



*.....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](mailto: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!**



Jed, Kelly, Al, Lisa, Remy, Anthony, Dave, Kathy...Chad and Leilani just out of pic.

Top performers at the Top 20 Agent Conference in Hawaii. Many others were there that are not included in this Pic.





**My new favorite quote:** *“Keeping leads warm leads to future sales!”* (BB)

## **Census Bureau Starts New Annuity Data Stream**

**Everything you ever wanted to know about annuities:**  
<http://www.thinkadvisor.com/2017/06/01/census-bureau-starts-new-annuity-data-stream>

**Such as:** Only 4.6% of U.S. households told census takers they had annuities or trusts in 2013, but those households had an average of \$180,271 in annuity and trust assets each.

Feel free to have a look, **no copyright** is reserved.





**Aubrey Smith** at *American Equity* home office went above and beyond to help us in a case, a real pro. Aubrey is an example of the high quality of AE and their fine crew. Thank You!



Here is a tip that will set you apart from other agents with those who have a direct connection to your income: Home Office Marketers and support staff.

When you get an annuity issued, drop a hand-written note to the marketing department, if you have a specific name include it. **DO NOT use email!**

### **Why?**

Handwritten notes are pinned here:



You will be remembered AND that marketer who helped you, if you named him/her in your note, they will be congratulated by a supervisor.

Guess who will be getting extra attention?

**YOU!**



I believe the DOL Fiduciary Rule will be rescinded, watered down or deleted. The fact remains, that it has already done its damage.....or has it?

I was raised in this business as a Northwestern Mutual (NML) agent. Since the 1970s NML has practiced their own version of the “*Fiduciary Rule*.”

They have done so by creating a sales process based on **Fact Finding**, finding the problems and learning the goals of a prospect, recommending a solution and putting in place years of backing up those recommendations with quality products and service.

Isn't that what we are now trying to accomplish with the new DOL rule? Yes, except one thing, the DOL does it by fear of litigation. And setting rules in the “one size fits all” category. Human Beings and their plans are not all black/white, we must look deeper.

On top of that, being included with those that sell securities, that is very hard to swallow. We sell guarantees, they sell risk and reward.

In many ways, the DOL *Fiduciary Rule* will help agents such as in our group. Why? Because we do things right, we are fact finder based, we sell on need and not BS, we are NOT product pushers.

Who will be gleaned out?

Many banks will leave, broker dealers will slim down their offerings, many agents that are looking for the next sale and not acting professional, and those who love to **write and roll** product.

Good riddance to them.

Those left standing will be those who do things right, who keep records, who put the client first, who take careful fact finders learning how prospects feel, who actually **BUY** what they sell.

Dave Martinez and I will be discussing what happens now that June 9<sup>th</sup> has passed.



## Dave Martinez

Since 1993, Dave has brought value to advisors by combining quality life and annuity products with excellent marketing solutions and personal sales coaching. He thrives on building long-lasting business relationships that bring measurable value and growth to advisors' practices.

The Open MIC notes have two pdf, I suggest you open them and see all the details. Below are some of the points.

**See attached PDF for complete info, the actual Fact Finder that we personally use is in the PDF....BB**

### **THE GOOD NEWS:**

- **40% of your competition may disappear.**

Many banks, broker dealers, etc. are deciding they don't want to deal with this. Large institutions will that must take on Fiduciary risk are going to move towards a "robo-advisor" model. This will leave millions of clients without any personal attention to their financial planning.

- **You are now a Fiduciary.** You can market that by telling your client "I must operate in your best interest".
- **No more ads saying "I Hate Annuities"**. I am being told that ads that give specific product advice like "I hate" or "Don't buy" annuities will be illegal. This is

just an interpretation from lawyers at this point but if it is true that will be a very good thing.

**PROCESS FOR INSURANCE LICENSE ONLY PRODUCERS:** Insurance license only producers must comply with PTE 84-24 requirements.

1. **NEW APPLICATIONS:** Do not use any applications that you downloaded from carrier websites prior to 6/9/17. Download all new application paperwork on June 9<sup>th</sup>. New Fiduciary disclosures will be included on June 9<sup>th</sup>.
2. **E&O:** Your current E&O may or may not cover Fiduciary liability. If you are with NAPA I am being told they cover it but with other carriers you will have to verify. Only use E&O that covers Fiduciary liability.
3. **FULL AND COMPREHENSIVE FACT FINDER:** As a Fiduciary you may be liable if you offered financial advice on retirement strategies but did not do a full fact finder or failed to evaluate and offer LTC and/or life insurance. You must fully document a needs based analysis process and provide proof that you evaluated LTC and life insurance needs. (A disclosure that you referred your client to another financial professional for LTC and/or life insurance needs should be sufficient if you don't want to work with those products) A sample fact finder has been included for you to use or modify.
4. **PTE 84-24 DISCLOSURE:** Disclosure must be dated and signed by client and be kept on file in addition to all other records for 6 years. (Generic sample attached)
  - a. Must disclose all compensation including potential compensation.
  - b. Must disclose you are acting in the best interest of the client as a Fiduciary.
  - c. Statements about the transaction, fees, compensation, or other material conflicts of interest must not be misleading.
5. **TRAINING:** No training is required but optional training is available and recommended.

a. [View the DOL Fiduciary Rule training from RegEd/IRI](#)

b. [View the DOL Fiduciary Rule training from LIMRA](#)

**PROCESS FOR SECURITIES LICENSED PRODUCERS:** Securities licensed producers must comply with BIC requirements. Contact your RIA and/or your Broker Dealer for compliance standards. **Just a reminder, if your Broker Dealer or RIA is not on top of this or is restricting your annuity business you need to change your partnerships.** It will only get worse! We have a Broker Dealer and RIA that is ready to help and give full authority to me to help you with your annuity business.

**WHAT IS IN DEVELOPMENT:**

- **E-APPLICATIONS:** Anybody that tells you they have an integrated e-application process that is fully functional and DOL compliant is being dishonest and trying to sell you something. We are currently looking at all options, AssessBest, FireLight E-App, Annuity Rate Watch, etc. and nobody has a fully integrated process yet. Our opinion is that once we do go live with an e-application process it must be able to create efficiencies through a one-time data entry process that can submit applications to carriers and be customizable to our needs. The major carriers must also be able to integrate the distribution process. The adaptation of this technology is just not there yet but we are diligently working on this. For now, a paper application process for DOL Fiduciary compliance will be necessary. You can use any e-application process that is being provided by the carrier directly.
- **INTEGRATED FACT FINDER / CASE DESIGN PROCESS:** I am in the finishing stages of launching a new DOL Compliance based fact finder that is integrated into income planning case design software. This fact finder will be concept selling based rather than just a place to gather information. Our Income Planning software is live in beta test. We are just finishing up some display enhancements. My hope is to have everything ready by the end of June.

**FINAL THOUGHTS:**

- **If you are thinking you can take a casual approach to this, think again!**

As I am sitting here in my conference talking about DOL compliance there are **conferences for attorneys in Chicago training lawyers how to sue Fiduciaries.**

**Think we are kidding? Top ERISA Law Firm:**

<http://www.wagnerlawgroup.com>

**Do things right:**

- **Fact finder**
- **Needs based**
- **Discovery letter**
- **Action letter**
- **Notes to the file,**
- **Records**

Annuity Agents Alliance accepts no liability, guarantee, or promise that any of the attached forms are adequate to comply with the DOL Fiduciary Rule. The agent is responsible use, keep, and maintain proper documents.

Let me know if you have any questions,

**Anthony R. Owen**

[Annuity Agents Alliance](#), Co-Founder

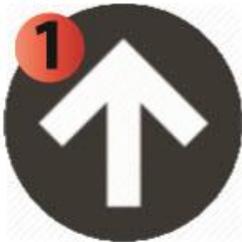
[Safe Money Radio Marketing](#), Co-Founder

[Annuity Innovation Systems, LLC](#), Co-Founder

[Annuity.com](#), Priority Access Lead Director

[Eagle Shadow Financial, LLC](#), President

# 4 Ways Your Qualified Annuity Sales Will Be Impacted After June 9, 2017



You are automatically elevated to a fiduciary.

*This means you are now legally and ethically bound to act in your clients' best interest.*



You must adhere to the Impartial Conduct Standards.

*To meet the standards you must:*

- *Work in the best interest of the client*
- *Charge no more than reasonable compensation*
- *Avoid misleading statements*



You must provide a disclosure to your clients per the PTE 84-24 Rule.

*This disclosure must contain:*

- *Fees and charges*
- *Any conflicts of interest*
- *Your compensation clearly stated*



You must have your client sign to acknowledge the receipt of the disclosure and retain that record for six (6) years.

# DOCUMENTS INCLUDED IN YOUR PRODUCER KIT

- 1** 

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**FACT FINDER:  
15 MINUTE PERSONAL MONEY MASTER**
- 2** 

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**STATEMENT OF RECOMMENDATION  
& DISCLOSURE**
- 3** 

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**PTE 84-24 DISCLOSURE AND  
ACKNOWLEDGMENT FORM  
FOR IRA ANNUITY PURCHASE**

### **Best Interest Questionnaire:**

**Please indicate one response from the selection below that best describes your risk tolerance for this asset:**

- I am NOT comfortable with potential loss of my principal due to market downturns, however, I would be comfortable with the ability to achieve some growth.
- I am comfortable with the potential loss of my principal in an exchange for the opportunity to achieve higher growth and the potential for greater returns.

**Of the statements below, please select the one that best describes your tolerance for risk and potential returns, specifically regarding this asset:**

- I wish to preserve and protect my principal from market downturns.
- I am seeking a stable, consistent rate of return over a specified duration.
- I am seeking a higher rate of return, regardless of the risk of losing my principal.

**Which of the following personal objectives are most important to you?**

- Accumulation of Asset

*If you selected "Accumulation of Asset," please mark one of the following responses indicated below:*

- I am seeking returns based on a fixed interest rate and returns are not linked to an index.
- I am seeking returns linked to the performance of one or more indexes.

- Income – Access to lifetime income or guaranteed payment of income.

*If you selected "Income," please indicate the anticipated horizon for accessing income (i.e. immediately, 1 year from now, etc.):*

---

- Death Benefit – Leave money to beneficiaries

- |   |   |
|---|---|
| <input type="checkbox"/> Lifetime Income Rider  | <input type="checkbox"/> Inflation Protection   |
| <input type="checkbox"/> Lifetime Income Rider for Spouse                                     | <input type="checkbox"/> Supplemental Income    |
| <input type="checkbox"/> College Savings  | <input type="checkbox"/> SPIA                   |
| <input type="checkbox"/> Tax Deferral   | <input type="checkbox"/> Long Term Care         |
| <input type="checkbox"/> Accumulation   | <input type="checkbox"/> Pass to Beneficiaries  |
| <input type="checkbox"/> Preservation of Principal  | <input type="checkbox"/> Enhanced Death Benefit |
| <input type="checkbox"/> Client's time horizon for accessing the income impacted the decision |   |
| <input type="checkbox"/> Client's risk impacted this decision                                 |   |
| <input type="checkbox"/> Client's experience with other investments impacted this decision    |   |
| <input type="checkbox"/> Client's appetite to loss impacted this decision                     |   |

**Other Products Reviewed for Recommendation:**

(Carrier/Product name/Surrender Schedule or Charge/Rider/Guarantees/Fees/Compensation/etc.)

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**Producer's Rationale (Please provide details for why this product was selected):**

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### **Life Insurance Waiver**

I hereby acknowledge that my agent has presented an opportunity for me to purchase a life insurance policy. I have been made aware of the financial risks and benefits associated with purchasing life insurance should I experience a life insurance event in the future (please initial one):

\_\_\_\_\_ Accept

\_\_\_\_\_ Decline. For myself and on behalf of my family and estate, I hereby waive any claim or liability against the above-named agent or agency arising from my declining to purchase life insurance.

### **Long-term Care Insurance Waiver**

I hereby acknowledge that my agent has presented an opportunity for me to purchase a long-term care insurance policy. I have been made aware of the financial risks and benefits associated with purchasing long-term care insurance should I experience a long-term care insurance event in the future (please initial one):

\_\_\_\_\_ Accept

\_\_\_\_\_ Decline. For myself and on behalf of my family and estate, I hereby waive any claim or liability against the above-named agent or agency arising from my declining to purchase long-term care insurance.

### **Client Acknowledgement and Approval of Transaction:**

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_

### **Agent Acknowledgement:**

At the time of the recommendation, I believe my advice to you to be in your "best interest." This means that my advice reflects the care, skill, prudence, and diligence under the circumstances then prevailing that a prudent person acting in a like capacity and familiar with such matters would use in the conduct of an enterprise of a like character and with like aims, based on your investment objectives, risk tolerance, financial circumstances, and needs, without regard to my financial or other interests:

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_

## PTE 84-24 Disclosure and Acknowledgment Form for IRA Annuity Purchase

Name of Individual Agent ("Agent") licensed to sell tax-qualified annuities:

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Name of Proposed IRA Owner ("You"):

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This Disclosure and Acknowledgment Form ("Form") provides important information You should know before making a purchase of, and additional payment(s) to, an annuity contract issued by the Insurance Company ("Insurance Company"). This Form is provided pursuant to applicable law, and in particular, ERISA Prohibited Transaction Exemption 84-24 ("PTE 84-24").

This Form describes:

- the nature of the relationship between Agent and the Insurance Company;
- the commissions the Agent or broker will receive ("Commissions") for Your purchase of this annuity contract;
- certain charges that apply under the annuity contract; and,
- other information, including certain conflicts of interest.

### Relationship of Agent to Insurance Company

You will be purchasing Your annuity contract through the Agent who is independent of the Insurance Company and has no contractual obligation to recommend Insurance Company's annuity contracts. Agent can recommend annuity contracts that are issued by Insurance Company as well as other insurance companies. However, see below for information on Conflicts of Interest.

### Commissions

The Insurance Company will pay Commissions to the Agent or broker when You purchase this annuity contract. In addition, Insurance Company may pay additional amounts to a managing agent, supervising agent, or other third parties that are involved in the marketing, training, administration, wholesaling, supervision, or issuance of the annuity contract. These parties may also allocate a portion of such amounts to the Agent. The Commission is paid by the Insurance Company and **one-hundred percent of Your premium payment will be credited to the accumulation value of Your annuity contract.**

Below is a description of the Commissions the Agent will receive when You purchase this annuity contract:

Insurance Agent Commissions
_____ % Amount of Premium received by Insurance Company during the first contract year; and/or
_____ % Amount of Policy Accumulation Value each year the annuity contract is in force.
The Agent may choose to receive the above Commission at the time of contract issue or spread the Commission out over the time the annuity contract is in force.
Additional Premiums received by the Insurance Company after the first contract year could result in additional commissions paid but will be no more than the first year percentage. In addition, a renewal of the annuity contract will result in additional commissions paid, but will be no more than the first year percentage.

**Charges**

Your annuity contract includes certain charges imposed by the Insurance Company as the issuer of the contract. These may include surrender charges, bonus recapture provisions, market value adjustments, or fees for optional annuity contract features available through a rider to the contract. The specific charges, fees and provisions applicable to Your specific annuity contract are described in detail in the Annuity Disclosure Statement that has been provided to and signed by You in connection with Your annuity application. It is important that You understand the charges that may be imposed under the annuity contract You are purchasing, so if You have any questions, please ask the Agent for more information.

**Conflicts of Interest**

The Agent may be affected by potential conflicts of interest in connection with the purchase of, additional payments to, or distributions from the annuity contract. A conflict of interest exists when a reasonable person would conclude that a financial interest affects the Agent's best judgment when recommending the purchase of an annuity contract.

The Agent will receive a Commission from the Insurance Company when You purchase or make subsequent payments to the annuity contract. The amount of Agent's commission(s) will vary depending on the type of annuity that You purchase and the amount of premium payment(s) You allocate to the annuity contract. In addition, Agent is only able to offer a limited universe of products to You, either because Agent is limited by the scope of his or her licensure or because Agent is contracted with a limited number of issuing insurance companies. If You have any questions about the products and services the Agent can offer, You should ask the Agent for more information.

The Insurance Company, any applicable insurance agency of Agent, and Agent may receive services from third parties related to the marketing, training, administration, wholesaling, supervision, issuance, and servicing of the annuity contract. For those services, such third parties may also receive commissions from the Insurance Company and may allocate a portion of its commissions to the Agent.

Additional incentives (if applicable) received by Agent from any other party for Your purchase of this annuity contract:

Deferred compensation, stock options, expense reimbursement, and incentive training conferences.

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**This form is not a contract and it does not create any enforceable obligations between You and the Agent, any applicable insurance agency, Insurance Company, or any other party.**

**Acknowledgment / Approval:**

I acknowledge receipt of the information contained in this Form and the Annuity Disclosure Statement referenced above, and have received them prior to the purchase of the annuity contract. I approve the purchase of the annuity contract for funding contributions to the IRA, including the compensation and other charges under the contract described above.

\_\_\_\_\_  
Signature of prospective IRA Owner

\_\_\_\_\_  
Date

See attached PDF on notes for better view.

# FEES VS COMMISSIONS | COMPARISON CHART

Year Ending	Income Account Balance (BOY)	Income Roll-up Interest Rate	Fee Amount 1%	Company commission	Income Account Balance (EOY)
1	\$ 250,000.00	4.00%	\$ 2,500.00	\$ 17,500.00	\$ 260,000.00
2	\$ 260,000.00	4.00%	\$ 2,600.00	\$	\$ 270,400.00
3	\$ 270,400.00	4.00%	\$ 2,704.00	\$	\$ 281,216.00
4	\$ 281,216.00	4.00%	\$ 2,812.16	\$	\$ 292,464.64
5	\$ 292,464.64	4.00%	\$ 2,924.65	\$	\$ 304,163.23
6	\$ 304,163.23	4.00%	\$ 3,041.63	\$	\$ 316,329.75
7	\$ 316,329.75	4.00%	\$ 3,163.30	\$	\$ 328,982.94
8	\$ 328,982.94	4.00%	\$ 3,289.83	\$	\$ 342,142.26
9	\$ 342,142.26	4.00%	\$ 3,421.42	\$	\$ 355,827.95
10	\$ 355,827.95	4.00%	\$ 3,558.28	\$	\$ 370,061.07
Total after 10 years			\$ 30,015.27	\$ 17,500.00	

Year Ending	Income Account Balance (BOY)	Income Roll-up Interest Rate	Fee Amount 1%	Company commission	Income Account Balance (EOY)
11	\$ 370,061.07	4.00%	\$ 3,700.61	\$	\$ 384,863.51
12	\$ 384,863.51	4.00%	\$ 3,848.64	\$	\$ 400,258.05
13	\$ 400,258.05	4.00%	\$ 4,002.58	\$	\$ 416,268.38
14	\$ 416,268.38	4.00%	\$ 4,162.68	\$	\$ 432,919.11
15	\$ 432,919.11	4.00%	\$ 4,329.19	\$	\$ 450,235.88
16	\$ 450,235.88	4.00%	\$ 4,502.36	\$	\$ 468,245.31
17	\$ 468,245.31	4.00%	\$ 4,682.45	\$	\$ 486,975.12
18	\$ 486,975.12	4.00%	\$ 4,869.75	\$	\$ 506,454.13
19	\$ 506,454.13	4.00%	\$ 5,064.54	\$	\$ 526,712.29
20	\$ 526,712.29	4.00%	\$ 5,267.12	\$	\$ 547,780.79
Total after 20 years			\$ 74,445.20	\$ 17,500.00	

Year Ending	Income Account Balance (BOY)	Income Roll-up Interest Rate	Fee Amount 1%	Company commission	Income Account Balance (EOY)
21	\$ 547,780.79	4.00%	\$ 5,477.81	\$	\$ 563,632.02
22	\$ 563,632.02	4.00%	\$ 5,636.32	\$	\$ 580,479.70
23	\$ 580,479.70	4.00%	\$ 5,804.80	\$	\$ 598,178.89
24	\$ 598,178.89	4.00%	\$ 5,981.79	\$	\$ 616,826.04
25	\$ 616,826.04	4.00%	\$ 6,168.26	\$	\$ 636,459.08
26	\$ 636,459.08	4.00%	\$ 6,364.59	\$	\$ 657,117.45
27	\$ 657,117.45	4.00%	\$ 6,571.17	\$	\$ 678,842.14
28	\$ 678,842.14	4.00%	\$ 6,788.42	\$	\$ 701,675.83
29	\$ 701,675.83	4.00%	\$ 7,016.76	\$	\$ 725,662.86
30	\$ 725,662.86	4.00%	\$ 7,256.63	\$	\$ 750,848.38
Total after 30 years			\$ 148,212.34	\$ 17,500.00	

Year Ending	Income Account Balance (BOY)	Income Roll-up Interest Rate	Fee Amount 1%	Company commission	Income Account Balance (EOY)
31	\$ 750,848.38	4.00%	\$ 7,508.49	\$	\$ 768,283.35
32	\$ 768,283.35	4.00%	\$ 7,682.83	\$	\$ 787,014.69
33	\$ 787,014.69	4.00%	\$ 7,870.15	\$	\$ 807,095.27
34	\$ 807,095.27	4.00%	\$ 8,070.95	\$	\$ 828,579.09
35	\$ 828,579.09	4.00%	\$ 8,285.79	\$	\$ 851,522.25
36	\$ 851,522.25	4.00%	\$ 8,515.22	\$	\$ 875,983.14
37	\$ 875,983.14	4.00%	\$ 8,759.83	\$	\$ 902,022.46
38	\$ 902,022.46	4.00%	\$ 9,017.22	\$	\$ 928,703.36
39	\$ 928,703.36	4.00%	\$ 9,287.03	\$	\$ 956,091.50
40	\$ 956,091.50	4.00%	\$ 9,560.91	\$	\$ 984,255.16
Total after 40 years			\$ 237,563.79	\$ 17,500.00	

For Agent use only. Not for use with the general public.  **FIRST ANNUITY**  
A NATIONAL COMPANY



BTW, who is UBS? \$985 Billion in assets, Operating income of \$28.5 Billion. They are the biggest bank in Switzerland, with AUM of \$1.5 Trillion.

When a company of their stature makes a statement such as below, I am listening!

More on UBS: <https://www.onwallstreet.com/slideshow/fiduciary-rule-leads-to-costly-changes-protests-at-13-top-firms#slide-11>

## **UBS TO TEMPORARILY ADJUST BROKER PAY TO COMPLY WITH FIDUCIARY RULE**

June 2, 2017 by Michael Wursthorn

(Link in Shortlist below)

UBS Group AG is **temporarily revamping** how it pays its U.S. brokers to comply with new retirement rules taking effect next week, a stopgap that minimizes the impact on clients as a review of the regulation plays out.

The Swiss bank, which has been **critical** of the new rules and their impact on clients, is effectively wagering that the Labor Department's fiduciary rule

[pg. 18](#) Open MIC: 24 years and still rolling along.....

requiring brokers to act in the best interest of retirement savers will change in its favor and require less-sweeping changes than rivals like Merrill Lynch and Wells Fargo & Co. have made.

The rule takes partial effect June 9, but a Labor Department economic-impact review is being conducted before the rule takes full effect on Jan. 1, 2018.

“The review is still ongoing so you could potentially find yourself with a rule **partially revoked, fully revoked or fully implemented**,” said Tom Naratil, head of UBS’s U.S. operations, including its brokerage unit, in an interview with The Wall Street Journal last week.



The report is a collection of survey statistics and other data submitted by various organizations during the recent DOL comment period. Among its highlights are that service fees on retirement accounts could rise by as much as **200%**, that up to 7 million individual retirement account owners could lose access to investment advice altogether, and that 70% of insurance service providers already have or are considering **exiting** the market for small-balance IRAs and small plans.

<http://www.investmentnews.com/article/20170530/FREE/170539991/retirement-fees-could-rise-200-post-dol-chamber-of-commerce-warns>



**Wells Fargo has been on Open MIC the past 2 weeks, here is more.**

**LATEST NEWS**



**Open MIC**

powered by  Annuity.com  
Planning. Safety. Retirement.

***“Industry and Marketing news you can use to make more sales!”***

Bill Broich [bbroich@msn.com](mailto:bbroich@msn.com) David Townsend [david@annuity.com](mailto:david@annuity.com)

Competing against Wells Fargo? This might help.

Dave Albin also found this link about Wells Fargo to share

<https://finance.yahoo.com/news/wells-fargo-last-survey-most-183953258.html>

NEW YORK (AP) -- Scandal-ridden Wells Fargo has been ranked dead last in a survey of "Most Respected American Companies" done by the investing publication Barron's.

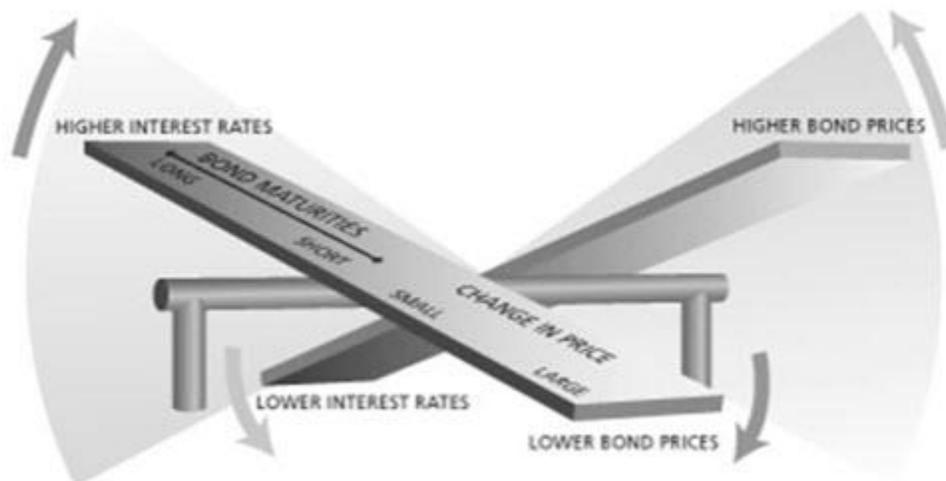
San Francisco-based Wells plunged from 60 on Barron's list to 100 , the **lowest position on the publication's list.** Wells is ranked below Philip Morris, Altria and Reynolds American — the nation's largest tobacco companies — as well as American International Group, better known as AIG, the insurance giant that required a government rescue during the financial crisis.



**Q:** Bill, we were always taught that when stocks decline, bonds increase, is that still true?

**A:** No, this has not been true since the 1980s. Think of interest....In a rising interest environment, already issued bond values decline.

Here is a graph I have used for years:



**Use the Teeter Totter example, easy to explain and easy to understand.**

**Q.** Bill, recently I read that LTC may be included for Medicare participants. Have you heard about this under the changes coming to Medicare?

**A.** Well, I consider it “*California Dreamin*”... in other words, not a chance. I asked a leading source, NALP, here is their comment.

A growing number of Americans believe that Medicare should cover the costs of Long Term Care. Although, that option is not likely to gain much traction as the current administration is looking for ways to cut costs on entitlement programs such as Medicare. The problem is that since a government take-over is not likely, as we see in this [article](#), few Americans have prepared for the costs of LTC with only 15% saying they have the resources they need to pay for assistance.

NALP is a great source for weekly info, I would suggest you sign up and get their weekly tips.



# We Recommend:

[www.annuity.com/agenttools](http://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 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.**

**My opinion and/or numerous sources compiled 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.**

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