



*.....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**

888-74**AGENT** (24368)

[tony@annuityagentsalliance.com](mailto:tony@annuityagentsalliance.com)

OR VISIT OUR WEBSITE



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



# Think Community



**Welcome to our community!**

---

## Thank you for joining us on Open MIC

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

### For Fun

#### **Boise film will screen at Edinburgh Festival**

Our son Kelly loves to make short films, recently he was honored having his new film being selected to be shown at the largest film festival in Europe. We are very proud of him and his efforts. BB

<http://www.idahostatesman.com/2014/07/15/3281251/boise-film-will-screen-at-edinburgh.html?sp=/99/101/1272/1810/>

# Odds and Ends

## Blogging

Thank all of you for your contributions to our blog efforts this year. Blogging is one of the best ways to market to your database, it keeps you in front of them and it makes your relationship pertinent.

Nothing is as volatile and in a constant change as is the internet and it's "king": Google. Recently Google made their desires known as to how they expect content to change and what will be indexed by them and what will not. Failure to comply means a simple ruling; you and your content are no longer relevant.

In the long run, this will be good for the internet and for those of us who are serious about content and making our websites and messages meaningful. The changes are these: No blog should be less than **1500 words**. The blog cannot be a "**sales piece**", it must be pertinent, meaningful and current information. It must add information to the reader that is useful and helpful.

Google is really the sheriff of the internet and failure to comply with their rules and wishes will mean a complete disregard of the value of yours and my content by them.

That being said, here is the good news, we will be very relevant to Google by complying and following their rules. Your blogs will have better meaning and be better received both by Google and by your client database. Writing 1500 words is a daunting task but I am here to help. If you can only manage a couple of blogs a year, that is terrific and just fine with me.

I will help you and will help add additional words and thoughts to your efforts, please don't be discouraged but consider this an inside track to being relevant and recognized.

Feel free to email me if you have questions, I will also mention this n Open MIC this week.

BB



**Party Line:** As a kid on the farm in Idaho, we had a party line which was shared the telephone with several other neighbors. Our ring was 2 short and 1 long. Many times I picked up to have to wait for our turn to use it.

Our Party Line is to share, all at the same time, interaction.



**Sales and Marketing Topic:**



## BARRON'S Barron's Cover Story June 21, 2014

Hello Partners,

CAN YOU BELIEVE IT???

The mainstream media is actually quoting income riders! Just when you thought they would live a perpetual life with their head in the sand they have opened their eyes. (See page 6 of 8).

Thanks for the biz,

## Anthony R. Owen

### Annuities That Can Swing With the Markets

The performance of fixed index and variable annuities are based—at least in part—on how the markets perform. The fixed versions have a minimum interest rate as a safety net but do fluctuate with the markets. Variable annuities are subject to gains and losses.

**FIXED-INDEX ANNUITY WITH INCOME GUARANTEE:** *This agreement guarantees a set return at minimum and a market-based return as possible upside. Assumes a \$200,000 investment by a 55-year-old male; pay-out at age 65.*

#### LEVEL INCOME IN RETIREMENT

Company	Rating	Contract Name	10-Year Fixed Interest Rate	First Year Bonus	Payout Rate	Annual Income Starting at Age 65	Total income by Age 85
American Equity	A-	Bonus Gold	7.0%	10%	5.0%	\$21,639	\$432,780
Midland National	A+	MNL Flex III Innovator Choice	6.75	10	5.0	21,138	422,760
American General	A	Power Select Plus	7.50	7	5.25	21,000	420,000
North American	A+	Flex III/Premium Plus	6.75	10	4.75	20,081	401,620

#### RISING INCOME IN RETIREMENT

Company	Rating	Contract Name	10-Year Fixed Interest Rate	First Year Bonus	Payout Rate	Annual Income Starting at Age 65	Total Income by Age 85
Allianz	A	Allianz 360	N.A.	N.A	7%	\$17,066	\$414,654 <sup>1</sup>

<sup>1</sup>Annual income increases depend on stock market performance; investors participate partially in the market's upside; this scenario assumes a 2% increase per year.

## Alzheimer's is a huge concern, for our prospects and for our clients.

Did you know:

- 7 in 10 people with Alzheimer's and other dementias live at home.\*
- \$216 billion/year in non-paid care is provided by family members.\*
- 1 in 3 caregivers of people with Alzheimer's provide care for **5 years** or more.\*

I first heard of this law a week ago. At first I was skeptical, how could this even exist? After more research I learned that in fact it does and even though it has been rarely used, that is changing. States want more money for elder care reimbursement and they are slowly beginning to use this law.

I have suggested Elder Law Answers to you for years, they are reliable and relevant. This was on their webpage as well as their prediction in 2006 that this would begin to happen.....BB

Here is what happened in Pennsylvania: <http://www.elderlawanswers.com/son-liable-for-moms-93000-nursing-home-bill-under-filial-responsibility-law-9873>

## **Son Liable for Mom's \$93,000 Nursing Home Bill Under 'Filial Responsibility' Law**

Some 29 states currently have laws making adult children responsible for their parents if their parents can't afford to take care of themselves. These “filial responsibility” laws have rarely been enforced, but six years ago when federal rules made it more difficult to qualify for Medicaid long-term care coverage, some elder law attorneys predicted that nursing homes would start using the laws as a way to get care paid for.

It looks like this is starting to happen. In May 2012, a Pennsylvania appeals court found a son **liable** for his mother's \$93,000 nursing home bill under the state's filial responsibility law. [\*Health Care & Retirement Corporation of America v. Pittas\*](#) (Pa. Super. Ct., No. 536 EDA 2011, May 7, 2012). In March 2013 the state's Supreme Court declined to hear the case, meaning that the ruling is final.

### **Facts of the Case**

John Pittas' mother entered a nursing home for rehabilitation following a car crash. She later left the nursing home and moved to Greece, and a large portion of her bill at the nursing home went unpaid. Mr. Pittas' mother applied to Medicaid to cover her care, but that application is still pending.

Meanwhile, the nursing home sued Mr. Pittas for nearly \$93,000 under the state's filial responsibility law, which requires a child to provide support for an indigent parent. The trial court ruled in favor of the nursing home, and Mr. Pittas appealed. Mr. Pittas argued in part that the court should have considered alternate forms of payment, such as Medicaid or going after his mother's husband and her two other adult children.

The Pennsylvania Superior Court, an appeals court, agreed with the trial court that Mr. Pittas is liable for his mother's nursing home debt. The court held that the law does not require it to consider other sources of income or to wait until Mrs. Pittas's Medicaid claim is resolved. It also said that the nursing home had every right to choose which family members to pursue for the money owed.

### **First of a 'Wave of Lawsuits'?**

**(Bush Administration)** The Deficit Reduction Act of 2005 made it much more difficult for the elderly to transfer assets before qualifying for Medicaid coverage of nursing home care. With enactment of the law, advocates for the elderly said that nursing homes would likely be flooded with residents who need care but have no way to pay for it, and that in states that have filial responsibility laws, the nursing homes might seek reimbursement from the residents' children.

After Pennsylvania re-enacted its filial support law in the mid-2000s, Williamsport ElderLawAnswers member attorney [Jeffrey A. Marshall](#) forecast that the new Medicaid law would trigger a wave of lawsuits involving adult children.

**"Litigation between nursing homes and children is likely to flourish,"** Marshall wrote in the January 20, 2006, issue of his firm's [Elder Care Law Alert](#). (To read Marshall's recent blog post on the *Pittas* ruling, [click here](#).)

**Many people are unaware of the additional need to protect their assets from the expense of long term care. Here is but another reason:**

Cris Hollingsworth Share, below Thanks.....BB

**Filial responsibility laws:** laws that impose a duty upon third parties, usually (but not always) adult children for the support of their impoverished parents or other relatives. In some cases the duty is extended to other relatives. Such laws may be enforced by governmental or private entities and may be at the state or national level. While most filial responsibility laws contemplate civil enforcement, some include criminal penalties for adult children or close relatives who fail to provide for family members when challenged to do so.

The key concept is *impoverished*, as there is no requirement that the parent be aged. For non-Western societies, the term "filial piety" has been applied to **family responsibilities toward elders**.

**States with filial responsibility laws:**

Alaska, **California**, Connecticut, Delaware, Georgia, **Idaho**, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Mississippi, Montana, Nevada, New Hampshire, New Jersey, North Carolina, North Dakota, Ohio, Oregon, Pennsylvania, Rhode Island, South Dakota, Tennessee, Utah, Vermont, Virginia, West Virginia.

In addition, the Commonwealth of Puerto Rico also has filial responsibility laws.

Filial laws have been on state books for decades. These laws were more prevalent when families and children were expected to take care of each other throughout life.

Pennsylvania has begun to enforce the laws again in the light of domestic relation laws.

Nursing homes and other long-term service providers were put on notice that they could use these laws to their advantage when they had a care recipient who could not afford to pay anymore.

Additionally, these service providers would rather have private pay than Medicaid reimbursed expenses.

As everyone is aware, governments both Federal and State, are looking for ways to make up for **huge deficits**. In addition to increasing taxes, in my opinion, more and more states will follow Pennsylvania in enforcing filial laws.

Consider the widespread implementation of this. How do people protect themselves and their assets? Completing a fact finder and uncovering all relevant information becomes vital. I think it now is a fair use of information to explain to your clients and prospects that this law is on the books and it's use has begun in some states (check list above). Not to frighten your clients but to inform them... Last week we talked about the use of annuities as an asset protection, you might want to review those notes and freshen up on this topic.....BB

AARP article about Filial Responsibility Laws: <http://blog.aarp.org/2013/10/28/more-filial-support-cases-ending-up-in-court/>

# ForeCare<sup>SM</sup> Fixed Annuity

with Long-Term Care Insurance Rider

## Product Highlights

<b>Product Design</b>	Single-premium, tax-deferred annuity with qualified long-term care benefits.
<b>Issue Ages</b>	Ages: Insured 50-80, Owner/Annuitant 0-85. Ownership may be single or joint, insured must be the owner and/or the owner's spouse. <sup>1</sup> If ownership is a trust or corporation, insured must be the annuitant and/or annuitant's spouse. <sup>1</sup> (state variations may apply)
<b>Premiums<sup>1,2</sup></b>	Single \$35,000-\$400,000 Joint \$35,000-\$600,000 (state variations may apply) <i>Oregon, Vermont, Washington and Wisconsin have modified minimum premium limits.</i>
<b>Current Interest Rate</b>	Guaranteed fixed interest rate declared annually on the contract anniversary.
<b>Guaranteed Minimum Interest Rate</b>	The declared interest rate is guaranteed never to be less than 1%.
<b>Tax Advantages</b>	<ul style="list-style-type: none"> <li>• Tax-deferred growth</li> <li>• Long-term care rider charges are generally not taxed as distributions</li> <li>• Benefits received for qualified long-term care expenses are income tax-free</li> <li>• Existing non-qualified annuities may be exchanged tax-free for a ForeCare fixed annuity under IRC Section 1035</li> </ul>
<b>Riders</b>	<ul style="list-style-type: none"> <li>• Rider for Long-Term Care Benefits<sup>3</sup></li> <li>• Optional Nonforfeiture Benefit Rider<sup>4</sup></li> <li>• Optional Inflation Protection Rider<sup>4</sup></li> </ul>
<b>Simplified Underwriting</b>	Completed at point-of-sale
<b>Covered Care</b>	Home Care, Home Health Aide, Homemaker Services, Chore Services, Nurse and Therapist, Personal Care, Respite Care, Adult Day Care, Assisted Living Facility, Bed Reservation, Nursing Home Facility, and Hospice Care
<b>Long-Term Care Benefits</b>	<p>With the ForeCare Multiplier, receive double or triple the amount of your contract value in long-term care coverage for qualified long-term care expenses.<sup>3</sup> Eligibility and initial multiple determined through underwriting.</p> <p>An Accelerated Benefit is paid first from the contract value until exhausted, at which point the Extended Benefit takes effect. Expense plan is by reimbursement.</p>

Single Life				Joint Life			
Rating	Total Duration	Accelerated Benefit	Extended Benefit	Rating	Total Duration	Accelerated Benefit	Extended Benefit
Standard	72 Months	36 Months	36 Months	Standard	84 Months	42 Months	42 Months
Premier	72 Months	24 Months	48 Months	Premier	90 Months	30 Months	60 Months

This is a solicitation of long-term care insurance and an agent/insurance producer may contact you.

HA5033-MO 6-13

# Suitability

**FINRA** new suitability rules have been patterned after the State O NY, these rules are meant for securities but be forewarned, they will be adopted by the NAIC. It is best to be prepared and begin to modify your practice to this new suitability model. Eventually our industry will look suitability exactly like FINRA.

The rules will be enforced with us through the insurance companies we deal with. This will happen.....BB

## **The 12 suitability factors of selling an annuity**

- 1. Age.**
- 2. Annual income.**
- 3. Financial situation and needs, including the financial resources used for the funding of the annuity.**
- 4. Financial experience. .**
- 5. Financial objectives.**
- 6. Intended use of the annuity.**
- 7. Financial time horizon.**
- 8. Existing assets, including investment and life insurance holdings.**
- 9. Liquidity needs.**
- 10. Liquid net worth.**
- 11. Risk tolerance.**
- 12. Tax status.**



## Agent Share:

Marilyn Clark was kind enough to share her note taking last week, she sent me this marketing piece to share also. She sends this to her prospects, thanks for the share!....BB

*Marilyn K. Clark*

**Our approach is simple. We only deal in guarantees.** We approach solutions for people without any exposure to risk.

In order to see if our services can help you at all, I need to ask a few questions. Is that ok with you?

What is most important to you about the funds and what is your ultimate purpose with this money? In other words, what are your expectations as to what you want to use the money for now and in the future?

What type of financial vehicle is presently housing these funds, bank, brokerage, insurance company, mutual fund company??

Are the funds IRA or 401k or other pension funds which have not been taxed?

How soon are you wanting to make some decisions for some of this money?

Do you have another financial broker or person who assists you with these types of decisions? *If yes, is this person someone you have had a longer term or shorter term relationship and what influence do they have in your decision making process? In other words, do you rely on that person or do you make your own decisions once you have done your homework?*

Are you searching the internet for other people to also give you input or is our resource, Annuity.com, the only place you inquired regarding the information you are wanting?

Do you have any what I call significant debt at this time? Real estate, automobiles or other large purchase items which are not paid in full?

What in your opinion would you feel would be a fair rate of return you would expect to receive on the funds we are discussing?

The type of work I do is with highly rated insurance companies who have been in business for many years. I am licensed in the state of Washington and have been for the past 34 years. I have specialized in fixed and guaranteed accounts for the past 25 years. You requested the information through a company called Annuity.com, and I am a part of that group of people. We provide education and information to the public about safe money options and also help people choose the right products for their needs. In my work I don't push, hound or hard sell. I do not like it myself, and I do not do it with others. Once all of the information is gathered, we are in a position to provide you with some choices and your decision is final as to if or when a change takes place as far as your funds.

Because of the nature of our work, it is necessary to meet with you personally. I work with another woman whose name is Betty and together we are more efficient to meet our clients' needs. What is your preference as to how you would like me to be of assistance and would it be a bother for you if Betty and I came to your place of residence to meet with you to gather the additional information we need? It would not take more than an hour and it is at your convenience. What day next week might be good for you?

## Dan Barnard



Dan's business success is based on careful listening and thoughtful solutions.



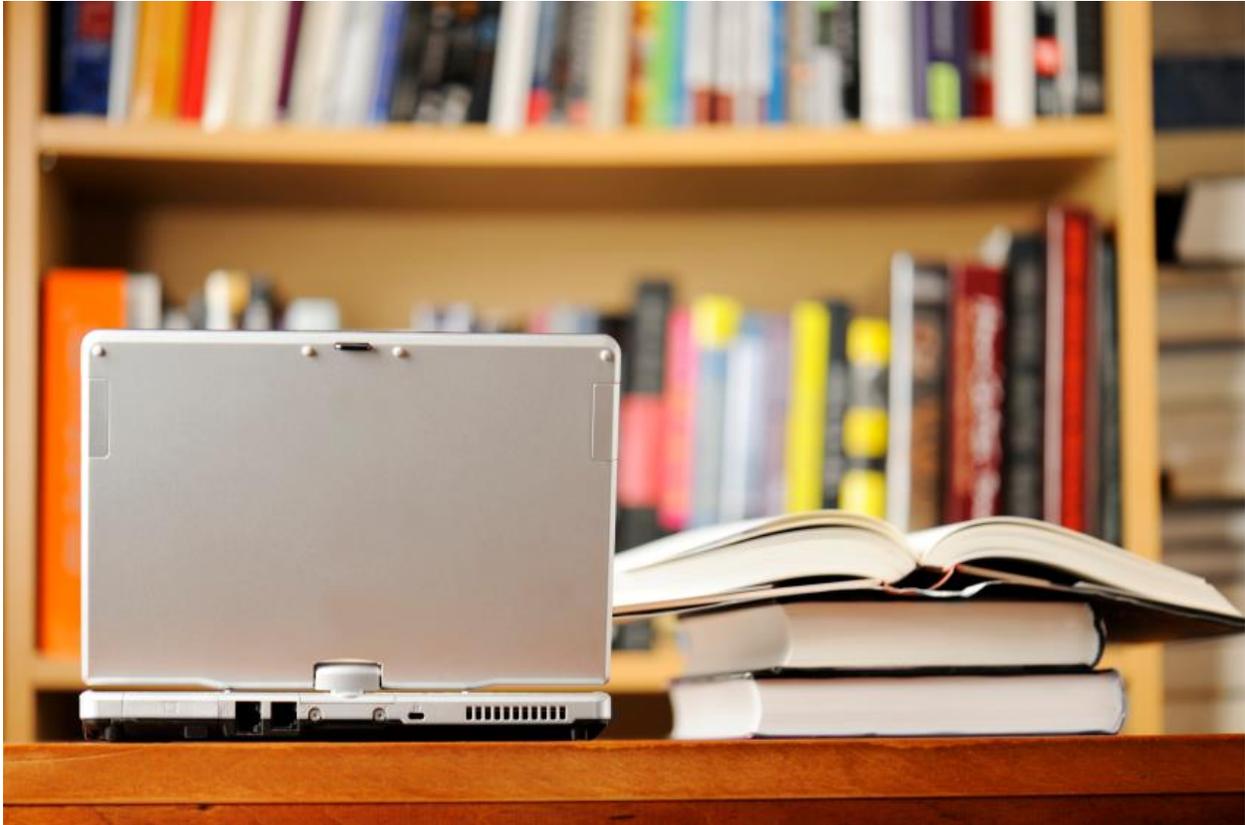
### Dan Barnard

Daniel Barnard & Associates  
291 McLaws Circle, Suite 1  
Williamsburg, VA 23185

**(757) 221-9661**

danbarnard@dba1.net

Dan is a bulldog; he is relentless when he is working for his clients. Dan will share some insight into his practice and let us know his approach to selling annuities. He is based in Virginia. His best year has been \$3.6 million in annuity premium; he has been with the crew for 10 years.



**Product Discussion:**

We talked about LTC riders on annuities above....BB



7/21/14



Below you'll find a summary of the marketing news released by the major life insurance carriers over the last week, prepared and provided by your Annuity.com team. Enjoy!

## **ING**

### Retirement “Financial Defense” with Life Insurance

This July 2014 *Broker World* article by Peter McCarthy, Sr. Advanced Sales Consultant for ING U.S. Insurance, shows how cash value life insurance can help in retirement, providing a “financial defense” against the unexpected and unexpected events that may occur. [Read article.](#)

## **Lincoln Financial Group**

### Product Diversification Strategies you Should See

With Lincoln LifeReserve IUL Accumulator, your clients will enjoy the security of a death benefit, plus predictability and reduced volatility on policy assets, and opportunities to grow cash value through a diversification strategy that’s right for them - conservative, moderate or aggressive. [Learn more.](#)

### Reach More Clients with Lincoln MoneyGuard II

Broaden your long-term care planning practice with the new hybrid that gives clients more options than Lincoln MoneyGuard Reserve Plus. Offer your clients these advantages:

- Customize your plan with return of premium options (Basic 80% return of premium to maximize long-term care coverage or Vested 100% return of premium)
- Up to 10% more long-term care leverage than with Lincoln MoneyGuard Reserve Plus
- A couples discount - only one spouse needs to apply

[Learn more.](#)

## **Accordia Life**

### Spotlight On: Blending IUL Crediting Strategies

With Index UL, blending or using more than one Index Strategy can assist your clients in staying on course through varying market conditions to achieve their goals. [Learn more.](#)

## **Legal & General America**

### The Extra Might Beat the Great Rates

OPTerm rates are in the top 5 in 98% of cells across all bands, term lengths and rating classes, for both men and women. But, with LGA, you get value beyond just price. To learn What More Do You Get from LGA and OPTerm, [click here.](#)

## **Protective**

### Take the Protective Fact or Fiction Challenge

Is this statement Fact or Fiction? If you swallow chewing gum, it will stay in your stomach up to seven years.

### [Sounds Legit, Tell Me More](#)

[Who Cares, I just want to quote Protective Custom Choice UL](#)

## **Mutual of Omaha**

### Clients Looking for Guarantees and Lifetime Protection?

Sell GUL! It’s protection that’s guaranteed for life. This concept brochure shows you how to put a plan in place for your clients. [Learn more.](#)

TLA, GUL or AccumUL Answers?

Which one do you sell? These are three great products for your clients. You can find answers in this short breakdown of the differences among Term Life Answers, GUL and AccumUL Answers. [Learn more.](#)

Details on Mutual of Omaha's Accelerated Death Benefit Rider

The Accelerated Death Benefit Rider for Terminal and Chronic Illness has a \$1 million benefit amount. With the rider now available on all of their Term Life Answers policies regardless of face amount, along with the \$1 million benefit amount, Mutual of Omaha is definitely in the game. [Learn more.](#)

## **AIG**

More Than a Great Price with AG Select-a-Term

Customize clients' policies with various designs and riders, with options including guaranteed monthly income benefit, disability coverage, customizable term periods, and the "Preserve a Premium" feature.

[Learn more](#)

[Download iPhone App](#)

[Download Android App](#)

More at [www.aig.com/termlife](http://www.aig.com/termlife)

Do Your Clients Know How Living Benefits Can Help Them Reach Retirement Goals?

Educate clients with a new consumer video and a brochure on the value of living benefit options through all retirement life stages. A new producer training video addresses the benefits to agents and consumers.

[Consumer Video](#)

[Brochure](#)

[Producer Training Video](#)

"Retirement Insurance" with Unparalleled Financial Security and Flexibility

Help your clients protect their retirement plan with one permanent life insurance policy that can cover them in three situations: an untimely death, a chronic illness or simply outliving retirement funds. [Learn more below.](#)

[New Market Opportunity flyer](#)

[Overview flyer](#)

[FAQ's](#)

## **John Hancock**

Optimize Your Client's Income Potential with This Illustration Feature

Illustrating income solves on Accumulation IUL is easy. Check out this flyer and see how this feature allows you to automatically enhance income solves by reducing the face amount. [Learn more.](#)

## **Nationwide**

Uncover New Client Opportunities

Nationwide Business Solutions Group can help you discover new opportunities for business clients and provide assistance through the entire sales process - even partnering with you to provide point of sale support when you need it. [Case Study.](#)

## **AXA**

Limited Time Offer

AXA's Term Conversion Campaign is a limited-time offer, and with it conversions have the option to add AXA's Long-Term Care Services Rider with limited underwriting and no labs or exams. AXA's conversion privileges can make conversions very attractive. Don't let your clients miss the opportunity for permanent coverage. [Learn more.](#)

## **Transamerica**

ACE Interest Rates are Changing

Effective July 21, threshold interest rates have increased 20 basis points for TransACE 2013 and TransACE CV 2013, and have decreased five basis points for TransACE Survivor 2013. To view threshold interest rates, [click here](#).

#### Introducing the New TransNavigator IUL

TransNavigator IUL is a versatile product that offers death benefit protection and policy growth potential, with a choice of domestic or global index account options, including the "Plus" index accounts that offer a higher cap for a 1% annual Index Account Monthly Charge. TransNavigator is built to compete in today's market and features Goal Tracker, which helps clients establish and track their policy goals, and can be a great way for advisors to nurture client relationships proactively as part of an annual review.

[Quick Facts](#)

[Product Guide](#)

[Guide to Doing Business](#)

[Goal Tracker](#)

## **Symetra**

#### Symetra SUL-G 1.0 Ranks Number 1 in Level Premium

When it comes to guaranteed universal life insurance, you'll find that Symetra SUL-G 1.0 SUL ranks number 1 in level premium when compared to other low-cost premium carriers. Check out their latest competitive snapshot and discover how their new SL can help get your sales to a new level of their own. [Learn more](#).

## **Allianz**

#### Popular Sales Kit Updated

Allianz's most popular sales kit, *Success with FIUL*, is even better than before. To find out why, [keep reading](#).

## **Prudential**

#### Product Reprices Effective August 11

In an effort to reaffirm Prudential's commitment to improving the competitiveness of our diverse product portfolio, they will be repricing the PruLife UL Protector, PruLife SUL Protector, Term Essential and Term Elite products on August 11. Register for their launch day call to [learn more](#).

#### IRS Form 5498: The Path to a Productive Conversation

Form 5498 is an annual document issued by a financial institution to report information about individual retirement accounts and other tax-preferred savings accounts. Prudential's *Advanced Markets Insights & Ideas* article explains how it can also assist in building your business. [Learn more](#).

#### Life Insurance in Split Dollar Scenarios

Split-dollar occurs when the costs and benefits of a policy are shared among certain parties, typically between an employer and key employee within a business, and between a grantor and trust in estate planning scenarios. Learn how you can help position the split-dollar concept. [Learn more](#).

## **Minnesota Life**

#### Help Clients Get More Out of Their Life Insurance Contracts

The Premium Deposit Account (PDA) is a policy rider that provides the opportunity to help maximum-fund a life insurance policy through a series of pre-scheduled fixed payments. Learn how the PDA can help your clients get more out of their life policy:

[PDA Just the Facts](#)

[PDA Agreement Highlights](#)

[PDA Consumer Overview Flyer](#)

[PDA Case Study](#)

## **SBLI**

SBLI's New Rates Dominant in 9 of every 10 Cells

SBLI ranks in the top three, nine times out of ten, and are the very best in more pricing cells than many other leading term providers. See for yourself by [clicking here](#).

## **MetLife**

Having Trouble Explaining the Enhanced Care Benefit?

Use the Enhanced Care Benefit Report, now available on MetLife Solutions. [Learn more](#).



## **The Short List:**

**Big demand from advisers for Social Security claiming tools, training**

But few are willing to pay for it. Although most financial advisers provide near-retirees with some guidance on Social Security claiming decisions, many need to increase their knowledge and skills in this increasingly important area, according to a new study released Monday by Practical Perspectives and GDC Research.

<http://www.investmentnews.com/article/20140707/FREE/140709964>

## **When to Take Social Security: A Breakdown by Marital Status**

When should a retiree start taking Social Security benefits? Hundreds of thousands of dollars are at stake in the answer, and the smartest path depends on a number of factors — perhaps most importantly, marital status.

<http://www.thinkadvisor.com/2014/06/18/when-to-take-social-security-a-breakdown-by-marita?>

## **Free can be very profitable**

Sometimes your kind gesture can have no monetary value at all. It's just a little effort, taking time out to do something nice for a customer or potential customer.

<http://www.lifehealthpro.com/2014/07/06/free-can-be-very-profitable?>

## **Variable Annuities a Top Source of Customer Complaints: FINRA**

FINRA 'very focused' on VAs; also watching inflation-sensitive products

<http://www.thinkadvisor.com/2014/06/30/variable-annuities-a-top-source-of-customer-compla?>

## **Retire Village “Visual Tools”**

Our easy-to-use tools will help you calculate many valuable retirement and financial scenarios.

<http://ral.retirevillage.com/calculators2>

## **Variable annuity sales raising concern: Finra official**

Product remains at top of investor complaint list and the self-regulator wants to ensure investors understand what they're getting into

A Finra official on Monday expressed concern over the sale of variable annuities, as investors look for higher returns and the products become more complex.

<http://www.investmentnews.com/article/20140630/FREE/140639989>

## **5 things to know about children's life insurance**

The policies are typically purchased by parents, grandparents or anyone directly related to the child, according to Steve Weisbart, chief economist for the Insurance Information Institute.

[http://www.omaha.com/money/things-to-know-about-children-s-life-insurance/article\\_d98bod79-4f23-5ffc-9a67-1891dcc7a4c1.html](http://www.omaha.com/money/things-to-know-about-children-s-life-insurance/article_d98bod79-4f23-5ffc-9a67-1891dcc7a4c1.html)

## **INCOME ANNUITIES:**

Explaining and Measuring Return

<http://annuityoutlookmagazine.com/2014/07/income-annuities/>

## **CDs Fashionable Again for Low-Risk Yield**

A certificate of deposit is an attractive option for retirees --*CNN Money*

[http://www.onwallstreet.com/news/retirement\\_planning/cds-fashionable-again-for-low-risk-yield-wednesdays-retirement-scan-2689818-1.html?l](http://www.onwallstreet.com/news/retirement_planning/cds-fashionable-again-for-low-risk-yield-wednesdays-retirement-scan-2689818-1.html?l)

## **The Wealthy Need Social Security Advice, Too**

If you eschew Social Security planning because you can't make a few extra basis points, you fail to see the bigger picture and I fear for your clients. As for the latter, a less-than-optimal claiming strategy can result in hundreds of thousands of dollars less for your high-net-worth clients.

<http://www.thinkadvisor.com/2014/07/16/the-wealthy-need-social-security-advice-too?>

## **U.S. Debt Path 'Unsustainable'**

The Congressional Budget Office painted a sober picture of the nation's long-term fiscal path in its **2014 Long-Term Budget Outlook**, released Tuesday.

<http://www.thinkadvisor.com/2014/07/16/us-debt-path-unsustainable-thanks-to-social-securi?>

## **House insider trading probe involves 44 funds, entities**

An insider-trading probe involving the House Ways and Means Committee and a top staff member also includes dozens of hedge funds, investment

advisers and other firms, the **Securities and Exchange Commission** said in a court filing.

<http://ewallstreeter.us2.list-manage.com/track/click?u=1570017ed3b11fe534b36ofd4&id=2eab39a058&e=9bedb1ca28>

## **Insurers Add New Agents with Diversity**

Newbies need not apply?

Five years after the end of the Great Recession, life and annuity companies are hiring again but show a preference for seasoned advisors, especially those who can penetrate cultural and generational markets,

<http://insurancenewsnet.com/innaarticle/2014/07/18/insurers-add-new-agents-with-diversity-a-532238.html>

## **Good work: Finra employees make double industry pay**

<http://www.investmentnews.com/article/20140623/BLOG03/140629971>

## **Did Mom Bungle Her Deferred Annuity?**

Annuity maturity date article

<http://www.foxbusiness.com/personal-finance/2014/07/16/did-mom-bungle-her-deferred-annuity/>

---

## **Below: From week of July 17th**

### **‘Annuity Burglar’ Case Tossed by Judge**

A California judge threw out 29 felony charges and one misdemeanor against a former insurance agent who spent more than four months in jail

awaiting trial in a case that some said could lead to criminalizing surrender charges.

Alan S. Lewis, who turned 51 while in jail, was accused of embezzlement, grand theft and burglary in the sale of annuities with surrender charges.

<http://insurancenewsnet.com/inarticle/2014/07/10/%e2%80%98annuity-burglar%e2%80%99-case-tossed-by-judge-a-528702.html#.U8Ru6sIg-M8>

## **Does your client need a revocable trust?**

<http://www.onwallstreet.com/blogs/estate-planning-revocable-trusts-2689791-1.html?>

## **Manage your cash flow in sunset years**

You can buy annuities from life insurance companies who offer annual returns of about 6-7%.

<http://businesstoday.intoday.in/story/retirement-years-financial-planning/1/207653.html>

## **5 critical compliance issues for 2014**

<http://www.lifehealthpro.com/2014/07/10/5-critical-compliance-issues-for-2014?>

## **What is a Qualifying Longevity Annuity Contract (QLAC)?**

<http://www.obliviousinvestor.com/qualifying-longevity-annuity-contract-qlac/>

## **Feds looking at University of Phoenix for fraud abuse on student loans**

[http://www.huffingtonpost.com/2014/07/14/university-of-phoenix-review-federal\\_n\\_5586335.html](http://www.huffingtonpost.com/2014/07/14/university-of-phoenix-review-federal_n_5586335.html)

## **Retirees Suffer in Rollover Boom**

Some retirees who lost large portions of their 401(k)s after rolling over into IRAs are filing complaints about brokers enriched by their risky investments.

<http://www.treasuryandrisk.com/2014/06/17/retirees-suffer-in-rollover-boom>

## **Why your dying deal can't be saved**

Saving a deal requires the same things as selling one does. In order to save a deal, you need to know why the prospect might want to buy and what he expects to get from buying. You need to know what future state he is trying to achieve. You need to know why it matters and why his current situation is unacceptable.

<http://www.lifehealthpro.com/2014/06/26/why-your-dying-deal-cant-be-saved>

## **10 things life insurance agents won't say**

Americans bought more than \$1.7 trillion worth of individual life insurance coverage in 2012, according to the American Council of Life Insurers, a trade group

<http://www.marketwatch.com/story/10-things-your-life-insurance-agent-wont-say-2014-07-11>

## **Stretch IRAs no longer targeted in Senate highway-funding bill**

Distributions from inherited Individual retirement accounts can continue over a lifetime.

<http://www.investmentnews.com/article/20140711/FREE/140719981>

## **New IRS Regulations Permit the Purchase of Longevity Annuities by Qualified Retirement Plans**

Under the directive of providing individuals with additional lifetime income options, the **IRS** issued final regulations on July 2, 2014, permitting the purchase of **longevity annuity contracts**.

<http://www.natlawreview.com/article/new-irs-regulations-permit-purchase-longevity-annuities-qualified-retirement-plans>

## **Wells Fargo Advisors' profit soars**

Wirehouse raked in \$544 million, up 25% from the year-earlier quarter

<http://www.investmentnews.com/article/20140711/FREE/140719984>

## **Fear & Greed Index**

What emotion is driving the market now

[http://money.cnn.com/data/fear-and-greed/?iid=HP\\_LN](http://money.cnn.com/data/fear-and-greed/?iid=HP_LN)

## **These pensions could fail**

If you have clients or loved ones who are counting on getting retirement income from their multi-employer defined benefit pension plan, this might be a good time to have a talk about not putting all the eggs in one basket.

<http://blog.insurancenewsnet.com/2014/07/10/these-pensions-could-fail/>

## **401(k) rollover boom enriches brokers at retirees' expense**

Former employees at major companies have complained that sales representatives lured them into rolling over their 401(k) nest eggs into unsuitable IRA investments.

[http://seattletimes.com/html/business/technology/2024041313\\_rollovermiragexml.html](http://seattletimes.com/html/business/technology/2024041313_rollovermiragexml.html)

## **Variable Annuities a Top Source of Customer Complaints: FINRA**

FINRA 'very focused' on VAs; also watching inflation-sensitive products

<http://www.thinkadvisor.com/2014/06/30/variable-annuities-a-top-source-of-customer-compla?>

## **The financial fallout from Germany's World Cup rout of Brazil**

The economic and political ripple effects of Germany's soccer team trouncing Brazil, 7-1

<http://www.investmentnews.com/article/20140709/BLOG12/140709933>

## **If ever the stock market flashed a 'sell' signal, it's now (share from Chad)**

Most investors seem to feel pretty confident that this market will never go down. But if you've studied bear markets, you know how this story will end. Don't forget: Human nature never changes.

<http://www.marketwatch.com/story/if-ever-the-stock-market-flashed-a-sell-signal-its-now-2014-07-09>

## **Life insurance: who needs it?**

Who really needs life insurance? That's a question many prospects pose and even more so as the sea of younger potential clients grows. Many feel a

policy is unnecessary and -- now more than ever -- are hesitant to take on another monthly bill.

<http://www.lifehealthpro.com/2014/07/08/life-insurance-who-needs-it?>

## **What you need to know about the cost of fixed annuities**

The cost factors can be very complicated and, sometimes bewilderingly so.

<http://www.lifehealthpro.com/2014/07/03/what-you-need-to-know-about-the-cost-of-fixed-annu>

## **Donate life insurance policies to a charity**

[http://articles.chicagotribune.com/2014-07-02/lifestyle/sns-201407011130--tms--premhstr--k-f20140702-20140702\\_1\\_charity-life-insurance-premiums](http://articles.chicagotribune.com/2014-07-02/lifestyle/sns-201407011130--tms--premhstr--k-f20140702-20140702_1_charity-life-insurance-premiums)

---

## **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:

**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.**

**Much of the content on Open MIC is written by me and is my personal opinion. You should never consider that I am the world's greatest 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 am an authority in lead generation and 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 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 will go unbeaten this coming football season, we open against Ole Miss in the Georgia Dome August 28.**

**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...**