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Fixed Annuity & Life Wholesaler

Standard Holding Rates



ndex Select Annuity 5

Surrender Period: 5 years 7, 6, 5, 4, 2%

3.75%

4.75%

(15-99K)

(100k+)

Guaranteed Minimum Accumulation Value 105%

Fixed Interest Account 1.00%

Commission 3.00%

Index Select Annuity 7

Surrender Period: 7 years 7, 6, 5, 4, 3, 2, 1%

4.15%

5.00%

(15-99K)

(100k+)

Guaranteed Minimum Accumulation Value 107%

Fixed Interest Account 1.00%

Commission 4.00%

Index Select Annuity 10

Surrender Period: 9 years 8, 7, 6, 5, 4, 3, 2, 1, 0.9%

5.05%

5.30%

(15-99K)

(100k+)

Guaranteed Minimum Accumulation Value 110%

Fixed Interest Account 1.00%

Commission 5.00%

August 4, 2014

In This Issue

Standard Insurance

Genworth Bonus Commission

<u>Highest Income</u> <u>Payments</u>

Fixed and Indexed Rates

Life Insurance News

Income Rider Improvements

Guggenheim Hot Rates

<u>Liberty Bankers</u> <u>Rates Drop</u>

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2014 Retirement Planning Guide

A close look at the

New Guaranteed Minimum Accumulation Benefit

(GMAB) is here, and this means your clients will enjoy the highest caps offered by The Standard and one of the stronger guarantees on account value growth that we offer.

HOW IT WORKS: At the beginning of the index term that follows the end of the Market Value Adjustment (MVA) period, the annuity fund value is assured to reach the guaranteed minimum accumulation value, which is 105%, 107% and 110% of original premium (net of withdrawals and applicable surrender charges) for the ISA 5, ISA 7 and ISA 10, respectively.

The GMAB ensures that even in an extended down market, the annuity fund value will have earned a guaranteed minimum interest growth.

Full Rate Sheet / Agent Appointment

Genworth - Multiply Returns and a New 6.00% Bonus

Secure Living Index 10 Plus view as web page

NEW COMMISSION - 7.00% Commission Plus Insane End Of Year Bonus Call Jeff For Details

NEW! CAP MAX ARTICLE

Up to 6.00% Bonus	25K-99K	100-249K	250K+
Annual Cap:	3.00%	3.50%	3.70%
Annual Cap Bail Out:	2.30%	2.80%	3.00%
Ann Cap Max:	3.00%	3.50%	3.70%
Cap Max Multi:	3.0	3.0	3.0
Monthly Cap:	1.35%	1.55%	1.65%
1 Year Trigger:	2.30%	2.80%	3.00%
10-Year Fixed:	1.10%	1.35%	1.45%

Get Appointed and earn a commission bonus from FSD. Just fax back the agent appointment!

See Rates / AK MN MO OR PA WA / Financials

definition of a policy maturity date

Losing Interest on Taxable Investments?

<u>Liberty Bankers AM</u> <u>Best Upgrade</u>

SPIA Taxation
Refresher from LBL

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Do Your Clients Need A Higher Return For Income?

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Fixed Rate Annuities

MYGA - August 2014

- 10 Year 3.40% (39.70% over the 10 years)
- 9 Year 3.30% (33.94% over the 9 years)
- 8 Year 3.20% (28.66% over the 8 years)
- 7 Year 3.15% (24.25% over the 7 years)
- 6 Year 3.00% (19.41% over the 6 years)
- 5 Year 3.00% (15.92% over the 5 years)
- 5 Year 2.50% (3.25% Commission To Age 80)
- 4 Year 2.35% (9.74% over the 4 Years)
- 3 Year 2.10% (6.43% over the 3 years)
- Fixed Annuity MYG rate page
- Deferred Annuity Quick Reference Agent Guide
- Indexed Annuity Quick Reference Agent Guide

Company Rate Sheets

- Liberty Bankers
- American General (NY)
- Guggenheim
- ING Annuities
- American National (NY)
- The Standard Fixed Indexed Annuities
- Lincoln Financial (NY)
- Genworth (FIA) (SPDA) (NY)
 AK MN MO OR PA WA

Life Insurance At FSD

F&G Life Insurance - Newly Enhanced Commission

Call Darren at 800-373-9697 for the enhanced commission details.

10% commission increase for Elite IUL sales!!

Call for details

Max Guaranteed Variable Loan Rates Reduced!

Elite IUL reduced from 5% to 4.50% Choice IUL reduced from 6.50% to 5%

Heritage Single Premium IUL - Great wealth transfer product with 11% commission!! Click here for Agent Guide

ROYAL NEIGHBORS OF AMERICA



Level	Qualifications	Cash Earnings	Island Escape Multiplier
Level 1	25,000 AP or 75,000 SPWL	\$2,200	2x
Level 2	15,000 AP or 50,000 SPWL	\$1,600	1.75x
Level 3	10,000 AP or 30,000 SPWL	\$1,200	1.5x
Level 4	5,000 AP or 20,000 SPWL	\$600	1.3x
Level 5	3,000 AP or 10,000 SPWL	\$300	1.15x
BONUS	The Top Premium Producer in the natio Island Escape Sales Trip at the St. Regibe eligible.		

Click here for 2015 Island Escape flyer - Enjoy Puerto Rico!

Extra 2% commission for Royal Legacy SPWL sales

• Cases must be issued by October 31st, 2014

Click here for Agent Guide

Secure Life UL non-guaranteed interest rate increased to 5%

Life of the Southwest

Flex Life IUL offers 13.00% cap with Living Benefit Riders

<u>Click here for Agent Guide</u> <u>Click here for Living Benefits Rider brochure</u>

2015 Conference of Champions Trip to Maui - click here for details

More Life Insurance - Click Here

American National

NEW - Signature Indexed Universal Life Insurance

THREE One-Year Interest Crediting Strategies Based on the Performance of an Index with 100% Participation Rates.

- 1. Point to Point with Cap 14% Cap with 0% Floor
- Point to Point with Cap and Higher Floor
 10% Cap with 1.5% Floor
- 3. Point to Point with Specified Rate 7.5% Specified Rate When Index Increases or Remains the Same



Learn More...

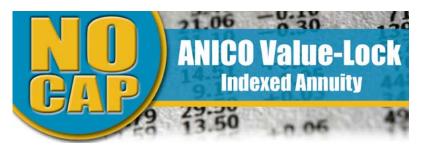
2015 Marketing Conference to The Cove Atlantis

American National ASIA PLUS with IMPROVED Lifetime Income

Asia Plus FIA

- 30% CAP on ASIA+ 5 Year Pt to Pt With 100% Participation
- No Cap On Value Lock and 2.00% Bonus
- Click Here To See How American National Riders Have Improved

Valued Lock FIA



Learn More

Interest Rates

• American National Rates - August 2014

Guggenheim Life & Annuity

Preserve Multi-Year Guarantee

7/1/2014	\$10,000 + \$249,999	\$250,000	Commission (0-80)
3 Year	2.00%	2.10%	1.00%
4 Year	2.25%	2.35%	1.75%
5 Year	2.75%	2.85%	2.50%
6 Year	2.90%	3.00%	2.50%
7 Year	3.00%	3.10%	2.50%
8 Year	3.10%	3.20%	2.50%
9 Year	3.20%	3.30%	2.50%
10 Year	3.30%	3.40%	3.00%
Agent Appointment	Sales Presentation	Brochure	<u>Ratings</u>



Have you heard about our new product?

Introducing the Preserve Plus Single Premium Deferred Annuity from Guggenheim Life. CLICK HERE FOR MORE INFORMATION.

Liberty Bankers Life

Guaranteed Fixed Rates For August

Bankers Elite 3	1.90%	Guaranteed 3 Years - 2.00% (0-90)
Bankers Elite 5	3.00%	Guaranteed 5 Years - 2.25% (0-90)
Bankers 5	2.50%	Guaranteed 5 Years - 3.25% (0-80)
Bankers Elite 7	3.15%	Guaranteed 7 Years - 2.50% (0-85)
Bankers 7	2.65%	Guaranteed 7 Years - 4.00% (0-80)
Bankers Elite 9	3.35%	Guaranteed 9 Years - 2.75% (0-80)

Full Rate Spreadsheet / Agent Appointment / Financial Update

A.M. Best recently reaffirmed the **B** (**stable**) financial strength rating of both LBL and CLIC. In their copyrighted news release, they commented on the company's strong capital position. Of particular note is that LBL's BCAR score was 181, an indication of significant strength. In spite of very good yields on real estate related investments, Best remains critical of this asset class.

Advertisement Portfolio

What We Do

Fixed Annuity and Life Wholesaler

FSD Financial is a full service fixed annuity and life insurance wholesale agency. We work directly with you, the agent. We are here to assist in product selection, brainstorming, follow-up on new business submissions and paperwork assistance. We focus on more on the product features that benefit the client more than the commission offered to the agent. We do offer Bonuses as marketing support for you.

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Jeff Affronti jeff@fsdfinancial.com



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Fixed Annuity & Life Wholesaler

Genworth Financial - INCREASES!

8.00% Benefit Base Enhancement 8.00% Simple Roll-up Credited Daily 7.00% Base Commission August 18, 2014

In This Issue

8.00% Roll up 8.00% Enhancement Bonus Commission

> Highest Income Payments

Life Insurance News

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2014 News

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2014 Retirement Planning Guide

A close look at the definition of a policy maturity date

Losing Interest on Taxable Investments?

<u>Liberty Bankers AM</u> <u>Best Upgrade</u>

SPIA Taxation

Beginning August 18th, the Benefit Base Enhancement on the optional Income Protection Rider is increasing to 8%. Available on SecureLiving® Index 7 and SecureLiving® Index 10 Plus, the change is effective in all states where the rider is available. The optional Income Protection Rider is designed to enhance the lifetime income opportunities for those clients that are ready to retire soon or who are expecting to retire many years from now.

The Income Protection rider can help them prepare for a more secure retirement by combining the enhanced benefit base, which is immediately 8% higher than their premium, with other great income features. For an annual fee of 0.95% of the benefit base*, clients get access to:

- 8% benefit base enhancement
- 8% simple roll-up credited daily to the benefit base for up to 10 years or whenever the client chooses to begin taking income withdrawals, whichever is sooner
- The ability to begin income on their schedule with partial year credit for benefit base increases even when an income withdrawal is started during the contract year
- Competitive withdrawal factors
- Growth opportunity even after the 10-year rollup period. After 10 years, if income
 withdrawals have not started, the benefit base will increase dollar for dollar based on
 interest credited to the contract value until income withdrawals begin
- Once income withdrawals have started, the client can defer up to one year's worth of
 income withdrawals to be taken at a future time.

These changes are designed to enhance the income benefits of the SecureLiving[®] Index 7 and Index 10 Plus contracts. When combined with the accumulation opportunity that SecureLiving[®] index annuities represent, financial professionals and their clients can be confident that their retirement dollars are protected and working to help them meet their financial goals.

*The annual charge is based on the benefit base and deducted annually from the contract value at the end of the each contract year. The benefit base is used only to calculate the rider income withdrawals and is not a representation of the contract value or surrender value.

Secure Living Index 10 Plus view as web page

NEW COMMISSION - 7.00% Commission Plus Insane End Of Year Bonus Call Jeff For Details

CAP MAX ARTICLE

Up to 6.00% Bonus

25K-99K

100-249K

250K+

Refresher from LBL

After Tax Earnings

Buyers Guide To Annuities

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10-Year Fixed:	1.10%	1.35%	1.45%

Get Appointed and earn a commission bonus from FSD. Just fax back the agent appointment!

See Rates / AK MN MO OR PA WA / Financials

Webinar: Lock In the Gains Date:

Tuesday, August 26th Time: 2:00 PM ET

Register now, space is limited.

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Life Insurance At FSD

ROYAL NEIGHBORS OF AMERICA



TRADITIONAL

Level	Qualifications	Cash Earnings	Island Escape Multiplier
Level 1	25,000 AP or 75,000 SPWL	\$2,200	2x
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Level 4	5,000 AP or 20,000 SPWL	\$600	1.3x
Level 5	3,000 AP or 10,000 SPWL	\$300	1.15x
BONUS	The Top Premium Producer in the nation for Level 1 will receive one additional day at the Island Escape Sales Trip at the St. Regis Bahia Beach Resort. Must qualify for Island Escape to be eligible.		

Click here for 2015 Island Escape flyer - Enjoy Puerto Rico!

Extra 2% commission for Royal Legacy SPWL sales

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Click here for Agent Guide

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FIXED RATES - GUARANTEED GROWTH - TAX DEFERRAL



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Fixed Annuity & Life

Wholesaler

Genworth: The Income Protection Rider

8.00% Benefit Base Enhancement 8.00% Simple Roll-up Credited Daily 7.00% Commission (0-75)

 Age
 55-59
 60-64
 65-69
 75-79
 80-84
 85+

 Single
 4.00%
 4.50%
 5.00%
 5.50%
 6.00%
 6.50%

 Joint
 3.50%
 4.00%
 4.50%
 5.00%
 5.50%
 6.00%

Secure Living Index Annuities view as web page / Rider Fact Sheet

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Do Your Clients Need Income Now?

August 21, 2014

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Income Payments In The Future

Income Payments NOW

Join FSD On-Line



2014 News

MYGA Rate Page

SPIA Taxation Refresher from LBL

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