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

Open MIC is open for anyone.

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

IF YOU WOULD LIKE TO FIND OUT MORE ABOUT US

CALL OR EMAIL

ANTHONY OWEN

888-74AGENT (24368)

tony@annuityagentsalliance.com

OR VISIT OUR WEBSITE

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

HELP WANTED!

Internal Annuity Agent Recruiting Wholesaler

Compensation: **$30,000 Plus Bonus with Six Figure Income Potential**

Annuity Agents Alliance is a family owned and operated national insurance marketing firm established in 2007 and located in Thornton, CO. We provide a variety of support mechanisms and industry leading life insurance and annuity products for independent retirement planning advisors nationwide.

POSITION SUMMARY
Our rapidly growing firm is currently seeking an energetic, highly motivated business savvy individual to fill the position of **internal annuity wholesaler**. This position is part sales, part client manager.

RESPONSIBILITIES

- Build your own group of adviors to contribute to overall production of the company
- Recruit advisors through a variety of methods including by phone, mail/email and in person to sell fixed annuities through our firm
- Build/support/maintain relationships with advisors and their practices nationwide
- Provide advisors with case design, insurance product information, and quotations to aid in agent sales process
- Some travel required
- Some cold calling required

QUALIFICATIONS

- College degree in business/finance/marketing or related field - *Recent college graduates are encouraged to apply!*
- Driven with strong work ethic
- Ability to grasp advanced sales concepts and ideas
- Ability to maintain accurate notes in company database
- Ability to communicate clearly with clientele and staff
- Must work well alone and within a team
- Customer service mentality
- Superb telephone skills
- Computer literate! Strong working knowledge of MS Office products
- Must own, or be willing to purchase, Windows based laptop computer
- FICA above 600 and be able to pass financial and background check
- No bankruptcies in past 7 years & no current unpaid judgements
- *Ideal candidates have 1 or 2 years industry experience, but not required*

STATUS

- Full-time position
- First year salary is $30,000, plus bonus

This is a fun, fast paced, and competitive work environment in a recession proof industry. **Internal annuity wholesalers average $50,000+ in their first year**, so we expect the same from new candidates. Six figure income potential beginning years 2-3. Complete training provided. No experience necessary, but qualified candidates must have a basic understanding of business/finance. Must be self-directed and motivated. Work from home or office location of your choice once training is complete.

Annuity | Agents Alliance
Real Help From Real Agents.

Annuity.com

"Our brand can be your brand"

There are some really BIG **Redwoods** in Northern California

Open MIC is sharing; Welcome!

ABM: Always Be Marketing

Thank you for joining us on Open MIC

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

Editorial

Our grandson, Andrew, is a sophomore at Washington State University. He is in a fraternity, active in college life; an excellent student….and has a presence on Facebook as his social media forum. He uses it to stay connected with his friends and family, what he posts are often an illustration of college life. I am sure you can read between the lines here, occasionally he is pictured in an active social situation

I have urged him to be careful, the internet is the Wild West and it is possible a posting could come back to be a factor in some future job application. Don't get me wrong, Andrew is a terrific student and an addition to the school (officer in the fraternity next year).

It occurred to end that we are no different, with the advent of social media folding into our daily lives, we are all becoming transparent. If you write a blog, post a political opinion, pose in a photo, it is for all to see and see forever.

The age of secrecy is over; the age of transparency is now here. The astonishing growth of social media is extraordinary; it is now in virtually all aspects of our lives. It is not just the social media, it is the loss of privacy, yesterday a drone flew past the back of my house along the creek and it had a camera on it. I am sure it was a realtor looking at property but who really

knows anymore. Now we hear that the camera on our computers is capable of watching us and Google tracks and downloads where we are and where we have been via our smartphone.

The new transparency means there's a power shift between customers and those trying to serve and profit from them. When your clients and prospects can see you and find you, and vice versa, the dynamics of those relationships change dramatically, providing for all kinds of possible relationship changes.

Nothing could be truer than the fact how we live and how we interact with our prospects and clients has and will continue to change. Selling insurance will never quite be the same, just try and hide something from your past or a negative feature in the annuity, it isn't possible any longer.

I see the coming change in all sorts of ways; advertising is one that immediately comes to mind. Recently I saw an ad for an annuity that showed a return *16.1%* as an annual return. Not bad really, but with the advent of *All Things Google*. It is easy to determine if this is accurate or a bait and switch. Does that mean that in the future we will have more truth in advertising? Or does it mean we will all be held to a different standard?

It is really a sort of sunlight that is shining on all of us; there are fewer and fewer shadows in which to hide. For me I think it is a great time to be in the annuity business. Just think of it, we have nothing to hide except the truth. No worries about clients losing money, or fear of exposure of not disclosing risks.

When these organizations suddenly find themselves exposed to sunlight, they quickly discover that they can no longer rely on old methods; they must respond to the new transparency or go extinct.

Digital communication and information access is (quite suddenly) lifting the veil around many institutions and sources of information that were once shrouded in mystery. The essence of this explosive change is transparency, and the transparency will shed new light on all of us. *(see link at bottom of article)*

Here is a good example: http://www.whistleblowerattorneys-blog.com/2015/04/wells-fargo-accused-of-defrauding-veterans-by-charging-excessive-loan-fees.html

Wells Fargo is now facing a class action lawsuit based on excessive fees charged in checking accounts and other bank products. Without sunlight, would this have ever been discovered?

So advertising 16.1% as an annual rate of return, does that mean every year? Does that mean once in a while? Does that mean once in a "Blue Moon"? Transparency and the ability to find the truth is now the new mantra. Shouldn't we be proud of our products just because they are guaranteed and have a rate of return which is fair and based on market conditions?

Mrs. Jones asked; "*Bill, how much do you think I will make on my annuity this year?"* What should I answer? Should I say that the S&P 500 stock index is enjoying a nice run up or should I say the truth, *"Mrs. Jones, your annuity is capped at 3%, I hope we can return that to you."*

Sunlight will show the truth. The new transparency is now pure reality, and it is good for us, remember, we are the guaranteed guys. In the financial services industry, there is precious little that ought to remain secret. Disclosure, Disclosure, Disclosure!

Instead of trying to maintain the self-serving secrecy that has dominated our industry for so long, especially because such secrets will keep getting exposed sooner and sooner, the key to our longer-term survival will be to remake who we are and what we do to serve clients in a transparent future. Shouldn't being proud of who we are and what we sell be enough to embrace transparency? I am an annuity salesman, I repeat that over and over not to make myself believe it but because I am proud of what I am.

It will mean an honest appraisal of our competitor's fees and what the actual risk and reward to using their products really is. And, it will mean the same to us, what exactly are we selling and what are the specific benefits, not just the hope of these benefits. It will mean serving the clients' interests far ahead of our own. It will mean more truth-telling and less sales pitch. It will mean actual fact finding and understanding will far excel the next "hot" product.

It might be a good lesson for our grandson, in a few years, the college days will be behind him and might those postings on Facebook still remain?

I read this article and used part of it for my editorial; we seemed to be in lock step….BB

http://www.lifehealthpro.com/2015/05/05/the-age-of-financial-secrecy-is-ending?

Of Interest

Suitability is the "Law of the Land"

http://www.looktowink.com/2015/05/source-of-funds-issue-check-the-newspaper/

Fixed annuity companies want to keep their safe harbor under the Harkin amendment, Heinrich pointed out. Harkin is the section of the Dodd-Frank Act of 2010 that ensures fixed annuities that meet certain requirements (including suitability) will be regulated as insurance products, not as securities.

……

1 agent last week, don't you need help?

We can help:

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

Sometime just a little adjustment is all you need; sometimes just knowing where to find specific information is all you need. We can help!

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

Sales and Marketing Topic:

http://www.annuity.com/videos/

And for Retire Village members, there is no 888 number on the video so the response will come back to you.

http://ral.retirevillage.com/videos2

4 videos are completed and available to **Retire Village** members as well as any member of this crew in good standing….we have 11 additional videos planned on a wide assortment of topics. These

videos will help you grow your business and build better relationships with your clients and prospects.

The video above will be used in your upcoming drip on **Retire Village.**

I found this article and it makes great sense to me, I have marked highlights and my comments in **red** for you. The day of lax suitability is over, we need to embrace this and make it part of our standard business practice.

Toward a Workable Fiduciary Standard for Brokers: The 7 Questions

Part of the current conversation about a fiduciary standard for brokers revolves around whether brokers can act in the **best interests** of their clients within a brokerage environment. Although many brokerage firms are very good at creating substantial financial incentives to sell excessively expensive and/or unnecessary products (as in the above example), and creating very reasonable sounding rationales for doing so ("suitability," for instance), I still believe that some brokers can—and do—buck the system and act in the best interests of their clients.

But **how are clients to know** whether their broker is really acting in their best interest when he/she doesn't have a legal responsibility to do so (at least not at all times)? And should the SEC step up and actually establish a fiduciary standard for brokers, how will they, FINRA or a third-party credentialing organization (such as the CFP Board) determine whether brokers are meeting that standard?

The Seven Questions

Has the broker or advisor/adviser **recommended** any of the following:

1. **Investment vehicles other than low cost ETFs or indexed funds?** Now, before your blood pressure tops out, I agree that managed funds often have a place in a well-diversified portfolio. But because there are some many good low-cost alternatives today, and the cost differential is so great, it should be incumbent upon the advisor to document why a higher-cost choice was made. The answer might be as simple as "the client requested this fund," or "there was no index for this asset class," etc. But to satisfy the duty to minimize client costs, there has to be a reason. **(Eventually, we will need to defend ourselves**

about our recommendations of an FIA, pros and cons, the secret is a solid, accurate fact finder…..BB)

2. **Retirement products other than IRAs or 401ks?**
   Yes, I'm talking about annuities and/or whole life policies. I think most advisors agree that there are circumstances under which these products make financial sense. Yet their costs and loads are so high compared to other available solutions that they should be among the last resorts, not the first choice. Which means there should be a good reason for using them, rather than the alternatives. **(Of course this is referring to tax deferred annuities, variable and FIA….BB)**

3. **Investments proprietary to their employer BD or its affiliates?**
   I trust this doesn't require much explanation. In my experience, proprietary products tend to be more expensive than third-party alternatives. And even if they aren't, there's the obvious conflict of interest. I'm not saying brokers should or shouldn't recommend them: only that if they do, they should have a really good reason why it is in the client's best interest. **(common sense here….BB)**

4. **Investment products or insurance products upon which they or their BD receives remuneration from the product manufacturer or distributor?**
   Again, this is a question of **conflict of interest**. To overcome those conflicts the broker should have a very good reason why this investment is, indeed, in the client's best interest.

5. **Any loan vehicles or borrowing accounts?**
   I don't think I need to explain why having clients borrow to invest in commission-generating products creates a few conflicts. Not saying it isn't a good idea in some cases, but the onus should be on the broker. **(One large concern that will loom larger as they become more popular, using a IUL as a retirement vehicle where funds are accessed via a policy loan….BB)**

6. **Lower than industry-standard cash positions in client portfolios?**
   Last time I checked, professional financial planners were recommending at least six months of household overhead to be held in cash, for emergencies. You can quibble over how much and for how long, but the point is that sound financial advice includes a contingency cash fund. This creates an obvious conflict with both brokers and RIAs who manage assets for a fee, which requires an explanation if the fund is too low. **(Once again it is a suitability issue and always will eb, fact finding is the key….BB)**

7. **Excessive turnover in client portfolios?**
   This seems like a no-brainer, especially as it's a FINRA red flag as well. **(As well as it should be, but how about a surrender penalty covered by a bonus on the new annuity in a replacement? Is that not turnover?….BB)**

Armed with the answers to these questions, any client (and/or regulator) should be able

Fiduciary Rule might affect annuities

http://insurancenewsnet.com/innarticle/2015/05/04/fiduciary-rule-to-affect-fixed-annuities-credit-suisse-says-a-618132.html

Senator Warren is at it again: "Reasonable compensation will be under the microscope with FIAs as the selling practices are less known since the products do not require a prospectus outlining commissions."

Here is the part that requires good fact finding, record keeping and a wide eye towards the list of **7** above:

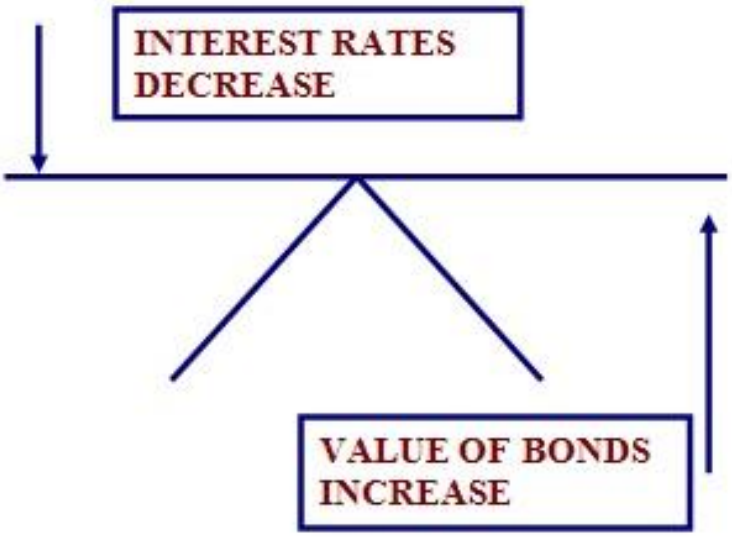
The proposal does not require FIAs to undergo the same compliance procedures and the fiduciary contract that VAs do, but they would both be subjected to the new **"Impartial Conduct Standards"** in the rule.

I wrote the following article because of a question from an agent attempting to explain how the relationship between "general" interest rates and the value of bonds to his client. Maybe my chart might help. I have used this chart for years to explain the relationship between interest rates and bond, it is simple and easy to understand.....BB

Bonds are Debt Instruments

"Direct Relationship to Interest Rates"

- When Interest Rates Increase, the Value of Bonds Decrease.
- When Interest Rates Decrease, the Value of Bonds Increase.



If Interest Rates Rise, What Happens to Bonds And Annuities?

By Bill Broich

Will bond investors soon suffer major losses if financial experts are right? Many experts such as Bill Gross and other soothsayers have warned of an oncoming bond bubble. While it has yet to happen, the threat remains very much and needs to be considered anytime retirement planning is the topic. The threat of course is the value of existing bonds being worth less if general interest rates were to rise and if sold on the open market, prior to maturity.

Quality bonds certainly have a place in a portfolio and yet many investors who depend on this money for safety and security have their deposits moving elsewhere, such as into guaranteed annuities. Will the Federal Reserve raise interest rates, **YES; the question that needs to answer is when?** Obviously the Federal Reserve will be motivated to increase interest rates; the timing of such a raise is the unknown factor. If the economy remains at just a moderate health, the need to explore risk will remain enticing. That desire is of course what keeps the stock market buoyant and flourishing. Once interest rates begin to climb, removing risk and jumping back into interest bearing accounts becomes almost a guarantee for many investors.

If you are a bond investor, what choice do you make, long, short of the safety of a bond mutual fund? Bond funds offer a wider chance of removing volatility, but the bond fund owner is faced with fees, expenses and often commissions. Does it make sense to give away a percentage of your bond portfolio in fees? A bond fund owner needs to know the duration of the bond portfolio, research companies such as Morningstar will list them. This will provide the bond fund owner with an idea on how much the price could move up or down. Duration of a long bond could be 8 or 9 meaning for every 1% interest rate rise the bond price (NAV) would fall by 8-9% or increase in falling rate scenario.

Also, in an increasing interest rate scenario bond fund owners may be faced with a decline in their account values. Typically longer termed bonds will suffer more in declining value by higher rates. The other option is to take a shorter position in bonds but if interest rates actually begin a more than once increase, being short can have a dramatically negative affect. Experts agree and disagree; apparently it all depends on the perch you have landed on. One well used compromise is to outsource your bond portfolio to an insurance company by owning a fixed interest rate annuity. It still is bond based but the principal is fully guaranteed, regardless of where interest rates decide to drift.

Just a simple rate movement over time of 3% (3.25% discount rate) would reduce the actual value of all inforce US Treasuries by as much as 40% of their market value. Think what would happen if interest rates went even higher? Disaster would loom and trillions of dollars would evaporate if these assets were liquidated. Of course there

would be a winner, the US Taxpayer, treasuries would be replaced with a higher earning interest rate bond, but at a far less value a third of its market value of the original bond.

Bonds still belong in most portfolios, but it really depends. In an increasing stock market buying a 20 year (or shorter) bond paying low interest might seem silly. Financial advisors will still recommend bonds as a way to balance a portfolio, but examine what balance really means to you as an individual. What is the real purpose of the money, safety, growth, income? There is no one size fits all when it comes to designing a portfolio. We are all individual and our goals and needs are never the same.

The big picture and overall planning for most people seeking bond returns and perceived bond safety should also include annuities. Annuities are mostly bond backed but far different than buying a bond fund or individual bonds. Insurance companies look at a far larger window for owning bonds, 40 years to be exact.

Volatility control is far more important than growing or increasing yields in insurance company portfolios. Insurance companies buy 20 year bonds, so looking back over the past 20 years and forward today over the next 20 years give insurance companies a far greater opportunity to avoid bond exposure. This long period allows for maximum volatility control and makes it easier to position products for newer markets.

Annuities provide a far greater benefit than does buying bonds. Annuities allow for tax deferred growth, protection of principal (without having to buy outside insurance) and an opportunity to provide income for a long secure time period, even a lifetime.

Feel free to use the bond article in your off week drip on Retire Village....BB

Feel free to email me questions to put on Open MIC…bbroich@msn.com

Questions this week regarding dividends and estate planning, BTW…**Thanks for the questions**, they help all of us!

2 very good questions this week…these questions help all of us.

Q: Bill, can you explain to me what the **"exclusion ratio"** means?

A: (Investopedia) The portion of the return on investments that is income tax exempt. It represents a payback of initial investments rather than capital gains.

Read more: http://www.investopedia.com/terms/e/exclusionratio.asp#ixzz3ZwmA1erk
Follow us: @Investopedia on Twitter

Think of it this way, if you deposit **$50,000** into an annuity and it grows to **$100,000** (tax deferred) and you remove it over a 10 year period, in

rounded numbers it would be $10,000 a year for 10 year in payments, **$5,000** taxable (gain) and **$5,000** non-taxable (return of original investment).

When you ask for a SPIA quote or an annuitization quote, the company will show you the percentage of the "exclusion ratio".

Q: Bill, my prospect insists that a bank CD has more options than an annuity, can you please give us a short lesson on CDs?

A: A bank CD is normally FDIC insured, but not always. Here are examples of different CDs.

Bank Certificates Of Deposit

Certificates of Deposit are offered by Banks over a specified period of time with fixed or variable interest rates, depending on the time frame selected and amount invested.

The average consumer may not be aware of some more attractive CD terms as they are typically reserved for large investors and therefore offered to the bank's wealthiest clients. **Some types of CDs are not offered directly by an issuing bank but are made available through Financial Professionals licensed to sell the specific CD instrument in question.** That is why investigating the Certificate of Deposit alternatives with a Financial Professional is one of the most important fact-finding missions a conservative investor can engage in.

Traditional CDs: Traditional Certificates of Deposit are sold directly by **banks** to the general public. The purchaser agrees to hold their funds for a specified period of time with the bank in order to attain a fixed return on their investment when the time period ends, usually referred to as the Certificate's "Maturity Date."

Time periods vary from 3, 6, or 9 months to 1, 3, 5, and even 7 years, and longer time commitments on the part of the investor will typically be rewarded by higher interest

rates from the bank. These interest rates are generally higher than a savings account rate, but compared to non-FDIC insured investments they tend to be lower.

If the depositor wants to withdraw funds prior to the maturity date, penalties are generally applied and this is pretty much the only way you can lose principal with a traditional CD investment.

Brokered CDs: Brokered Certificates of Deposit are sold through **Securities Broker Dealers and Deposit Brokers** rather than directly through the issuing bank. Brokers purchase the CD from the issuing bank on the investor's behalf.

Brokered CDS will generally pay out at a higher rate and are more liquid, however even though they can easily be sold to another buyer prior to maturity, the full return on principal is only guaranteed if the brokered CD is held to maturity. If an investor needs to sell before the maturity date, rather than penalties they will be worrying about the value of the product on the open market, so premature sales could still eat into the principal.

The current market values of Brokered Certificates of Deposit are published monthly, so investors are easily able to compare their principal to the market value and calculate the effect of an early sale on their principal investment.

Typically, there is no certificate issued for Brokered CDs. They are bought and sold on a "book entry" basis, meaning that the broker holds the CD in a custodial account for the depositor, which is a standard practice in the securities industry. Many banks are moving into this process with their traditional CDs as well.

Market Linked, or Structured CDs: Market Linked Certificates of Deposit, also referred to as Structured Certificates of Deposit, are a **Brokered type of CD** offering the safety of **FDIC** insurance with more attractive interest rates than traditional CDs. They usually pay both a guaranteed interest rate and a variable interest rate, which is tied to a market vehicle such as stocks, bonds, commodities, or indices. Conservative investors find these very attractive investments as the FDIC insurance minimizes risk to principal and the higher interest potential greatly reduces risk to losses due to inflation.

Deposit Brokers have been selling Market Linked CDs (MLCDs) in the United States since **Chase Bank introduced them in 1987**, but they were designed for wealthier investors and were out of reach to average investors. While today's MLCDs are available for a minimum deposit of $1000.00, many brokers may require a higher account size.

In today's low-interest rate environment, Market Linked CDs have increased in popularity as they are designed to return 3 to 4 percent more than a Traditional Certificate of Deposit.

Bump-Up CDs: Bump-Up Certificates of Deposit offer a **lower initial interest** rate than traditional CDs to investors but provide them with a onetime option to "bump up" their rate if interest rates rise during the CD term.

Bump-Up Certificates of Deposit are great for those times when interest rates are rising and rates for CD investment could increase dramatically over the maturity period. The longer a maturity period is, even in a low interest rate climate like we are currently experiencing, the more attractive this type of CD becomes.

Step Rate CDs: Step Rate Certificates of Deposit are designed to **"step"** up or down to a predetermined rate at a certain point in the term of the CD based on specific circumstances.

There may be multiple step points established within the term of the CD, so the overall interest earned is an average of all the rates over the term of the CD. This type of system is a good compromise for banks and investors navigating extreme interest rate volatility – not appropriate in a stable or flat environment.

Callable CDs: Callable Certificates of Deposit are offered at higher than traditional rates to investors with the **bank retaining the option to "call"** the CD after a specified period of time.

If interest rates drop, banks will "call" the CD so they do not lose money on the deal, but they offer investors a premium interest rate for the privilege.

Zero Coupon CDs: Zero Coupon Certificates of Deposit, like a Zero Coupon Bond, makes no interest payments until the maturity date and are sold for a discount on their face value maturity date. For example, a $75,000 Certificate over a 7 year maturity rate may be purchased at a deep $50,000 discount on the face value. These Certificates are **usually brokered** so you will have to find a licensed professional to assist you.

And beware: your income may be taxed annually as it is earned even though you will not receive it until your maturity date. Also, these Certificates are often callable.

Agent Share:

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

Big Truck Partners

Did you know….Chad is within $6 million of becoming a lifetime $100,000,000 annuity producer?

WOW!!!!

Hello Partners,

Chad just landed a **$1.3 million case** and the client still has $800K in liquidity. He met with the client for the first time last week on Wednesday for about 1 ½ hours and then today for **4 ½ hours**.

The **lead came from radio** about an hour away from Chad's house. Here are some of the highlights:

1. The wife didn't want to listen to the broker while the husband and Chad were on the phone with him so **she offered to drive to the bank and get the signature guarantees done on her own**, which she did (awesome!).

2. Once all the paperwork was completed the wife told the husband, "**You just gave me the best Mother's Day gift I could ask for**" (double awesome!).

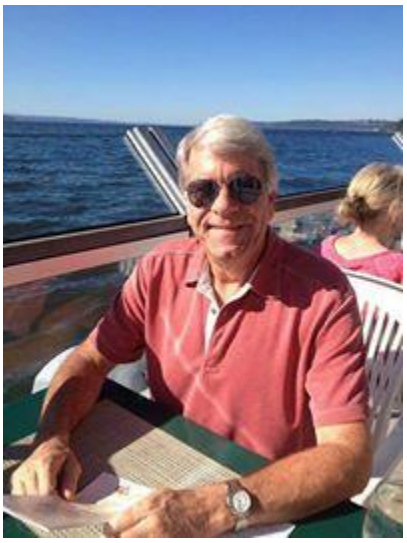
Do you think there is a possibility that **Chad sold safety and guarantees**, not product? Yah, no kidding!

Tell us about your big cases this year so we can share them with the team.

Thanks for the biz,

Anthony R. Owen

Product Information:



David Townsend

Annuity.com

Sales ideas for maximizing Social Security benefits, a video on creating income streams in unexpected places and more in this week's newsletter.

Phone: 253-381-2328

Week of May 11, 2015

View in Browser

Marketing Concepts

Maximizing Social Security

Purchasing a life insurance policy and utilizing loans or withdrawals could help many clients delay and increase their Social Security benefits due to delayed retirement credits. Consider this case study where one couple is able to increase their benefits by 8% per year utilizing a permanent life insurance product's cash value accumulation.

MORE

This can provide some great ideas for the best use of SS decisions....see below

INSIGHTS *from* ADVANCED MARKETS

AccordiaLife
A GLOBAL ATLANTIC COMPANY

Using Accordia Life's Survivorship Builder to Maximize Social Security

Matt and Alison, both 45, have done a good job of saving for retirement and their children's college education. They feel confident that their current retirement savings, future contributions and the growth in their accounts will meet their retirement income goal. They want to make Social Security a part of their retirement plan but want to delay benefits until age 70 to receive the maximum benefits possible. While they need life insurance for debt protection, income replacement and leaving a legacy to their children and grandchildren, Matt and Alison recognize the versatility life insurance can provide through access to cash value.

Matt and Alison's Social Security benefits will be reduced by 30% if they take benefits at age 62 rather than their Social Security full retirement age of 67. If Matt and Alison postpone taking benefits beyond their full retirement age, Social Security currently increases benefits by 8% per year until they start benefits up until age 70, thus increasing their retirement benefit by 24% over the amount they would have received at full retirement age. This results in their Social Security benefits being significantly higher than if they had started taking their benefits at age 62.

If they purchased a Survivorship Builder indexed survivorship universal life policy, at their current age, loans or withdrawals could help Matt and Alison supplement their retirement income between age 62, when they retire, and age 70, when their Social Security benefits will be increased due to delayed retirement credits.

Charitable Planning with Clients

Prudential's Charitable Planning marketing kit aggregates valuable content, offering insights to help uncover even more impact and how to measure achieving clients' personal giving goals.

MORE

Create Income Streams in Unexpected Places

The life insurance industry is in the midst of a rapidly growing trend that's changing the way people think about and use their life insurance as a part of their overall financial plan. This trend is Living Benefit Options, which can be used to turn an death benefit into a liquid pool of money that can be used for almost any reason.

MORE

Understanding How an IUL May Benefit Foreign Nationals

International clients face complex financial planning challenges. A U.S.-based Indexed Universal Life policy may help them plan for the future. This LifeHealthPro article is a great piece to explain how an IUL works and how it may be able to help.

MORE

Product Updates

Introducing Lincoln WealthAdvantage Indexed UL

Lincoln introduces the newest member in its indexed UL portfolio, Lincoln WealthAdvantage Indexed UL. Designed for clients with a conservative market outlook who want to balance guaranteed features and growth potential, Lincoln WealthAdvantage Indexed UL offers cost efficient death benefit protection with cash value when protection is the focus, and effective tax-advantaged growth potential with opportunities for tax-efficient income when cash value growth and distribution are the focus.

MORE

Using the Nationwide LTC Rider with Business Clients

Now that the Nationwide long-term care rider is available on select business life insurance products, you have a number of ways to use it and add value for your business clients, such as including the LTC rider on insurance-based retirement plans. This will let you help business owner clients invest more for their own retirement, potentially accumulate gains tax deferred and take tax-free income during retirement.

MORE

Underwriting Updates

Updated Reinsurance and Retention Limits for Symetra Classic UL and SUL-G

Update retention and automatic limits are now available for Symetra's Classic UL and SUL-G products. With these new limits, Symetra can provide even more underwriting flexibility and competitive positioning in the universal life space.

MORE

For Producer and Advisor Use Only. Not for Client Use.

The Short List:

Top 5 reasons to buy a fixed annuity

For financially conservative investors who want to build and protect their assets, fixed annuities are a great option. With many investors scarred from losing money in the recent economic downturn, clients are interested in a vehicle that has a guaranteed minimum rate of return. That is one of the reasons why the fixed annuities industry [...] The post Top 5 reasons to buy a fixed annuity (http://www.looktowink.com/2015/05/filed-underannuities-fixed-indexed-top-5-reasons-to-buy-a-fixed-annuity/) appeared first on Wink (http://www.looktowink.com) .

Great American Launches New Death Benefit Rider to Complete Rider Portfolio

CINCINNATI–(BUSINESS WIRE)–Great American has expanded its product offerings to include an optional death benefit rider with its newest fixed-indexed annuity, the American Custom 10SM. The Legacy Income OptionSM rider, offering consumers the ability to receive income while preserving their legacy, is now exclusively available with the American Custom 10. The annuity product is designed to [...] The post Great American Launches New Death Benefit Rider to Complete Rider Portfolio (http://www.looktowink.com/2015/05/great-american-launches-new-death-benefit-rider-to-complete-rider-portfolio/) appeared first on Wink (http://www.looktowink.com) .

AALU speaker: Watch for these 15 changes come 2020

By 2020, most life insurance and financial service professionals will belong to multigenerational professional insurance services firms. Wearable devices like smart watches will enable carriers to provide continuous underwriting and adjust premiums

accordingly. Advisors and client prospects will also more easily locate each other through social media networks. Click Here to read article The post AALU speaker: Watch for these 15 changes come 2020 (http://www.looktowink.com/2015/05/aalu-speaker-watch-for-these-15-changes-come-2020/) appeared first on Wink (http://www.looktowink.com)

Fiduciary Proposal The Latest Hot Topic Among Insurers

With the initial batch of first-quarter earnings from life insurance companies now part of the record, the Department of Labor's (DOL's) new fiduciary proposal has supplanted interest rates as the hot topic among life insurance company executives. In opening remarks and in response to questions from equities analysts, the executives said they were looking closely [...] The post Fiduciary Proposal The Latest Hot Topic Among Insurers (http://www.looktowink.com/2015/05/fiduciary-proposal-the-latest-hot-topic-among-insurers/) appeared first on Wink (http://www.looktowink.com) .

How to sell insurance to women

Prudential Financial's recently released "Financial Experience & Behaviors Among Women: 2014-2015 Prudential Research Study" focused on women's attitudes and behaviors toward money and financial goals. The study found that although women are assuming greater overall control of their family finances, they are not any more confident about their financial preparedness than they were 10 years [...] The post How to sell insurance to women (http://www.looktowink.com/2015/05/how-to-sell-insurance-to-women/) appeared first on Wink (http://www.looktowink.com) .

Advisers ramp up efforts to create tax-conscious retirement withdrawal strategies

Money saved here can go toward extending the life of clients' nest eggs Tax considerations are becoming a larger piece of the retirement income puzzle for clients, requiring advisers to work with accountants to create tax-conscious withdrawal strategies. When President Barack Obama signed the American Taxpayer Relief Act into law at the beginning of [...] The post Advisers ramp up efforts to create tax-conscious retirement withdrawal strategies (http://www.looktowink.com/2015/05/advisers-ramp-up-efforts-to-create-tax-conscious-retirement-withdrawal-strategies/) appeared first on Wink (http://www.looktowink.com) .

Record number bump up 401(k) contributions

A record 23 percent of participants in Fidelity-provided 401(k) plans increased their contribution rates in the first quarter of 2015, according to the company's Quarterly Retirement Snapshot. The good news for the 13.5 million participants in Fidelity plans did not stop there. The average account balance was $91,800, up 3.6 percent from a year ago, [...] The post Record number bump up 401(k) contributions (http://www.looktowink.com/2015/04/record-number-bump-up-401k-contributions/) appeared first on Wink (http://www.looktowink.com) .

Pacific Life Releases Guides To Social Selling

Pacific Life, mindful of the growing value that social media networks bring to the sales process, has launched a series of resources and white papers to help financial advisors capture and master the power of social networks. The resources are aimed at beginners as well as financial professional who consider themselves expert at using social [...] The post Pacific Life Releases Guides To Social Selling (http://www.looktowink.com/2015/04/pacific-life-releases-guides-to-social-selling/) appeared first on Wink (http://www.looktowink.com) .

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:

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

I obtain information from many sources, print, internet, agent gossip and other media. I always try and provide the original source or the link but my note taking habitually is lacking.

Much of the content on Open MIC is written by me and is my personal opinion. You should never consider that I am an authority or expert on anything. Always consult professionals who are licensed to give correct advice regarding taxes and securities and other topics of great importance.

I probably know more than the average agent when it comes to marketing annuities and am fully licensed as an insurance salesman. I sell state approved annuity products provided by licensed insurance companies.

I am also NOT an economist by license, only by hobby. If you decide to make decisions based on my particular view of the world, you should get it verified by licensed professionals or get your head examined.

Open MIC is and was created for the entertainment of our agents, family, friends, guests, industry spies and me. Be careful with the information contained in Open MIC and always get advice from licensed professionals. You never know, sometimes I might make something up....so always verify!

Also, the information I create myself and used in Open MIC is free; I assert no copyright or literary rights. Copy away.

Our competitors will copy Open MIC anyway so I might just as well give it away, saves so much mental anguish and sleepless nights.

More Legal Stuff...

Be responsible... we cannot know your individual situation, always do your own due diligence before responding to any offer or investing any money.

I can't accept responsibility for the profitability or legality of any published articles or opinions published in Open MIC. Nothing in these Open MIC

notes should be considered personalized advice. Although I may answer your general questions, I am not licensed under securities laws to address your particular situation. No communication by me to you should be deemed as personalized advice.

And, although all of the articles have been selected for their content, however in the interests of balanced reporting we often publish articles we may not agree with, the publishing of such articles within Open MIC notes does NOT constitute a recommendation of the products or services mentioned or advertised within those articles. Boise State did play in the Fiesta Bowl and end 12-2...another fabulous year.

Did you know that since 2000, Boise State is 92-4 at home?

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...