



.....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

OR VISIT OUR WEBSITE



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



Think Community



Paddle Board Yoga in front of our house in Washington

Thank you for joining us on Open MIC

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

Thomas Jefferson said, *"If Americans ever allow banks to control the issue of their currency, first by **inflation** and then by **deflation**, the banks will deprive the people of all property until their children will wake up homeless"*



The 2013 CFA Institute & Edelman Investor Trust Study found that investor trust is “fragile.” Only **51%** of retail investors trust investment management firms to do what is right. At **61%**, the institutional side isn't much more trusting of the industry.

<http://www.thinkadvisor.com/2014/09/22/wells-fargo-fined-5m-over-advisors-insider-trading?>

Wells Fargo Fined \$5M Over Advisor’s Insider Trading, **“Altered Document”**

Be sure and attend our first “Lead” webinar next Thursday



FinAuction
A better way to buy leads.™



FinAuction Phone Conference & Webinar

Thursday, October 2nd at 10:00am PST (After Open MIC)

Overview

Join our short webinar and learn how to make the most out of your lead programs:

- See how leads are created
- Learn how our qualification process works
- Tips to Bid to Win
- Receive Only Auction Notifications You Want
- Cherry Pick Leads by Age & Asset Amounts
- Increase Your Lead Flow
- FinAuction vs. FinDirect

Plus an open Q&A session, to help answer questions we did not touch on. Make the most of your lead program and join us Tuesday, September 30th at 9:00am PST

To register (OPTIONAL), click here: <http://bit.ly/1p3IZiz>

By PHONE:

Dial-in Number: (605) 562-3131

Access Code: 387592

By WEB:

<https://join.me/finauction>

Editorial

(my opinion and no one else's, Bill Broich)

I almost didn't post this; I found it hard to believe actually. Who is really watching the store? One would think it was **FINRA** but I am beginning to question that.

I subscribe to a newsletter that informs me of industry news; I have noticed in most press releases that companies brag about how many agents they have recruited from each other and the amount of money each new recruit brings with them to the new broker dealer.

Did you know they are **recruited with money!** Yes, they are enticed to move from broker to broker with **large bonuses**; of course the secret is they bring their existing clientele with them.

FINRA is supposed to watch the industry and yet, this important issue has drawn a blind eye....makes you wonder doesn't it? Does money rule?

Hmmmm....

Look at this article:

<http://www.investmentnews.com/article/20140919/FREE/140919899?>

Finra puts onus on clients to find broker recruitment incentives

New proposal would make discovering bonuses for moving a do-it-yourself proposition for investors

A revised Finra proposal on broker compensation when switching firms puts the responsibility on clients to determine what kind of recruiting incentives their financial advisers received.

I am well aware my opinion on this issue is of no concern to FINRA or to their broker members, but still to me it paints a picture of what really is important to FINRA.....dues, dues from large massive broker dealers.

BB

PS: Want to read a little more?

<http://www.thinkadvisor.com/2014/09/22/finras-big-brokerage-loyalty-revealed-in-new-bonus?>

No question where FINRA loyalty lies: **The Big Boys!**

Of interest:

Last week we talked briefly about **Wells Fargo** entering the FIA business and lobbying for lower commission. Crew member Joe Malone has a share with us:

Wells Fargo received a Wells Notice in July from the Enforcement Unit of **FINRA**. The action is for the alleged failure in its anti-money laundering policies.

<http://origin.library.constantcontact.com/download/get/file/1113965919982-317/2014.09.18+Article+-+Wells+Fargo+Receives+Wells+Notice.pdf>

Thanks Joe



Sales and Marketing Topic:

<http://www.lifehealthpro.com/2014/09/17/the-valuable-prospecting-tool-you-probably-already?t=prospecting>

The valuable prospecting tool you probably already own

A financial calculator can be one of the best investments an advisor can make.

I have an app on my iPhone that functions the same way. It's called HP 12c lite.

Here is the link at the App Store: <https://itunes.apple.com/us/app/12c-lite/id290571540?mt=8>



\$1.99 at the App Store

This little calculator has closed many sales for me and it is an excellent prospecting tool. Try this: Ask a prospect what average returns they have been getting for the last 10 years. Their first answer will almost always be, “I don’t know.” Shocking!

Of course, if you don’t have a way of accomplishing the target, find one. It also works on smaller differences. There are 5-year Multi-Year Guarantee Annuities available at **3.35 percent**. Since interest rates on 5-year CDs are only 1.5 percent locally, I can offer a **1.85 percent difference**.

Over the 5-year period, that difference generates more than \$9,500 in additional earnings on a \$100,000 deposit.

Your financial calculator is a quick reference tool. When you only talk about the percentage of difference and not an actual number, the prospect has no concrete evidence in real dollars. You want to make it real. When he sees real numbers, he can see the difference. A financial calculator on your smartphone can make you very smart indeed.

Our prospects are not accustomed to spectacular offers. We shouldn’t be surprised when they get excited over seemingly small advantages. We can show

how these advantages over time can make a real difference and help them get excited over what we can do for them.

Betty and I have used this tip for years.....BB

WE should all pay attention to this:

<http://insurancenewsnet.com/innarticle/2014/09/17/iowa-eyes-misleading-indexed-annuity-ads-a-556568.html#.VCC5C2ctCM8>

Iowa Eyes Misleading Indexed Annuity Ads

Here are some key points....BB

Promotional language around withdrawal benefit riders: IMOs and similar organizations are emphasizing high-interest lifetime withdrawal benefit riders, the Iowa document says. “Some of the advertising claims the withdrawal benefit rider has an annual rate of return, e.g., ‘client earns 8%.’ This statement is misleading if the consumer is not equally informed of the restrictions imposed by the rider.”

Uncapped rates of return: Here the concern is that when consumers view advertised claims that an annuity offers “uncapped” rates of return, it could contribute to inflated consumer expectations of future performance. If a producer reiterates the claims, that could have a similar effect. Moreover, spreads, participation rates, or the design of volatility controls can limit the rate, “significantly reducing the actual return,” the bulletin says. The conclusion: “The use of ‘uncapped’ terminology without additional disclosures of limitations is misleading. Consumers should be informed how the limitations of the “uncapped” strategy lower future projected interest credits.”

Back-casting of index performance: The focus here is on marketing materials that select a random point in time and “back-cast” the index used for interest crediting against a period of tremendous market growth, such as 1990-2000. “The back-casted index used in the advertising may not have been in existence during that time,” the bulletin says. “This increases the likelihood that a consumer may not understand how the crediting method or

index may work in future years, and also increases consumer expectations of future interest credits.” Also at issue are marketing materials showing back-casting that uses newer “proprietary” indexes or more traditional indexes that were not available during the back-cast period.



Here is a link for an interview, with the head of NAFA, Kim O'Brien, worth a look: http://www.lifehealthpro.com/2014/09/22/5-ways-regulation-is-affecting-the-annuity-industr?t=regulatory&page=2&page_all=1



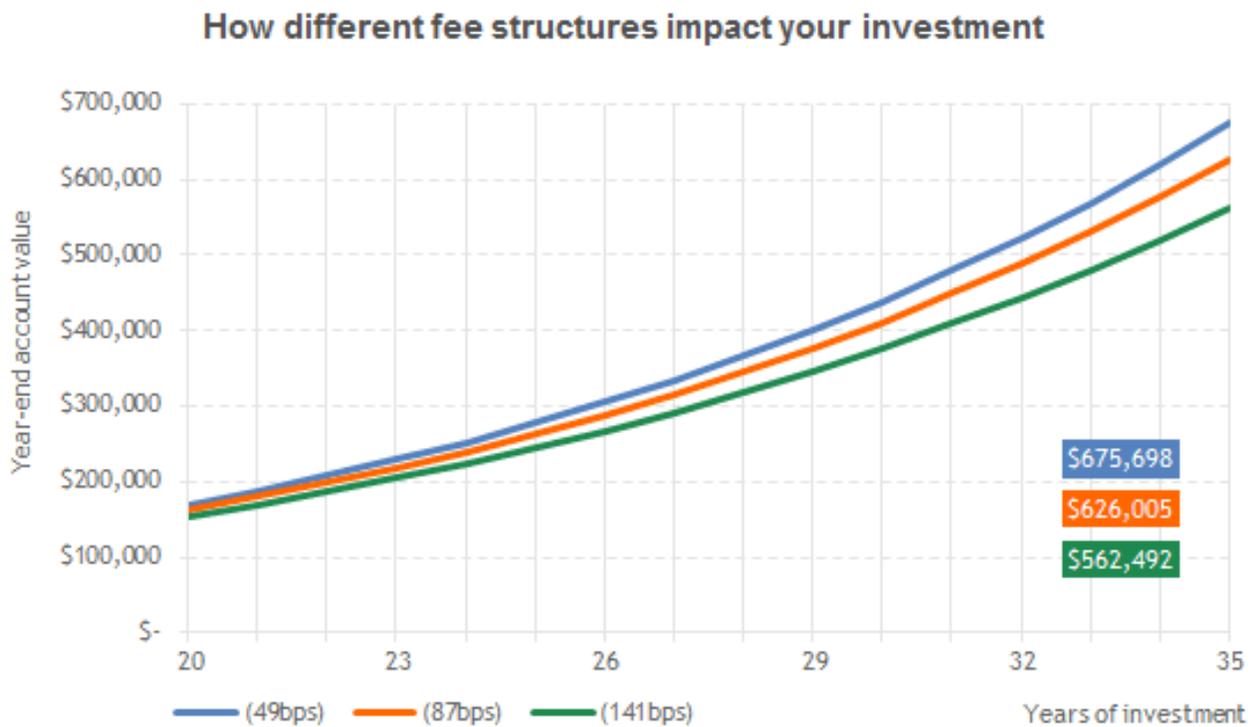
Agent Share:

Recently, Betty and I moved money from a 401k to an FIA in a self-directed IRA. The client was 60 years old and still working, still paying into his 401k and had no plans to retire prior to age 70. He was however concerned about exposing himself to any losses he didn't have the time to recover from.

His misconception about moving funds from a 401k are very common, he didn't know he could. He thought that as long as he was still working, he was locked in.

Once we had the opportunity to discuss the fees associated with his 401k, the sale became easier and easier. He was unaware of the affect fees could have on his actual retirement account.

www.bankrate.com had an interesting graph which helped illustrate the effect of fees.



Sources: Plan costs are courtesy of BrightScope. Calculation was done by Bankrate's senior financial analyst, Greg McBride, CFA.

While this graph is just an illustration, it does paint a picture he could understand.

To actually calculate the fees he faced in his 401k was difficult. It was difficult because many fees are not readily available.

Here is Bankrate's point on hidden fees: **Back fee paid to 401k provider.**

Entire article here: Read more: <http://www.bankrate.com/finance/investing/secrets-401k-fees-1.aspx#ixzz3E9w3TqKR>

Have you ever thought the expense ratio for your large-cap index fund seemed a tad high? It could be padded with revenue sharing fees.

"Typically, a mutual fund will pay service fees, which may or may not be pursuant to 12b-1 fees, back to the transfer agent or custodian. That means assets invested in particular types of funds **will pay a fee back to the service provider for the 401(k) plan,**"

Here's the danger: **"It encourages service providers to choose those funds from which they will receive revenues,"** he says.

There is nothing illegal about building extra fees in mutual fund expenses. But there is the potential for conflicts of interest -- and fiduciaries to the plan need to know that while picking investments.

"A 401(k) plan is one of the very few products that people buy that they have no idea what it costs," says Morningstar.

Our new client wasn't sure and he did ask the TPA for information, but the TPA is just that, the administrator. He suggested he contact the 401k asset provider, who insisted there were no fees!

He was correct, there were no fees being deducted from his retirement account for the administration, the company paid all fees for the employees for plan administration.

But...what about asset management fees, expense ratio fees, 12b-1 fees, redemption fees etc.? The asset manager sent our client a prospectus of the plans invested assets and within that were fees for the actual expense ratio and not much else.

To find out the exact fees requires a real Sherlock Holmes, or in our case a service called: **Brightscope**. www.brightscope.com

Brightscope tracks almost all 401k plans in America and will disclose the actual fees being charged for investment, administration and sales expense including expense ratio.

To show you how information can be gleaned, I will use a very good 401k plan (E&J Gallo Winery)



Retirement Plan Description

E & J Gallo Winery Retirement Plan is a defined contribution plan with a profit-sharing component and 401k feature. This plan has a **BrightScope Rating of 81**, placing it in the **top 15%** of all plans in its peer group. This plan is also in the top 15% of plans for Account Balances, Company Generosity, Participation Rate, and Total Plan Cost. E & J Gallo Winery Retirement Plan currently has **over 4,000 active participants** and **over \$628.9M in plan assets**.

Gallo's rating was **81**, very good, in the top 20% of peer groups. Well above average.

Our client's 401k rating was **27**, in the lower part of the scale. Well below average.

No. of Investment Options	Largest Funds in this 401k: based on % allocation of assets	
13 Plan Average: 20	1. Vanguard Stable Value Fund	22%
	2. Vanguard 500 Index	18%
	3. PIMCO Total Return	9%

Plan Component Ratings		All Plans <input type="button" value="v"/> ?
Design	 Total Plan Cost	Lowest Fees
	 Company Generosity	Great
Performance	 Participation Rate	Great
	 Salary Deferrals	Above Average
	 Account Balances	Great

Gallo offers 13 investments, our client's 85. But his fees were **highest**, where Gallo was lowest.

Our client had more options but paid high fees.

Brightscope also offers additional information for free such as these details from form 5500.

	Question	Answer	Amount
1.	During the plan year did the employer fail to transmit to the plan any participant contributions within the time period described in 29 CFT 2510.3-102?	No	
2.	Were any loans by the plan or fixed income obligations due the plan in default as of the close of plan year or classified during the year as uncollectible? Disregard participant loans secured by participant's account balance.	No	
3.	Were any leases to which the plan was a party in default or classified during the year as uncollectible?	No	
4.	Were there any nonexempt transactions with any party-in-interest?	No	
5.	Was this plan covered by a fidelity bond?	Yes	\$15,000,000
6.	Did the plan have a loss, whether or not reimbursed by the plan's fidelity bond, that was caused by fraud or dishonesty?	No	
7.	Did the plan hold any assets whose current value was neither readily determinable on an established market nor set by an independent third party appraiser?	No	
8.	Did the plan receive any noncash contributions whose value was neither readily determinable on an established market nor set by an independent third party appraiser?	No	
9.	Did the plan have assets held for investment?	Yes	
10.	Were any plan transactions or series of transactions in excess of 5% of the current value of plan assets?	No	
11.	Were all the plan assets either distributed to participants or beneficiaries, transferred to another plan, or brought under the control of the PBGC?	No	
12.	Has the plan failed to provide any benefit when due under the plan?	No	
13.	If this is an individual account plan, was there a blackout period?	No	
14.	If there was a blackout period, have you either provided the required notice or one of the exceptions to providing the notice applied under 29 CFR 2520.101-3?		

Our client's fidelity bond was only \$1 million. This is information available to you and to your client. To find out exactly what fees and expenses are for each plan you will need to subscribe to their service.



Everything shown above from www.brightscope.com is **free**

Most 401k plans offer a **code** to their participants, with this code Brightscope will allow all details of the plan to be shown including fees, expenses and charges.

Our client's expenses and fees were **1.85%** of his total account value annually. His 401k advisor suggested that since he was 60, he might want to move his investments to bonds and away from the stock market. Can you imagine what his net would be with an in place bond portfolio and subtracting annual fees?

It was an easy sale.

More:

Why Your 401k is Missing \$273,000

A new report from *Boston College*:

http://crr.bc.edu/wp-content/uploads/2014/09/IB_14-15.pdf

401(k)/IRA Holdings in 2013: An Update from the SCF

by **Alicia H. Munnell**

The *brief's* key findings are:

- The Federal Reserve's 2013 *Survey of Consumer Finances* provides an opportunity to examine trends in retirement savings over the past few years.

- The good news is increased use of target date funds;  **the bad news is no improvement in participation rates, significant leakages, and high fees.**
- Surprisingly, for working households nearing retirement, median combined 401(k)/IRA balances actually *fell* from \$120,000 in 2010 to \$111,000 in 2013.
- Younger households did see rising balances but retirement savings levels are clearly inadequate, and about half of all households have no 401(k) assets at all.

Study it to death, the answer is always the same as it always has been, fees are high, they are hard to uncover and they are there for the benefit of the sales and marketing team. Plug one hole and the water will find another outlet.....BB

FYI

Here is more:

At least with a FIA we have transparency, along with contractual guarantees

Fee transparency? What fee transparency?

New Department of Labor regulations went into effect this year requiring plan providers to disclose the amount in fees that both companies and their employees pay for their 401k plans. The intention was to shed light on notoriously murky 401k fees.

It's one of the few instances in which the consumers of the product -- both employers and employees alike -- often have little idea what they're paying for, thanks to buried fees. For example, a fund's "expense ratio" can encompass everything from marketing fees paid to the investment firm to commissions paid to the broker who recommends particular funds.

Disclosure notices went out to employers in the spring and summer. Employees got their first disclosures over the summer, and this month they will receive their first quarterly statements under the new disclosure rules, which will itemize fees deducted from their plan.

But critics have been disappointed with the first round.

Some statements "disclosed" a wide range of fees, as in "your expenses range from **0.25% to 2%,"** leaving companies wondering where exactly their fees stood. What's more, the fees came without any guidance on industry averages. So even if a company was told it paid, say, 1.25%, executives would have no idea how those fees stacked up against other plans.

This is no accident, critics charge. "**They didn't try to make it plain English and fail,"** Employee Fiduciary's Carpenter says. "They complied with the letter of the law and made it as gibberishy as possible."

To be sure, some say, it'd be very difficult to arrive at an "average" 401k fee, since there are so many variables, including the number of plan participants and the type of investments.

You're losing years' worth of savings to fees . . .

Take, for example, a portfolio that says its fee is 1%, a percentage that wouldn't be uncommon. That may not sound like a whole lot. But when it's chipped from your retirement nest egg annually, the cumulative effect can be significant. **Over the course of a career, a worker who makes \$75,000 a year and saves 8% of that annually in a 401k would lose 2.8 years' worth of savings in a target-date fund with a 0.2% fee, according to an analysis by Towers Watson. That amount of lost savings jumps to 11.6 years' worth in a fund with a 1% fee.**

The new Department of Labor fee disclosures were designed to open individual participants' eyes to this kind of impact, but for now they're raising eyebrows mainly among savvy employers, Topley says.

. . but the government is requiring us to disclose more on fees

The Department of Labor's spotlight on fees has already pushed plan providers to offer lower-cost options, such as exchange-traded funds, in 401k's. Some, like **Charles Schwab (SCHW)**, rolled out new offerings earlier this year, before the first disclosures came out.

"This is the true trickle-down," says Mike Alfred, the CEO and co-founder of 401k consulting firm BrightScope.

So while plan participants might not take to the streets after seeing how much they're paying for their 401k -- disclosures are hardly going to change the prevailing apathy -- their employers are getting wise to the expenses and starting to demand better options.

Indeed, companies' awareness of 401k fees has increased sharply over the past five years, insiders say, and the disclosures may spur further eye-opening.

Part of this awareness has come from **lawsuits filed** against both employers and investment firms over 401k expenses. Many of the lawsuits have centered on share classes, forcing plan providers to explain why they're using an expensive share class when a lower-cost option is available.

Here is a source for answers regarding a 401k rollover and other rules:

<https://investor.vanguard.com/401k-rollover/401k-to-ira-rollover-rules>

Here is a good sales idea and one that can help you write more annuities, I used these rules to write the case above.....BB

401(k) Plan In-Service Withdrawals

For clients who have recently started to **see rebounding 401(k) values**, the prospect of allowing those funds to remain exposed to market fluctuations may seem too great a risk as they near retirement age and begin to crave retirement income guarantees. Fortunately, **options exist** to allow these clients to take

control of their risk exposure using their 401(k) funds without actually waiting until retirement.

By taking advantage of **little-known IRS rules** that provide for **in-service** 401(k) withdrawals, the client can use funds that are already earmarked for retirement to implement an annuity strategy that guarantees income during retirement—without incurring a single penalty—while they are still working and contributing to the 401(k).

In-Service Withdrawals: The Rules

While IRS guidelines generally permit 401(k) plans to offer penalty-free in-service withdrawals, the first step for any client is to determine whether the plan itself actually contains provisions permitting these pre-retirement withdrawals. Recent studies indicate that upwards of **90%** of 401(k) plans permit in-service withdrawals for nonhardship purposes **once the client reaches age 59½**.

Generally, the rules allow the client to avoid penalties by directly rolling certain types of 401(k) funds into an IRA within the traditional 60-day window that applies to tax-free rollovers. In general, the 401(k) funds will be eligible if they are employer-matching and profit-sharing contributions, employee after-tax contributions to a traditional 401(k), or pre-tax employee and Roth contributions once the client reaches age 59½.

These rules must be followed carefully in order to avoid the 10% penalty tax that typically applies to premature 401(k) distributions.



Picture Perfect Case Design

Hello Partners,

Some basic knowledge of *Microsoft Excel* can help you create some simple to understand income illustrations for your client. Here is a case design I did for one of our partners. The client has about 1.7 million, is age 55 (spouse 54), and wants to retire now with \$90,000 a year in income. My understanding is that the apps were written yesterday.

This case is pushing the limits of suitability but the client did not leave us much wiggle room to give him what he wants. As you can see, this solution (not product) gets the client what he wants except for in year 12 where he will have to be out of pocket. He is still going to have around \$300,000 in liquid assets to make up for any shortfalls and his income is guaranteed for the life of him and his wife.

Also, notice that the client already owns annuities with ING and Allianz. Special attention was given to learn and understand exactly how the old annuities worked for the purpose of income (The old annuities were no longer available so it required us to call the carriers. Also, even if they were still available you need to confirm the income components as they were sold, not how they are today.)

The foundation of all case design is FACT FINDING!!!!!!!!!!!!!!!!!!!!!!

I see so many agents that let the client control the fact finder process and end up with missing information or misinformation. You can't provide a solution without having all the pieces to the puzzle.

No case design should be created until you have all the answers. JUST SAY NO to bad case design! Emphasize with confidence and control (just like your doctor would if he was treating you for a terminal illness) that you need ALL of your client's financial information.

This case design also illustrates the power of laddering. In this case we had to use a PC SPIA because the client was pre 59 1/2 (NQ money). If the client could have waited for income until age 60 we would have tried to use income riders only. Ideally and at a minimum, we would have a 3rd ladder at age 70 and a 4th at age 80 but we simply ran out of money based on the clients early retirement and high income needs.

Here is the spreadsheet I created for the client (See below and attached. In the MS Excel attachment you can see the simple formulas I used and in the PDF you can see how it would print).

Old Annuities: \$395,741.00
 New Annuities: \$997,063.00
 IRA: \$32,000.00
 Checking: \$25,000.00
 Cash: \$302,937.00
 Total Assets: \$1,752,741.00
 Total Liquid: \$359,937.00
 Liquidity% 20.54%

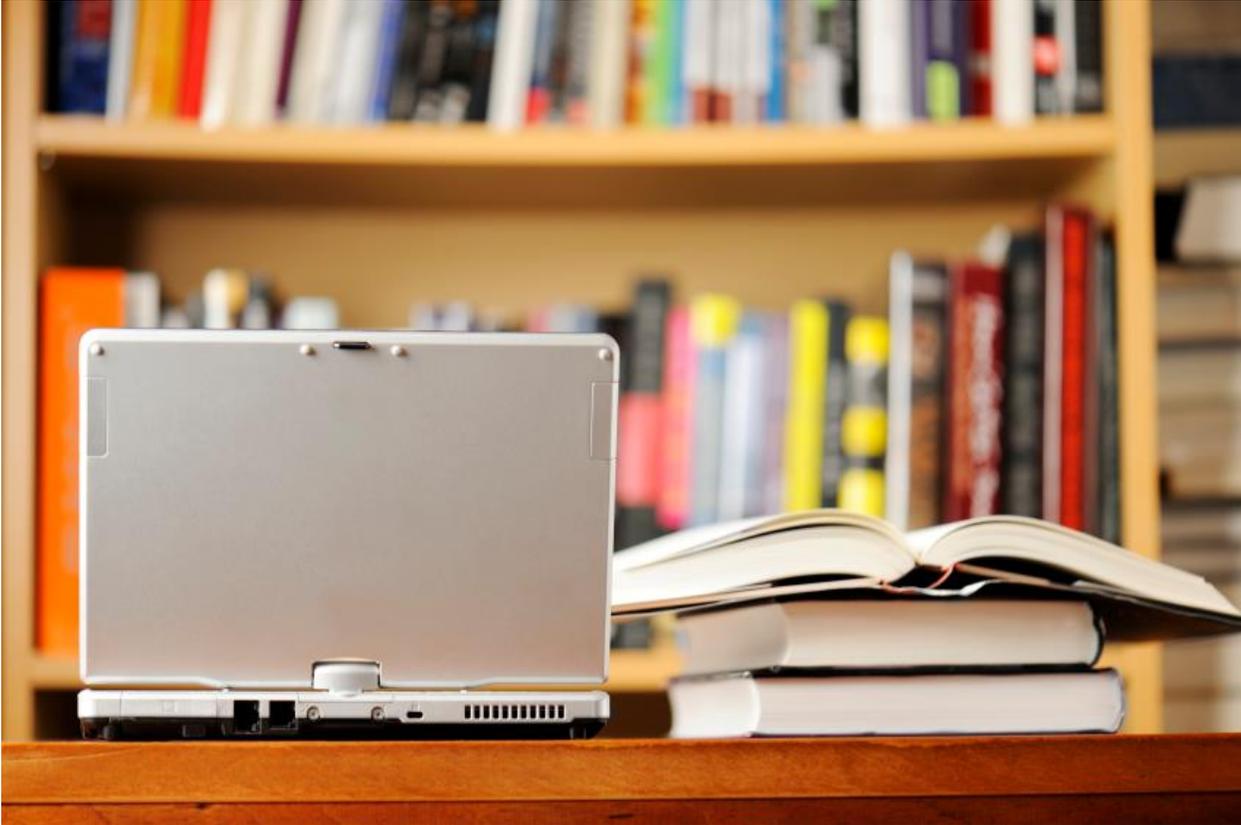
Years	Mr. Age	Mrs. Age	Gugg SPIA \$877,063.00	ING Q \$52,286.00	ING NQ \$129,000.00	Allianz Endurance 15* \$167,698.00	Misc. Annuities \$46,757.00	Mr. SS*	Mrs. SS*	Allianz 222# \$120,000.00	TOTAL \$1,392,804.00
1	55	54	\$90,000.00								\$90,000.00
2	56	55	\$90,000.00								\$90,000.00
3	57	56	\$90,000.00								\$90,000.00
4	58	57	\$90,000.00								\$90,000.00
5	59	58	\$90,000.00								\$90,000.00
6	60	59	\$90,000.00								\$90,000.00
7	61	60	\$90,000.00								\$90,000.00
8	62	61	\$90,000.00								\$90,000.00
9	63	62	\$90,000.00								\$90,000.00
10	64	63	\$90,000.00								\$90,000.00
11	65	64	\$90,000.00	\$4,541.00							\$94,541.00
12	66	65		\$4,541.00	\$10,396.00			\$30,000.00		\$10,753.00	\$55,690.00
13	67	66		\$4,541.00	\$10,396.00	\$13,815.00		\$30,450.00	\$15,000.00	\$11,120.00	\$85,322.00
14	68	67		\$4,541.00	\$10,396.00	\$14,367.60		\$30,906.75	\$15,225.00	\$11,120.00	\$86,556.35
15	69	68		\$4,541.00	\$10,396.00	\$14,942.30		\$31,370.35	\$15,453.38	\$12,505.00	\$89,208.03
16	70	69		\$4,541.00	\$10,396.00	\$15,540.00		\$31,840.91	\$15,685.18	\$12,753.00	\$90,756.08
17	71	70		\$4,541.00	\$10,396.00	\$16,161.60		\$32,318.52	\$15,920.45	\$12,753.00	\$92,090.57
18	72	71		\$4,541.00	\$10,396.00	\$16,808.06		\$32,803.30	\$16,159.26	\$14,140.00	\$94,847.62
19	73	72		\$4,541.00	\$10,396.00	\$17,480.38		\$33,295.35	\$16,401.65	\$15,490.00	\$97,604.38
20	74	73		\$4,541.00	\$10,396.00	\$18,179.60		\$33,794.78	\$16,647.67	\$15,816.00	\$99,375.05
21	75	74		\$4,541.00	\$10,396.00	\$18,906.78		\$34,301.70	\$16,897.39	\$16,619.00	\$101,661.87
22	76	75		\$4,541.00	\$10,396.00	\$19,663.05		\$34,816.22	\$17,150.85	\$18,621.00	\$105,188.13
23	77	76		\$4,541.00	\$10,396.00	\$20,449.57		\$35,338.47	\$17,408.11	\$19,255.00	\$107,388.16
24	78	77		\$4,541.00	\$10,396.00	\$21,267.56		\$35,868.55	\$17,669.23	\$19,255.00	\$108,997.34
25	79	78		\$4,541.00	\$10,396.00	\$22,118.26		\$36,406.57	\$17,934.27	\$21,655.00	\$113,051.11
26	80	79		\$4,541.00	\$10,396.00	\$23,002.99		\$36,952.67	\$18,203.29	\$22,084.00	\$115,179.95
27	81	80		\$4,541.00	\$10,396.00	\$23,923.11		\$37,506.96	\$18,476.34	\$22,084.00	\$116,927.41
28	82	81		\$4,541.00	\$10,396.00	\$24,880.03		\$38,069.57	\$18,753.48	\$24,484.00	\$121,124.08
29	83	82		\$4,541.00	\$10,396.00	\$25,875.24		\$38,640.61	\$19,034.78	\$26,823.00	\$125,310.63
30	84	83		\$4,541.00	\$10,396.00	\$26,910.25		\$39,220.22	\$19,320.30	\$27,388.00	\$127,775.77
31	85	84		\$4,541.00	\$10,396.00	\$27,986.66		\$39,808.52	\$19,610.11	\$28,778.00	\$131,120.29
32	86	85		\$4,541.00	\$10,396.00	\$29,106.12		\$40,405.65	\$19,904.26	\$28,778.00	\$133,131.03
33	87	86		\$4,541.00	\$10,396.00	\$30,270.37		\$41,011.73	\$20,202.83	\$28,778.00	\$135,199.93
34	88	87		\$4,541.00	\$10,396.00	\$31,481.18		\$41,626.91	\$20,505.87	\$28,778.00	\$137,326.96
35	89	88		\$4,541.00	\$10,396.00	\$32,740.43		\$42,251.31	\$20,813.46	\$28,778.00	\$139,520.20
36	90	89		\$4,541.00	\$10,396.00	\$34,050.05		\$42,885.08	\$21,125.66	\$28,778.00	\$141,775.79

* Estimated with 1.5% COLA

Estimated based on 10 year lookback Allianz 222 Illustration (see carrier Illustration).

+ Estimated based on \$207,883.68 EWB (6/16/14 and 4% growth with 4.5% payout at Mrs. Age 65) and increased each year after rider activation by an estimated 4% enhanced interest rate

Not able to illustrate growth based on carrier software limitations.



Product Discussion:



9/23/14



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!

AXA

Roth IRA Alternative

A Roth IRA can be a valuable part of a person's overall retirement income strategy, offering an effective means of tax-free accumulation, tax-free distributions and no requirements for Required Minimum Distributions. Perhaps your client has already maximized Roth IRA contributions, or have "missed the boat" on the ability to contribute to a Roth IRA due to their income. If this sounds like your client(s), a cash value life insurance policy may be an appropriate complementary strategy. [Learn more.](#)

Transamerica

Find Higher Value Sales

Effective producers talk about value and options rather than price. Use these new sales tools to have more successful client conversations.

[Uncover Hidden Advantages of GUL](#)
[Fill the Gap in a Portfolio](#)

New Index UL: TransNavigator

Do you have clients seeking life protection and growth potential? TransNavigator is an IUL built to compete in today's market with a choice of index accounts and an LTC rider.

[Quick Facts](#)
[Illustrated Rate Flyer](#)

When In-Laws Become Out-Laws

Clients should consider these options to plan for and protect their legacies. [Read article.](#)

TransACE 2014 and Trendsetter Super 20 Price Adjustments

Transamerica is committed to providing the flexible and versatile products clients need today. Effective September 22, they are making pricing adjustments to TransACE guaranteed universal life and Trendsetter Super 20 term products, with the goal of positioning these products to be competitive in a wider range of key markets to help you close 2014 on a high note. [Learn more.](#)

Voya Financial

Are You Taking Advantage?

September is Life Insurance Awareness Month. Educate consumers about life insurance with these witty materials from Voya. [Learn more.](#)

Lincoln Financial Group

Will Your Clients Outlive Their Assets?

Active, healthy lifestyles and medical advances continue to extend life expectancy. Your clients should consider how early they can afford to retire and plan for the very real possibility that they'll need 25 to 30 years post-retirement income. Build you clients' confidence and knowledge with these materials from Lincoln. [Learn more.](#)

Accordia Life

Why Use Retirement Path Roadmap? A Top Producer's Opinion

The Retirement Path Roadmap selling system can help you show clients how much they need for retirement, it can identify whether clients have saved enough for retirement, and it can provide extra tax-efficient income to fill the gap. See what a top producer with Accordia has to say about using Retirement Path Road Map with his clients. [Learn more.](#)

Legal & General America

What More Do You Get?

Value that goes beyond price. LGA offers a global brand, strong financials, free MediGuide medical second opinions, flexible term riders and cost and time savings with eDelivery. Explore their consumer-approved video library to learn about the value they pack into every policy. [Click here.](#)

Protective

Average 6 Percent Lower Premium Starts Here

Don't miss the opportunity to deliver an average 6% lower premium for a 30-year initial level death benefit period with Protective Custom Choice UL. [Learn more.](#)

Seeing is Believing - Exceed Client Expectations with One Product

Finding the right life insurance policy can be a trick task. While one solution might offer great guaranteed protection, another may offer better growth potential or flexibility to access cash value. But now there's a new solution that does it all: Protective Investors Choice VUL. [Learn more.](#)

Mutual of Omaha

Introducing the New Guaranteed Refund Option Rider and GUL Reprice

Your clients need life insurance protection today, but life changes, and so can your client's life insurance needs. The new Guaranteed Refund Option rider, included at no additional charge on all qualifying GUL and GUL Plus policies, provides your clients with an exit strategy, giving them flexible options for the future. In addition, Mutual of Omaha is lowering their GUL premiums effective October 1, 2014. [Learn more.](#)

Layering Term Policies to Meet the Client's Needs

Layering can be an effective way to get the life insurance coverage you need for the length of time you need it. [Learn more.](#)

Life Insurance Awareness Month

September is Life Insurance Awareness Month, which is a perfect opportunity for you to contact your clients and prospects, learn their story and help them understand the importance of life insurance. The Concept Marketing Portfolio from Mutual of Omaha is a great resource for materials and ideas to make it easier to talk to clients about their specific needs. [Learn more.](#)

AIG

Understanding the "Life" in Life Insurance

In A.M. BestTV's recent interview with John Deremo, AIG's head of distribution for life products talks about how Americans will require life products that perform multiple functions. [Watch Video.](#)

Unique Benefit Payment Option for Chronic Illness Living Benefit Rider

The Accelerated Access Solution offers Optionality with monthly benefit payments. Options include an IRS maximum per diem at time claim begins - providing a form of inflation protection for the policy owner's benefit. [Learn more.](#)

John Hancock

Field Underwriting Now Easier than ABC

If you've liked John Hancock's popular Agent and Broker Companion (ABC) Guide, you'll love their web-based, interactive Field Underwriting Guide. Available on jhsalesnet.com, this dynamic, online guide offers access to their comprehensive underwriting guidelines and requirements with features that are better suited for today's needs.

[Learn more about the guide](#)

[How to access](#)

[Visit JH SalesNet](#)

Nationwide

Start the Affordable Care Act Client Conversation

Clients want to retire on their terms, and that includes planning for health care costs in retirement. It's important for you and your clients to know how the Affordable Care Act impacts these costs. Use Nationwide's Discussion Guide to talk with your clients about how the ACA can create opportunities for people to retire on their terms. [Learn more.](#)

Minnesota Life

Omega Builder IUL - Conquer the Competition

Omega Builder ranks number one among top competitors. Highlights include:

- Income Protection Agreement, included on every policy, may decrease COI charges by up to 50%
- Policy distributions may be enhanced by up to 30%
- Index crediting bonus to help increase cash accumulation
- Fixed, indexed and variable loan options

[Click here to learn more about Omega Builder IUL](#)

Taking the Lead with Whole Life

Minnesota Life's Secure Protector Whole Life offers your clients an affordable whole life contract with lifetime protection and tax-advantaged cash value growth. [Learn more.](#)

SBLI

Whole Life Insurance from SBLI

SBLI Whole Life Insurance is an ideal way to protect a family's future while also providing the flexibility to meet financial obligations while alive. [Learn more.](#)

MetLife

New MetLife QuickPredict Tool Helps Identify Potential Rating Class

MetLife is excited to introduce QuickPredict, a first-of-its-kind, mobile field underwriting tool. This tool can help producers determine early in the fact-finding process whether a client may qualify for an Elite or Preferred rating class, based on 11 key risk factors. [Learn more.](#)

Symetra

Turn your Clients's IRA into a Greater Legacy

A stretch IRA can be an effective tool for increasing the wealth that passes to your clients' beneficiaries. By using a portion of IRA assets to purchase a life policy held inside an irrevocable life insurance trust, a client's stretch IRA can result in a larger legacy and more control over the assets. View Symetra's IRA maximization materials, [click here.](#)

Maximize an IRA in a trust

I assure YOU That you can find and write one of these every year. Great info here....BB

IRA Maximization

A stretch IRA can be an effective tool for increasing the wealth that passes to beneficiaries. With a life insurance policy held inside an irrevocable life insurance trust (ILIT), the stretch IRA can result in a larger legacy and give owners more control over how trust assets are distributed.

[IRA Max Agent Flyer](#)

[IRA Max Brochure](#)

[IRA Max Fact Finder Worksheet](#)

[IRA Max Sample Illustration](#)



The Short List:

(Some links may require cut and paste)

Inflation Falls 3rd Straight Month

<http://inflationdata.com/articles/2014/09/17/inflation-falls-3rd-straight-month/>

MDRT Marketing Tip

Segment your clients as A, B, C and D clients

<http://ihs.mdr.org/enews/september2014/practice.html>

A smart past can become a stupid future

The ideas and tactics that worked in the past may not get you to the next level. If you aren't careful, you can find yourself becoming a dinosaur.

<http://www.lifehealthpro.com/2014/09/23/a-smart-past-can-become-a-stupid-future?>

Why Some Don't Sell Fixed Annuities: Opinion

Industry researchers are reporting sales growth for fixed annuities, especially the fixed index annuity (FIA), during the first half of 2014. But are most producers selling them? No, according to a study from Cogent Reports. The researchers decided to find out why. The results — especially the reasons cited by insurance agents — are a bit baffling.

<http://www.looktowink.com/2014/09/dont-sell-fixed-annuities-opinion/>

Don't Let Clients Fall Into A Beneficiary Form Trap

Filling out the beneficiary form for annuities might seem simple. Just fill in the names and move on. But Jeffrey Levine, an individual retirement account (IRA) consultant with Ed Slott and Co., said those simple-looking forms might harbor traps for agents and advisors, and ultimately their clients.

<http://www.looktowink.com/2014/09/dont-let-clients-fall-beneficiary-form-trap/>

The simple formula that fixes every sales problem

How to break down the buying decision process -- and steer it in your favor.

<http://www.lifehealthpro.com/2014/09/15/the-simple-formula-that-fixes-every-sales-problem?>

Social media from scratch, Part 2: Twitter

Here are some helpful tips on how to build *quality* audiences on Twitter using your current contact lists (because starting from scratch with zero followers or fans can be hard).

<http://www.lifehealthpro.com/2014/09/22/social-media-from-scratch-part-2-twitter?>

Is effort really everything for advisors?

Improving your results takes effort. You can't expect to implement something new and get great results without working at it. New skills take time to master. You need to practice and you need to put in the effort.

<http://www.lifehealthpro.com/2014/09/20/is-effort-really-everything-for-advisors?>

IRS Finally Answers After-Tax IRA Rollover Question

Advisors take note: the Internal Revenue Service has issued long-awaited guidance on the allocation of after-tax amounts to rollovers.

<http://www.thinkadvisor.com/2014/09/18/irs-finally-answers-after-tax-ira-rollover-questio?>

Rule proposal for new hire background checks moving to SEC

Firms already are expected to review job applicants. The new rule makes that requirement more stringent by forcing them to conduct a search of public records.

<http://www.investmentnews.com/article/20140918/>

From September 18

(Some links may have to be cut and paste)

Four-percent drawdown vs income focus

<http://www.iol.co.za/business/personal-finance/retirement/annuities/four-percent-drawdown-vs-income-focus-1.1750338#.VBe5ZWctAiQ>

100 Questions to ask: estate planning

<http://www.lifehealthpro.com/2014/09/05/100-questions-to-ask-in-an-estate-planning-intervi?>

CBS News

6 questions before buying a fixed indexed annuity

<http://www.cbsnews.com/news/six-questions-to-ask-before-buying-a-fixed-indexed-annuity/>

Clients Want Ethical Advisors. Are You One?

Steven Blum, author of 'Negotiating Your Investments,' spells out the kind of advisor investors should be looking for.

<http://enews.sbmedianews.com>

How to overcome your client's annuity misconceptions

Many potential purchasers are unaware of the benefits of a fixed annuity purchase. Consider the misconceptions clients often have, and learn how you can help inform them about how an annuity can actually help them realize their objectives for retirement or financial planning for beneficiaries.

<http://www.lifehealthpro.com/2014/09/09/how-to-overcome-your-clients-annuity-misconception>

The future of insurance comes down to these 4 things

The G-20Y Summit is nothing if not ambitious, but it's already producing

the kind of thought the insurance industry could use, and in so doing, has identified what might just be the four most important issues facing the insurance world now, and in the future.

<http://www.lifehealthpro.com/2014/09/16/the-future-of-insurance-comes-down-to-these-4-thin?>

The little-known IRS rule that could change your client's retirement plan

By taking advantage of little-known IRS rules that provide for in-service 401(k) withdrawals, the client can use funds that are already earmarked for retirement to implement an annuity strategy that guarantees income during retirement — without incurring a single penalty — while they are still working and contributing to the 401(k).

<http://www.lifehealthpro.com/2014/09/15/the-little-known-irs-rule-that-could-change-your-c?>

2014 100 Best Sales & Marketing Ideas

There are a million ways to sell an insurance product, and any one of them may work depending on your target market, your product lineup and your own unique skill set. But there are a few that have been proven to deliver great results time and time again.

<http://www.lifehealthpro.com/100-best-sales-ideas-2014/>

NAIFA YAT Forum panelist: Expect a new wave of life products

In the coming years, many more carriers will offer products that allow owners of permanent policies to convert the cash value or death benefit into a single premium immediate annuity-like life income option.

<http://www.lifehealthpro.com/2014/09/08/naifa-yat-forum-panelist-expect-a-new-wave-of-life?>

A simple three-step process to selling life insurance

The harsh reality is that life insurance is a very complicated, misunderstood, and **often overlooked** piece of a comprehensive financial plan. The best solution is to make this difficult discussion an *educational* process versus a *sales* process.

<http://www.lifehealthpro.com/2014/09/05/a-simple-three-step-process-to-selling-life-insura?>

Social media from scratch, Part 1: Facebook

Get started today establishing your social media presence with these basics for breaking into the online world.

<http://www.lifehealthpro.com/2014/09/14/social-media-from-scratch-part-1-facebook?>

7 sins of social media marketing

Whether your brand is too boring, too tone-deaf or too promotional, your social media approach can't be an afterthought. Here are seven deadly sins of social media marketing to avoid at all costs to keep your audience engaged, interested and loyal.

<http://mashable.com/2014/08/28/social-marketing-sins/?>

Boomer Clients' Biggest Fear

The health care uncertainties are exacerbated when a worker retires early -- as more than half of the survey respondents over 50 did, citing health problems as the No. 1 reason.

http://www.onwallstreet.com/news/retirement_planning/pre-retiree-clients-worried-about-healthcare-costs-2690428-1.html?

Bond Investors Should Lower Duration

Might be time to stay away from long positions

http://www.onwallstreet.com/news/retirement_planning/bond-investors-should-lower-duration-retirement-scan-2690434-1.html?

Tax Strategy: Longevity Annuity Rules

The final IRS longevity annuity regulations -- designed to help promote the use of qualified longevity annuity contracts with retirement accounts --

create an important option for retirees with 401(k), 403(b), 457(b) or IRA accounts to help ensure that they will not run out of retirement funds before they die

<http://www.onwallstreet.com/news/annuities/tax-strategy-irs-longevity-annuity-rules-2690437-1.html?>

From September 11

More to Estate Planning Than Just the Will:

http://www.onwallstreet.com/news/retirement_planning/there-is-more-to-estate-planning-than-just-the-will-retirement-scan-2690374-1.html

Napa Earthquake Could Cost \$4 Billion as Wineries Close

Insurance will probably cover about \$2.1 billion, according to estimate

<http://www.thinkadvisor.com/2014/08/25/napa-earthquake-could-cost-4-billion-as-wineries-c?>

Lawyer Charged With Bilking Client, 90, to Fund Cat Litter Box Invention

A Sacramento elder law attorney is charged with financial elder abuse on multiple counts

<http://www.thinkadvisor.com/2014/08/29/lawyer-charged-with-bilking-client-90-to-fund-cat?>

Total U.S. annuity sales hit \$61.4 billion in second quarter

"This is only the second time we have seen quarterly sales over \$60 billion since the third quarter of 2011,

<http://www.lifehealthpro.com/2014/08/20/total-us-annuity-sales-hit-614-billion-in-second-q>

SEC Charges RIA with Fraud for Paid Investment Recommendations

An investment advisory firm is facing fraud charges in connection with an undisclosed compensation arrangement the advisors allegedly maintained with their broker involving a set of mutual funds they were recommending to clients.

The SEC claims that over an eight-year period, the Houston-based Robare Group netted \$440,000 in payments from a broker for persuading clients to invest in the funds in question, amounting to a clear conflict of interest that the co-owners of the firm failed to disclose.

http://www.onwallstreet.com/news/regulatory_compliance/sec-charges-ria-robare-group-with-fraud-for-paid-investment-recommendations-2690343-1.html?

FINRA Warns of Stock Scams Tied to Ebola, Other Viral Diseases

FINRA says that it is 'aware' of several potential 'pump and dump' scams

<http://www.thinkadvisor.com/2014/09/04/finra-warns-of-stock-scams-tied-to-ebola-other-vir?>

Know options if you own variable annuity

The key element of this transition is making the decision to move your money from the variable annuity into a fixed annuity of some kind.

Read more: [The Marietta Daily Journal - Know options if you own variable annuity](#)

4 things the annuity industry can do today

Coming out of the financial crisis of 2008, lingering low interest rates, non-traditional new market entrants (including private equity firms and start-ups) and changing regulatory requirements have proved extremely challenging.

<http://www.lifehealthpro.com/2014/08/26/4-things-the-annuity-industry-can-do-today?>

LIMRA MOST AMERICANS ILL PREPARED FOR DEATH OF BREADWINNER

With Life Insurance Awareness Month now underway, it's an opportune time to take stock of the industry's progress in insuring middle class Americans. Progress there is, but much remains to be done.

<http://www.lifehealthpro.com/2014/09/02/limra-most-americans-ill-prepared-for-death-of-bre?>

HYBRID INDEXES HELP SPUR FIA SALES

September 3, 2014 by Linda Koco

http://www.looktowink.com/2014/09/hybrid-indexes-help-spur-fia-sales/?utm_source=rss&utm_medium=rss&utm_campaign=hybrid-indexes-help-spur-fia-sales

From August 21

Voya offloads \$100 billion of life policies, freeing capital

Voya Financial Inc. struck a deal to transfer life insurance policies with a face value of about \$100 billion to Reinsurance Group of America Inc., freeing up funds

<http://www.lifehealthpro.com/2014/08/15/voya-offloads-100-billion-of-life-policies-freeing?>

Fidelity to Pay \$12 Million to Settle 401(k) Suits

Fidelity's own employees alleged the mutual fund giant charged excessive fees in the company's own 401(k) plans

<http://www.thinkadvisor.com/2014/08/13/fidelity-to-pay-12-million-to-settle-401k-suits?>

SEC Fines Linkbrokers \$18 Million for Hidden Fees

Brokers charged markups and markdowns during times of market volatility to conceal false prices

<http://www.thinkadvisor.com/2014/08/14/sec-fines-linkbrokers-18-million-for-hidden-fees?>

The Longevity Insurance Dilemma

<http://www.forbes.com/sites/frankarmstrong/2014/08/14/the-longevity-insurance-dilemma/>

7 Things You Need to Know Before Buying an Annuity

The average person probably knows far less about annuities than he or she does about individual retirement accounts.

<http://investorjunkie.com/36609/buying-annuity/>

Before investing, don't forget the prospectus

Don't be afraid to ask embarrassing questions

<http://www.stamfordadvocate.com/news/article/Before-investing-don-t-forget-the-prospectus-5692270.php>

From August 14

Almost 20 percent of people near retirement age have no retirement savings

The sobering statistic was one of many released by the [Federal Reserve](#) on Thursday as part of its report on the economic well-being of U.S. households, which surveyed more than 4,100 people online last year between mid-September and early October.

<http://www.washingtonpost.com/blogs/wonkblog/wp/2014/08/07/almost-20-percent-of-people-near-retirement-age-have-no-retirement-savings/>

Should an annuity be annuitized?

<http://www.onwallstreet.com/30-days-30-ways/should-an-annuity-be-annuitized-2690120-1.html?>

6 Mistakes you may be making in your marketing

<http://mashable.com/2014/07/31/marketing-mistakes/>

From August 7

Indexed Universal Life And Chronic Illness Riders Popular With Life Insurers

In the UL market, 17 percent of sales in the first nine months of 2013 contained a long-term care (LTC) rider, and in the IUL market during the same period 9 percent of sales contained an LTC rider

<http://insurancenewsnet.com/inarticle/2014/07/29/indexed-universal-life-and-chronic-illness-riders-popular-with-life-insurers-a-536536.html#.U-DqKMIg-M9>

Nearly 85 percent of carrier respondents expect to either market an LTC or chronic illness rider within 12 to 24 months, the survey also found.

Older Workers Get Retirement Jitters; Current Retirees More Relaxed

Despite having significant nest eggs, pre-retirees more likely to fear financial struggles in retirement.

<http://www.thinkadvisor.com/2014/08/04/older-workers-get-retirement-jitters-current-retir?>

Dark Pool

Barkley's creates the problem and we get sucked in

<http://annuitynews.com/Article/Some-FIA-Agents-Face-Dark-Pool-Backlash/533619#.U9kLK8Ig-M9>

Men Pay 38% More For Life Insurance than Women

Men pay an average of 38% more than women for the exact same life insurance policy, according to a new insuranceQuotes.com report. The gap

grows with age: for example, 25-year-old men pay 25% more than 25-year-old women for the same policy. At age 45, men pay 32% more than women, and at age 65, the gap grows to 40%.

<http://insurancenewsnet.com/oarticle/2014/07/24/men-pay-38-more-for-life-insurance-than-women-a-534894.html#.U9kMCslg-M8>

From 7-31-14 Short List, Open MIC Notes

Most Americans don't understand annuities

The good news for the annuity industry: most Americans would consider the fixed-income products to finance some aspect of their retirement.

<http://www.thinkadvisor.com/2014/07/25/most-americans-dont-understand-annuities?>

Most Americans Don't Understand Annuities

But most would consider them as a retirement income source

A quarter of Americans say they would not buy an annuity for any reason. The good news for the annuity industry: most Americans would consider the fixed-income products to finance some aspect of their retirement.

The not-so-good news: more than half of those surveyed don't really understand how annuities work.

According to a study by The Phoenix Cos., nearly three-quarters **(71%) of Americans would consider using annuities to establish predictable income in retirement**, as a vehicle to protect inheritances, or as way to protect money for health and chronic care expenses.

But 53% said they are “not familiar with annuities,” according to Phoenix Companies, and only 20% are actually planning to use an annuity to convert retirement savings into a set income stream.

The survey confirms what annuity-industry insiders have suspected anecdotally for years, says Mark Fitzgerald, national sales manager for Saybrus Partners, a subsidiary of Phoenix. People “don’t necessarily understand the basic income protection traditionally offered on all annuities, and they also are not aware of the range of benefits available on newer products, such as accumulation and chronic care features.”

When investors have annuities explained to them, particularly the variety of annuities designed to protect income for specific purposes in retirement, such as long-term health care costs, people show a strong interest, Fitzgerald said. “The annuities available today are not your grandfather’s annuity.”

About half of respondents said they would use annuities to establish an income stream. Forty-one percent said would use an annuity as an inheritance vehicle, and 36% said they’d use an annuity to establish reserves for health-care expenses.

One-quarter of respondents said they would not consider purchasing an annuity for any reason.

The Phoenix data suggests the annuity industry has some work to do in establishing a greater understanding of their products: 34% of participants said they were “not at all familiar” with annuities; 19% were “not very familiar.” Only 13% said they were “very familiar.”

Of the pre-retirees surveyed, 69% expressed confidence in their ability to establish predictable income streams with their retirement savings.

The challenge for the annuity industry is in bridging the gap between those who would consider using annuities to set up predictable income streams (49%), and those who are actually planning to do so (20%).

“While it is encouraging that people are willing to consider annuities, they clearly need some help translating intentions into concrete plans,” says Fitzgerald.

Investors Need To Fear Fraudsters More

Investors are not scared enough when it comes to security concerns, according to Steven Crosby, global private banking and wealth management leader for the Americas for PricewaterhouseCoopers.

<http://www.fa-mag.com/news/investers-need-to-fear-fraudsters-more-18665.html>

A.M. BEST AFFIRMS RATINGS OF ALLIANZ LIFE INSURANCE COMPANY OF NORTH AMERICA

<http://www.looktowink.com/2014/07/m-best-affirms-ratings-allianz-life-insurance-company-north-america-allianz-life-insurance-company-new-york/>

Women confident -- yet unprepared -- for retirement

According to a new Prudential study

<http://www.lifehealthpro.com/2014/07/16/women-confident---yet-unprepared---for-retiremen>

Hold the Hallelujahs on New Treasury Ruling on Deferred Annuities

The recent U.S. Department of Treasury ruling that allows access to deferred annuity options in certain qualified retirement plans seems like great news but might not be the boon that many retirees anticipate

<http://insurancenewsnet.com/oarticle/2014/07/26/hold-the-hallelujahs-on-new-treasury-ruling-on-deferred-annuities-says-retireme-a-535921.html>

How the aging population is changing the marketplace

Doubling the number of retirement-age seniors will fuel need for financial advice

<http://www.investmentnews.com/article/20140727/REG/307279994/how-the-aging-population-is-changing-the-marketplace?>

Talk about lack of transparency, the SEC votes to remove “black” marks

The Securities and Exchange Commission **approved** Tuesday a rule proposed by the Financial Industry Regulatory Authority to prohibit arbitration settlements from being conditioned on investor agreement to clear “black marks” from a broker’s record.

<http://www.thinkadvisor.com/2014/07/24/sec-oks-finra-rule-on-expungement-of-broker-black?>

Social Security Disability Fund Teeters on Brink of Broke

Disability insurance trust fund needs to be shored up 'soon,' projected shortfall in 2016, chief actuary Goss warns lawmakers

<http://www.thinkadvisor.com/2014/07/24/social-security-disability-fund-teeters-on-brink-o?>

Variable Annuities Punish Returns, Taxes and Heirs

SPECIAL TO  NEWS

In these days of low bond yields, many people are looking for easy, set-it-and-forget-it investments to generate income. Stepping aggressively into this itchy market are insurance companies and their salesmen, extolling the supposed benefits of the variable annuities (VAs) they offer

<http://abcnews.go.com/Business/variable-annuities-punish-returns-taxes-heirs/story?id=24699145>

Annuity in an IRA? Maybe, now

Changes in the annuity landscape have made some inroads against this rule of thumb – including guaranteed living benefit riders, death benefits, and other options

<http://www.figuide.com/annuity-in-an-ira-maybe-now.html>

Nearly Three-Quarters of Americans Are Interested in Diverse Benefits Available With Annuities, According to Phoenix Companies Survey

71 percent of Americans said they would consider buying an annuity to meet a variety of needs, including predictable monthly income, leaving an inheritance for their heirs, assistance with chronic care expenses and asset accumulation opportunities.

http://www.marketwatch.com/story/nearly-three-quarters-of-americans-are-interested-in-diverse-benefits-available-with-annuities-according-to-phoenix-companies-survey-2014-07-22?reflink=MW_news_stmp

From the week of July 24

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

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

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

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

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

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

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 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...

