



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

Open MIC is open for anyone.

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

IF YOU WOULD LIKE TO FIND OUT MORE ABOUT US

CALL OR EMAIL

ANTHONY OWEN

888-74**AGENT** (24368)

tony@annuityagentsalliance.com

OR VISIT OUR WEBSITE



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Real Help From Real Agents.

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

We are agents too!



I had the privilege and honor of attending our *Memorial Day* service here in Calistoga a week ago. This picture says it all, thanks to all who have served.

My new favorite quote: "If you want to test your memory, try to recall what you were worrying about one year ago."



Occasionally, something crosses my desk that becomes significant to me and my chosen vocation. I would like to share it with you and maybe you will be able to visualize how ABSOLUTELY important it is to provide the products we do.

USA Today recently had an article about the state of those in retirement. For me it was an eye opener, a fact that has become more and more obvious as I look around my neighborhood.

During the winter, Phyllis and I live in Calistoga California, a wealthy and expensive community, at the northern end of Napa Valley. There is a joke here that every other person you meet is a Billionaire, who knows if that is true, but if the number of *Mercedes*, *BMW* and *Tesla* are an indication ... might be more truth than fiction.

Phyllis and I could never afford to live here as a second home had we not been lucky and found a little corner that made it all possible, a mobile home park. *Chateau Calistoga*, a community of 240 mobile homes.

Originally the Chateau was built in 1971 to provide lower income options to an expensive place. We have met so many wonderful people here, it has truly been worth it.

The other night I went to the *Home Owners Association* meeting and that is the reason I am sharing this editorial with you. At the meeting were 40-50 homeowners were discussing an upcoming rent increase planned for our

spaces. So many of them were living hand to mouth that an increase of \$28 a month might mean not being able to continue. In other words, many of these folks were living the low-income lifestyle. So many shared their financial issues, I began to think that life was bleak, but the more I listened, the more I realized this was reality.



Almost Half Of Americans Die Nearly Broke

Why am I sharing all this with you? Back to the *USA Today* article.

<https://www.usatoday.com/story/money/personalfinance/retirement/2017/06/02/almost-half-of-americans-die-nearly-broke/102312340/>

In a recent *GoBankingRates* study, **69%** of adults admitted to having less than \$1,000 in the bank, while 34% said they actually don't have any savings at all.

But apparently, this collective lack of savings doesn't get all that much better with age. A study by the *National Bureau of Economic Research* found not so long ago that almost half of Americans **die nearly broke**.

Of the general population, 46% of retirees die with savings of \$10,000 or less. But that number climbs to 57% among retirees who are single.

Now when we take other assets, like homes, into account, the picture gets a bit less bleak. Still, **57%** of single-adult households and **50%** of widowed households had **no housing equity** to show for when they died.

The problem is that dying nearly broke isn't just a matter of denying one's beneficiaries an inheritance. Rather, it points to a **frightening degree of financial vulnerability** during retirement. If seniors are passing without much in the way of assets, it means that in the years leading up to their death, they're ill equipped to handle a major unexpected expense, such as a significant medical bill. In fact, in that same *GoBankingRates* survey, only **37% of seniors 65 and older** claimed to have \$1,000 or more in the bank.

Think of how I felt sitting in this meeting knowing my business goal in life was to spread the word about annuities. How did we fail these people?

What is wrong with our sales system that we did not show them the power of our products?



The next time you can buy a lead no one else wants because of age or available investment amount, jump on it. It might be one of these wonderful (and real people) that live in a mobile home community.

My Point: Of course, what I mean is this: guarantees, safety, security and income that cannot ever be outlived becomes more and more paramount as we age.

Spread the word.

Last week I showed you Steve Kerby's wonderful sale from one of these leads....

He received this week a nice big JUICY strong referral from the client.

\$11.... think of that.

Here is an example of the auction leads: Sign up!

Or....would you buy this one?

Auction Started	June 6th, 2017 - 12:30 pm
Auction Ends	June 7th, 2017 - 12:30 pm
Open Bid Price	\$39
Name	Not Displayed
Telephone	Not Displayed
City, State	Anchorage, AK
Year of Birth	1955 (62 years old)
Savings	\$25,000 to \$50,000
Notes from our Call	
Lead ID	156265

It is NOT scrubbed, probably not a good idea to buy...right?

That level of thinking will cost you sales.

Buy all the leads you can get!



Heads Up!

Update: Wells Fargo Medallion Guarantees

It appears to be accurate, 2 more agents reported similar nonsense from Wells Fargo. Prepare your clients for this, let them know that there may be more paperwork and they may need to go to the bank (go with them).

Please report any other Wells issues.

BB

As you know, getting a Medallion Signature Guarantee is needed for most brokerage transfers. Recently, Wells Fargo (and possibly Chase) have made clients come the bank to sign the forms and have not accepted Medallion guarantees.

If this has happened, please share. WE have two situations where this did occur.



BTW: Yield on 10 year US Treasury just fell to **2.15%**



CENTER *for*
RETIREMENT
RESEARCH
at BOSTON COLLEGE

How Much Long-Term Care Do Adult Children Provide?

by [Gal Wettstein](#) and [Alice Zulkarnain](#)

IB#17-11

The *brief's* key findings are:

- As people age and their health deteriorates, they begin to need more help with daily activities.
- While many formal long-term care services are available, cost concerns and personal preferences lead many to rely on informal care from adult children.
- At any given point, **6 percent** of adult children serve as caregivers, and **17 percent** will take on this role at some point in their lives.
- Those who do provide care devote an average of **77 hours per month**, which can take a toll on both the finances and health of the caregiver.
- The caregiving burden on adult children is likely to become a bigger concern as baby boomers move into their 80s.

DOWNLOAD FULL BRIEF HERE: [CLICK](#)



Most of us are too afraid to run our business properly, In the next few, I will show you exactly what I mean. Follow my path and grab control over your business. This is a complete “*How To Do It*” course in client management. BTW, there is no cost or expense for agents using this approach.

Be the Boss, demand respect for your profession, from your clients.



DOL Fiduciary Rule: Acosta makes it clear that revisions are coming : OPINION

We were pleased to read Labor Secretary Alexander Acosta's emphasis on sticking to the rule of law when it comes to deregulation in his Wall Street Journal op-ed last Monday. Though his decision not to further delay the June 9 [...]

I spoke to 2 different providers of E&O....NAPA and Gallagher....both said there was no increase in premiums planned currently...wait and see....BB

The link below is very detail oriented, it will give you almost any scenario, that being said, I still feel this is a long way from being over. ...BB

DOL Fiduciary Rule Coverage Alert



Dear

On June 9, 2017, the new DOL Fiduciary Rule goes into effect.

You can rest easy knowing that **your NAPA E&O Insurance includes coverage for the DOL Fiduciary Rule changes.**

As a reminder, the DOL Fiduciary Rule may impact everyone differently. The most wide sweeping changes require that you:

- Provide advice that is prudent, meeting a professional standard of care;
- Operate in the best interest of the client rather than any competing interest of the advisor or financial institution;
- Charge no more than reasonable compensation; and
- Make no misleading statements about the investment transaction, compensation, and conflicts of interest.

[Download a DOL Fiduciary Rule Overview](#)

Sincerely,

NAPA Benefit Services



Jim Grazioli spoke to **NAPA** and his emails are below. I also spoke to them, they supplied me with the DOL presentation above.

What I did learn is this: for now, there will be no increase in premiums for Errors and Omissions. The companies will wait and see exactly how their claim rates are affected. Once those numbers are evaluated, a decision will be made.

What I did not know (thank you Jim) was about the **insolvency endorsement**, apparently, there is an escape hatch for the insurance company if insolvency becomes an issue. I personally have no fear of this, however, isn't it interesting that an insurance company would have such a clause?

Dear James Grazioli,

Thank you for contacting us. Please see below.

Q: Am I covered for Annuity sales if I write a B++ Very Good AmBest Rated Company, or I am only covered fully with A- or higher Excellent rated companies.

A: You are covered for annuities sales for all carriers regardless of their rating. The only time the rating comes into play is if that carrier goes **insolvent**. At which case, they would have needed to be rated as an A- or better at the time the product was sold if a claim were to arise. Please don't hesitate to contact us with any further questions. Thank you!

Sincerely,

Kristina Nestlerode

NAPA Customer Service Representative

phone: 1-800-593-7657 fax: 800-411-4771

Kristina_Nestlerode@napa-benefits.org

www.napa-benefits.org



Thank you for speaking with me today. As per your request, I have provided the link to review the Great American Insurance Group Errors & Omissions Insurance Program Master Policy Document that corresponds to your policy certificate of insurance:

https://www.napa-benefits.org/assets/pdf/policy/gaig/lh-eo/gaig-lh-eo-01-01-2017_01-01-2018.pdf

Insolvency Endorsement is on page 26/53. Please contact us back if you have questions or need additional assistance. Best regards,

Jonathan Decker

NAPA Customer Service Representative

www.napa-benefits.org



Insolvency Exclusion

In consideration of the premium charged, it is hereby understood and agreed that Section XX. EXCLUSIONS, Exclusion J. Insolvency is deleted in its entirety and the following new Exclusion is added:

The Insurer shall not be liable to pay any Loss, other than Defense Costs in connection with any Claim based upon, directly or indirectly arising out of, or in any way involving the **insolvency, receivership, conservatorship, liquidation, bankruptcy or inability to pay of a natural person, entity, benefit plan, insurance company, managed health care organization, reinsurer, risk retention group or captive (or any self insurance plan or trust by whatsoever name), or limited partnership in which the Insured has placed business or obtained insurance coverage, or placed or recommended placement of the funds of a Client, provided that such Claim arises from the Insured's placement of coverage with any insurance company with an A.M. Best rating of "A-" or better rating at the time of placement;**

The Insurer's liability for such Defense Costs shall be limited to the following:

\$250,000 per Claim/\$500,000 Aggregate per Insured/ \$500,000 Total Policy Aggregate;

the Insurer shall not pay any Loss, including Defense Costs once the aforementioned limits have been exhausted through payment of Defense Costs.



Q: Bill, what exactly are junk bonds? Why would anyone buy anything called junk?

A: Think of it this way, if I offered you 25% interest if you loan me money, would you consider it? 25% is a lot so what is the risk? The risk is I may not be able to repay the money. The higher the risk, the greater the reward....correct?

Now think of interest bearing vehicles, Banks, bonds, annuities, US Treasury notes. All offer a return on investment, but how is the interest determined?

It is determined by the market demand and risk.

Junk Bonds used to be called “**Corporate High Yield**” because the bonds in that category are often the riskier ones and therefore they will offer the highest interest.

Think of these bonds as “High Yield Junk Bonds”

A **junk bond** refers to **high-yield** or **noninvestment-grade bonds**. **Junk bonds** are fixed-income instruments that carry a credit rating of BB or lower by Standard & Poor's, or Ba or below by Moody's Investors Service. **Junk bonds** are so called because of their higher default risk in relation to investment-grade **bonds**.
www.investopedia.com

Here is more info: <http://finance.zacks.com/advantages-disadvantages-junk-bonds-leverage-9066.html>

Q: Last week we had a question regarding “*Closed End Mutual Funds*”.....here is much more.

<http://www.finra.org/investors/alerts/closed-end-fund-distributions-where-money-coming>

Use this power piece from FINRA to help you compete against them. The more you know about what is being sold, the more sales you will make. Knowledge is key.

Here is a key point to learn, how are they bought and how are they sold?

Are the shares trading at a **premium or discount** to NAV? While you may not be able to determine why a closed-end fund's shares are trading at a premium or discount to NAV, be sure to find out—from the closed-end fund's website or exchange where it is listed—how the price **you are paying compares to the fund's inherent value**. This fact is important to know because it will affect your total return.



[View in Web Browser](#)

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Annuity.com

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Email Me

View Website

Consumer Study: Understanding LTC Buyers

Understanding your client's needs can help you be successful. To help with your success, Mutual of Omaha created the Hearts & Minds brochure to help you find the right people to talk to. In the Hearts & Minds brochure you will find a profile of the typical LTCi buyer, what life events can trigger a purchase and how customers educate themselves on LTCi. The research is a combination of their LTCi policyholders as well as people who own policies from other companies. They also conducted focus groups made up of long-term care buyers and non-buyers. Understanding what your client's needs and concerns are will help you provide the right solution for them. [Learn more.](#)



Life Gets Easier This Summer: Variable Tools to Heat Up Your Sales

When your clients value cost-effectiveness, guarantees, and cash accumulation potential, Variable Universal Life (VUL) can be a great choice. And Pru is the carrier they and you want for those variable products. Check out [these new tools](#) which help make it easier to build your variable business.



Do Baby Boomers Need Annuities?

As more and more baby boomers are closing in on retirement, they're looking to you to help them navigate the financial challenges. Consider offering fixed annuities to give flexibility and reliability to their portfolio of assets. We've come up with [reasons annuities could be a good fit for your clients](#)



Show Them, Don't Tell Them

This simple "family tree" worksheet is a conversation trigger because it shows clients how, through a very personal lens, chronic illnesses may be present in their family histories. [Download It Now.](#)



DOL Training Seminar

DOL fiduciary regulatory changes take effect June 9th – are you ready? Our [“DOL Fiduciary Rule and You” online course](#), offered exclusively by AIG, provides a good working knowledge of what the DOL ruling is, and how it will affect the way you do business moving forward. DOL 101. *You must first register for AIG Campus in order to access DOL training. [2 minute video on AIG Campus.](#) [AIG Campus Quick Guide.](#)



Tips for Selling DI - Young Couples

Young couples who are entering the workforce, buying their first home and starting families need income protection. Individuals in this age group have a lifetime of earning potential ahead of them. Their lifestyle and long-term financial plans depend on income protection. An illness or injury that keeps them from working can quickly impact other assets such as savings and retirement funds. Disability Income Insurance is a great way to protect their income. For more information on selling to this group, [click here.](#)



June 5th, 2017

THIS WEEK'S ANNUITY CARRIER NEWS

American Equity

Rates are **decreasing** at American Equity on June 9th for the following products: **Choice Series, Traditions Gold and MYGA**. Please click [here](#) to see the Field Update for more details and current rates. To get the old rates the applications must be in to American Equity no later than Thursday June 8th at 4:45 CT. No exceptions will be made for extensions.

Legacy

Legacy has recently increased rates on some of the Americo and F&G products. For an example the LibertyMark SE now has a 2 year S&P 500 PTP with 92% participation and no cap. For current rates please click [here](#).

Lincoln Financial Group

Lincoln is increasing rates on the New Directions and Optiblend products. Please [click here](#) for the updated rate chart.

North American

North American has announced rates changes effective June 9th on the Charter Plus, RetireChoice and Performance Choice products. The 5-Year Guarantee Choice II is also changing. Click [here](#) for the updated rate sheet.

Pacific Life

Pacific Life is decreasing rates on the Pacific Index Dimensions product. Please [click here](#) for the updated rate chart.

PLEASE NOTE: Many of our team members are out of the office this week for **First Annuity's Top Advisors Summit in Maui**. If you need to reach your Marketer, please call our office and leave a voice message for them or send an email so they can reply to you at their earliest convenience. Thank you!

ONGOING ANNUITY CARRIER NEWS

Allianz Life

In Lieu of the Department of Labor (DOL) fiduciary rule being set to take effect 06/09/17, Allianz Life will be making changes to agent compensation. Effective June 8th, Allianz will discontinue the 2017 agent bonus compensation program. In addition, changing agent base compensation on Preferred fixed index annuity products. Please click [here](#) for addition details.



Wink, Inc. Releases 1st Quarter, 2017 Non-Variable Deferred Annuity Sales Results

— FOR IMMEDIATE DISTRIBUTION — NEWS RELEASE MAJORITY OF INDEXED ANNUITY COMPANIES STRUGGLE WITH FIRST QUARTER SALES Wink, Inc. Releases 1st Quarter, 2017 Non-Variable Deferred Annuity Sales Results Pleasant Hill, Iowa. May 24, 2017– Wink's Sales & Market Report, [...]

Indexed Annuity Sales Fall 14%: Wink

All of the uncertainty surrounding the U.S. Department of Labor's fiduciary rule hit sales of indexed annuities and annuities with multi-year rate guarantees hard in the first quarter, according to Wink's Sales & Market report. Indexed annuities accounted for about [...]

Women & Life Insurance

Women today are more highly educated and financially empowered than ever before, but evidence suggests that their financial planning needs are not being met. In fact, multiple studies indicate that women, more so than their male counterparts, are unhappy with [...]

U.S. Firm Agrees to Acquire Fidelity & Guaranty Life

CF Corp., an investment firm based in the Cayman Islands, has agreed to acquire Fidelity & Guaranty Life, a midsize issuer of life insurance and indexed annuity products, for \$31.10 per share in cash. The total value of the deal could be about [...]

How mid-career women could reshape the advisory industry

Five top firms will launch tailored internships this fall under a CFP Board pilot program aimed at hiring former professionals from the financial services and other fields. It's the latest effort to improve what can only be called dismal statistics. [...]

10 fiduciary facts advisers need to know now

Advisers snapped to attention when Secretary of Labor Alexander Acosta said in a surprise commentary in The Wall Street Journal that the Department of Labor would not further delay the first stage of the fiduciary rule's implementation. The Labor Department [...]

Why Dr. Phil Can Sell More Insurance Than Warren Buffett

If Dr. Phil and Warren Buffett were trying to sell you a financial product, which one of those two people would you be most likely to buy from? This is actually rhetorical for you, the financial professional, because I already [...]

Allianz Life introduces new index variable annuity products

Allianz Life Insurance Company of North America has introduced two new index variable annuity (IVA) products, which will offer several ways to benefit from the balance of performance potential and level of protection. The new products, Allianz Index Advantage ADVSM [...]

FIA Riders Reach Inflection Point

With annuity sales forecast to drop across the board by up to 10 percent this year, pickings for advisors may be rather slim indeed. But an important shift away from annuities with guaranteed living benefits (GLBs) signals that advisors are [...]



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.

Annuity.com Insurance Products & Sales Tools



Annuity Search and Comparisons



Term Life Quotes and Comparisons



Forms Search for Life Insurance



Product Information for Life Insurance



Disclaimer:

David Townsend and I own Annuity.com, but we have a lot of marketing friends, friends that you might be better off if you knew them. Sherilyn Orr at *Retire Village* and *Infofuel*, Anthony Owen at *Annuity Agents Alliance*, Kevin and Allison at *Financialize*, Carl, Darin, Tom and all the crew at *First Annuity*....and many more.

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Did you know that since 2000, Boise State is 103-6 at home? In the past 10 years, Boise State is the winningest football team in division 1. 137 wins.

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