for additional details.

Global Atlantic
Good news! Income Factors will increase by 25 bps on Choice Income and Income 150+ effective May 1st. Client guides outline the new payout rates. Choice Income Client Guide. 150+ Client Guide.

Guggenheim
Rates are decreasing for May, please see the attached rate sheets for specific allocations. MYGA May 2017. TriVysta May 2017. Highlander May 2017.

My guess is fear of volatility in the stock market, even if the market increases as it has, the increase is considered volatile because it is outside the projected norms. Add to that the PE ratio of 27 and you can smell volatility. With volatility come

higher expenses to “hedge” movements for participation rates.

BB

More info here on risks

Chief risk officers assess key threats to insurance industry

What emerging issues are insurance companies’ chief risk officers most concerned about? Cyber threats and new regulatory standards are high on the list. For Brent Mardis, vice president and chief risk officer for Sammons Financial Group in Des Moines, regulatory [...]

Pacific Life
Pacific Life is decreasing rates on all products. Please click here for the updated rate chart.

Lincoln Financial Group
Lincoln is decreasing rates on all products. Please click here for the updated rate chart.

ONGOING ANNUITY CARRIER NEWS

Allianz Life
Great news! With the recent delay of the Department of Labor (DOL) fiduciary rule applicability date, Allianz Life will continue the **2017 bonus compensation program** for Allianz Preferred producers until May 31, 2017. Click here for additional details.

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 written during the second quarter of 2017. Call for complete details.

Legacy F&G AdvanceMark

Fidelity & Guaranty Life Insurance Company is updating payout factors for the AdvanceMark Ultra Income Freedom Rider guaranteed minimum withdrawal benefit rider, effective with the June 1, 2017, buy date. **This change applies to all new contracts, including pending business.** In general, payout rates (i.e., guaranteed withdrawal percentages) will increase at older ages but decrease at younger ages. For a table comparing current and new rates, click here.

Legacy

Withdrawal of LegendMark No-Bonus FIAs Postponed
You can continue to sell LegendMark no-bonus fixed indexed annuities until mid-May. The withdrawal of the no-bonus products, announced March 20, 2017, is being delayed until further notice.

North American

North American is **improving rates** on select strategies including the S&P 500 Monthly and Annual Cap Rate on:

NAC RetireChoice
NAC IncomeChoice
NAC Benefit Solutions

Fixed Rates on the FoundationChoice Plus are also i**ncreasing**.
Click here for the updated rate chart.

Good list of general interest Advisor related articles.

- Building Infrastructure for Liquid Alternatives
- A Real Estate Play That Seeks 'Sticky' Tenants
- Active Share II: A More Powerful Tool for Identifying Defensible Actively Managed Funds
- Future Retirees Could Be More Reliant on Social Security
- Solicitor Arrangements: An Overlooked Casualty of DOL Fiduciary Rule
- Protecting Clients' On-The-Wall Assets: Fine Art
- Millennials' Financial Education Needs Not Much Different From Boomers'
- Another Casualty of Bad Retirement Planning: Worker Productivity
- Advising Clients on Social Security: Talking Points, Part 2
- Clients Clamoring for ESG Investing Advice

TOP SELLING INDEXED ANNUITIES OF ALL TIME!

Wink continues to receive many inquiries about which products are the best-selling indexed annuities of all time. We began tracking individual product sales of indexed annuities in 2006; in 2013 we compiled these individual product sales to see which products were [...]

Genworth Seeks More Time for Approval of $2.7 Billion China Deal

(Bloomberg) — Genworth Financial Inc. is seeking more time to convince regulators they should approve the company's plan to sell itself to China Oceanwide Holdings Group Co. Click HERE to view the original article via ThinkAdvisor The companies have refiled [...]

Provision to kill DOL fiduciary rule left out of funding bill

Former British Prime Minister Winston Churchill once said that there's nothing more exhilarating than being shot at and missed. By that standard, supporters of the Department of Labor's fiduciary rule must be feeling downright giddy. Click HERE to view the [...]

LIMRA/ LOMA Secure Retirement Institute Updates Its Fiduciary Education for Sales and Service Professionals

WINDSOR, Conn., May 1, 2017 — LIMRA LOMA Secure Retirement Institute today announced it has updated its Fiduciary Education for Sales and Service Professionals, in response to changes in the Department of Labor's (DOL) fiduciary rule issued in the Federal [...]

Annuity Players Continue to Fight Low Rates

Publicly traded annuity market players are continuing to fight the effects of low interest rates and uncertainty about federal annuity sales rules. Click HERE to view the original story via ThinkAdvisor. Financial problems at shopping centers could still hurt the companies' investments in [...]

BlackRock's latest bullseye: The advisers' desktop

CHICAGO – The world's largest fund company wants a bigger piece of the most valuable real estate in the independent advisory space: the RIA's desktop. "We need to be closer to the clients, and for us that means closer to [...]

Why Many of Your Prospects Are Broke

Roughly three-quarters of Americans have some kind of debt, and 18% spend more than half of their monthly income paying off lenders other than home mortgage lenders. Click HERE to view the original story via ThinkAdvisor. Northwestern Mutual Life Insurance Co. [...]

Few Pre-Retirees Count on Annuities: LIMRA

Consumers ages 50 to 75 who are still working may not be doing much to insure their retirement income against market risk or longevity risk. Click HERE to view the full story via ThinkAdvisor. Analysts at LIMRA, a market research [...]

How to Advance Women to the C-Suite

U.S. business suffers from a gender paradox. Studies show companies with gender parity on boards and in the executive ranks outperform male-dominated ones. Yet, women represent only 9 percent of top management positions and 5.2 percent of CEOs of Fortune [...]

Finra issues complaint against broker for unsuitable variable annuity sales

The Financial Industry Regulatory Authority Inc. has issued a disciplinary complaint against former broker Walter Marino for recommending exchanges of non-qualified variable annuities to two customers without having a reasonable basis for recommending the transactions. Click HERE to view the [...]

Fiduciary Spurring Shakeup in Indexed Annuity Sales

Brokers may soon have to clear their indexed annuity sales through their broker-dealer in order to walk the fiduciary line, says InvestmentNews. Firms are looking at whether to continue allowing sales of the products to be reported as “outside business [...]

Fintech firms still see a future for fiduciary compliance tools

So determined to demonstrate its fiduciary rule bonafides, adviser software firm Active Allocator asked the attorneys at Wagner Law Group to review its product. The firm advertised that Wagner issued a legal opinion concluding their software helps advisers meet the [...]

Live Human Agents Still Have Fans

Some U.S. consumers may be deciding they prefer flesh-and-blood life insurance agents to online insurance purchasing systems. Click HERE to view the original article via ThinkAdvisor. LIMRA and Life Happens raised that possibility today, when they released the results of their latest [...]

Lincoln Financial Group Launches New Video Series Showcasing the Value of Life Insurance and Long-Term Care Funding Options

RADNOR, Pa.–(BUSINESS WIRE)–Lincoln Financial Group (NYSE: LNC) launched a video series to help educate advisors and their clients on the value of life insurance, including hybrid policies that can help with long-term care expenses. Designed to showcase the benefits of [...]

Even Fiduciary Champions Push DOL to Change Rule

Click HERE to view the original story via ThinkAdvisor Industry trade groups and lawmakers are urging the Department of Labor to revise, revoke or further delay its fiduciary rule — even the Investment Adviser Association. Comments continued to flood into Labor on [...]

Taking care of insurance in a fee-only world

A common misconception held by broker-dealers about fee-only financial advisers is they don't take care of their client's insurance needs because they don't sell insurance. Many of these BD-based advisers are gearing up for the fiduciary standard by becoming fee-based [...]

Bank Annuity Sales Rise, Insurance Income Falls

Income earned in 2016 from the sale of annuities at bank holding companies rose 2.3 percent to $3.22 billion compared with 2015 as more large banks increased annuity programs, new research found. The proportion of big banks with growing annuity sales [...]

Census Table Shows 37-Year-Olds Are Great Prospects

The Census Bureau has published a new U.S. population estimate table confirming what insurance agents and advisors know in their guts: Some vintages of U.S. prospects are much bigger than others. Click HERE to view the original story via ThinkAdvisor. [...]

Some broker-dealers changing indexed-annuity compensation due to DOL fiduciary rule

Brokerage firms are evaluating how they and their advisers get paid for indexed annuity sales to clients, as the start date of a new Labor Department rule governing investment advice in retirement accounts inches closer. Click HERE to view the [...]

Pop quiz: How many planning acronyms do you know?

The wealth management space is a sea of acronyms. We've assembled another series to study up on — from general investing terms to institutions and regulators, professional designations and equity and fund analysis. Click HERE through the slideshow to brush [...]

6 Top House Annuity Bills

Click HERE to read the original story via ThinkAdvisor The Trump administration is preparing to release a major tax reform proposal this week. That proposal could contain provisions with all manner of good, bad and indifferent effects on annuity issuers, [...]

American Equity Committed to Independent Channel, Despite BIC

Despite a drop in fixed indexed annuity sales last year, the president of American Equity Investment Life Insurance Co. said Friday the company has no intention of steering sales away from the independent agent channel. FIA sales at the company [...]

Are IOVAs the Future of Variable Annuities?

Sales of traditional variable annuities have taken a substantial hit in recent years, but a subset of the product class continues to attract clients who are set on increasing tax-deferred savings potential in pre-retirement years. Click HERE to view the [...]

Fidelity & Guaranty Life is an M&A Target Again

Fidelity & Guaranty Life could be back in play as an acquisition target now that a deal with Anbang Insurance Group has fallen apart. Fidelity & Guaranty Life (FGL), which offers fixed annuity and life insurance products distributed by independent [...]

Allianz Life Widens FIA Lead Over American Equity

Allianz Life, the nation's No. 1 seller of fixed indexed annuities, saw its FIA sales more than double over its next closest competitor last year. Allianz's success is due to its strong distribution relationships with broker/dealers, wirehouses and insurance marketing [...]

SEC enforcement actions against broker-dealers up 20%

SEC enforcement actions against broker-dealers were up 20% in the first half of the government's fiscal year, and now account for a quarter of all enforcement actions by the agency, according to a report from Cornerstone Research. Click HERE [...]

Industry says extended delay of fiduciary rule is necessary to comply with Trump memorandum

Asset managers, broker dealers, record keepers, insurers, and employers will be impacted in different ways under the Labor Department's fiduciary rule, but the stakeholders almost uniformly agree that its implementation should be further delayed. In comment letters solicited by the [...]

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.

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

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More Legal Stuff...

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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.

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