



# The FSD Journal

A monthly guide for insurance agents

reviewing annuity product quality and performance

February

Quality ♦ Integrity ♦ Expertise

2004

## "Still The Hot Seller"

**9.10% Year 1**

**3.10% Years 2-6**

**(4.10% Yield for the first 6 years)**

**6.00% Commission (0-75)**

Surrender 9 Yrs: 9,8,7,6,5,4,3,2,0 Decrease Monthly

**OR**

**7.30% Year 1**

**3.30% Years 2-6**

**(3.96% Yield for the first 6 years)**

**9.00% Commission**

Surrender 9 Yrs: 9,8,7,6,5,4,3,2,0 Decrease Monthly

**A+ Rated Carrier**

## Equity Indexed Annuities

**100% Participation Rate**

An easy to understand annual reset with

**100% @ 3.00% Minimum**

**NO SPREAD - NO AVERAGING**

**8.00% Cap (\$100,000+)**

**7.50% Cap (\$5,000 - \$99,999)**

**5.00% Commission (0-76)**

**7 Year Surrender 9,8,7,6,5,4,2**

Fixed Account Option 3% - 10% withdrawal after 1st year

Full Death Benefit - Annuitize Available After First Year

Waivers Available Varies By State

ING USA Secure Index (A+ Rated)

*Multi-Year Lock-in (See enclosed spreadsheets for details)*

**3.25% For  
4 Years**

**3.55% For  
5 Years**

**4.20% For  
6 Years**

**4.75% For  
10 Years**

## Partial 1035 Exchanges Are Now OK!

Prior to the recent issue of Revenue Ruling 2003-76, partial exchanges of nonqualified annuities were permitted only on the strength of a 1998 court case (Conway v. Commission), and the reluctant acquiescence of the IRS in a letter that promised to "revisit" the issue at a latter date.

RR 2003-76 does revisit the issue - with a positive effect! It is now perfectly clear that the partial exchange (e.g., a portion of the nonqualified annuity value) of "an existing annuity contract to an unrelated insurance company for a new annuity contract" will not cause taxes or penalty taxes to be triggered.

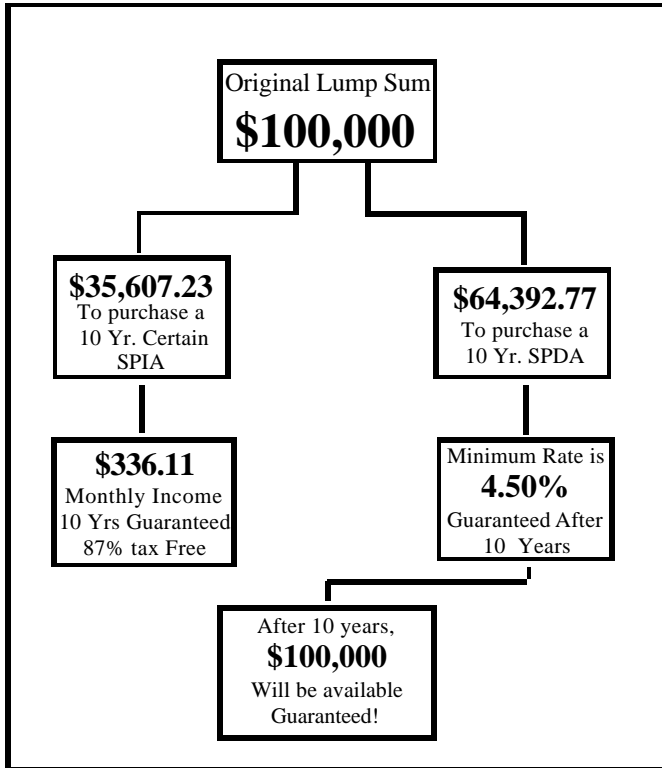
(Interim Guidance 2003-51 against tax avoidance rules apply) - call for details!

### In this month's issue:

- Annuity Review sales ideas, product comparisons
- Rates & Commissions SPDA & EIA!
- Annuity Hot List
- SPIA Life & Money Back Cash Refund
- Equity Indexed With 100% @ 3% Min.
- Split Annuity Illustration



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**"SPIA QUOTES"**

**\$100,000 Monthly Life With Cash Refund**

Male 50 - \$500.15	Female 50 - \$478.80
Male 55 - \$524.74	Female 55 - \$499.83
Male 60 - \$556.51	Female 60 - \$528.07
Male 65 - \$597.86	Female 65 - \$566.76
Male 70 - \$651.43	Female 70 - \$618.69
Male 75 - \$721.10	Female 75 - \$686.62
Male 80 - \$813.76	Female 80 - \$771.50
Male 85 - \$938.78	Female 85 - \$864.78

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 Product Brochures/Specials  
 800-373-9697

**Next Month in: The *FSD Journal***

- **RATES & TOP LEVEL COMMISSIONS:**
- Deferred & Indexed Annuity Guides
- Top Level Producer/Agency Contracts

**Irish Dreams  
 DUBLIN, IRELAND  
 2004 VIP CLUB**

**ING USA FIXED ANNUITIES**

- \$2,000,000 Fixed Annuity Premium
- 1/1/2004 to 12/31/2004
- 5 Cases Required

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 For The Independent Broker**

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