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FSD Financial Services Insurance News & Reviews

MYGA | SPIA | FIA | LIFE | For Agents

Quality | Integrity | Expertise

Let's Talk Guarantees 800-373-9697

Life Agent Use Only Quick Discussion Guide

February 5, 2019 Update

Life Agent Only Fixed Indexed Annuities

Highly Rated Carriers | High Caps | Multiple Indices | Top Commission

YES!

Life Only Licensed Agents Can Sell Fixed Indexed Annuities

Wanted - LIFE ONLY Licensed agents to offer our top pick FIA's.

We have been marketing FIA's since 1996. We search for the most client friendly FIA's. The FIA's that follow a traditional approach of simplicity and guarantees.

If you are free to write your fixed index business independently, as you see fit, and would **like unbiased access** to many insurance carriers give us a call at 800-373-9697.

Ask about our February FIA marketing allowances too.

Request an FIA illustration

The Most Liquid Fixed Annuity

1.65% Rate - Fully Liquid - FPDA

- Great for old 401K and qualified funds rollovers.
- 30 day MYGA window alternative.
- May avoid probate.
- · Savings account look alike with wide flexibility.

Capture | Combine | Distribute It's Liquid!

- Tax deferred
- May be transferred into any of the carriers other MYGA products with full commission.
- Possible substitute for a short term SPIA Allows clients to show short term steady annuity income through systematic withdrawals of principal and interest.
- Pays accumulation value trail commission for as long as policy is in force.
- Details

Immediate Annuities The Best Insurance Tool For Income Now

Clients need income NOW?

Where else can your clients immediately pull this much income from their nest egg with a 100% premium guarantee and the knowing it can never run out?

Lifetime Income With Full Installment Refund

"A+" Rated Carrier | 3.00% Commission

Assumes \$500,000 Premium-Income Starts 1 Month After Received

Gender / Age	Monthly Income	Lifetime Annual P&I %
Male Age 62	\$2,529.60	6.07%
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Female Age 75	\$3,230.78	7.75%
Female Age 80	\$3,664.19	8.79%

Rates as of 02/05/2019 and are subject to change. Other restrictions may apply. Call 800-373-9697 for details.

Quote from a very strong "A+" rated company with a 3.00% commission. Call or **click** for quotes.



The Insurance Product
Built To Guarantee The
HIGHEST Income Flow NOWA

Your Clients Can Use More Of That Nest Egg Right Now! If your clients can use less premium and receive the income they desire now, why wait? Show them a SPIA!

SPIA's Uses & Features:

- Underwritten Impaired Risk
- Liquidity and Commutable
- Nursing Home Enhanced Rider
- Income For High Net Worth Clients
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- Issue Ages To 100 On Period Certain
- Income Laddering
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- Pay Recurring Expenses
- Supplement Retirement Income
- Send Remaining Income To Beneficiaries
- What is needed for immediate annuity illustrations
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Single Premium Whole Life (SPWL)

Tax-Efficient Wealth Transfer

Create a LEGACY

See sample illustrations below.

The revised Liberty Legacy will replace the current version. Below is an Agent Guide, specimen marketing materials and specimen policy demonstrations.

When visiting with clients, discuss these important Liberty Legacy concepts and features:

- · Leverage the single premium to a much Greater Guaranteed Death Benefit
- Transfer the benefit Income Tax Free to the beneficiary
- · Provide a guaranteed insurance benefit to cover potential Chronic or Terminal Illness needs
- · Protect assets from Market and/or Interest Rate risks

Liberty Legacy is available to applicants age 50-80 who qualify with super-simplified application and telephone interview process .

Underwriting decisions are typically made at the point of sale. Consider presenting Liberty Legacy to your clients as a powerful tool to guarantee and strengthen their financial portfolio.



SPWL-14% Commission

Preferred and Standard Ratings Available

Features:

- · Super simplified point-of-sale approval telephone
- NO medicals. NO APS's.
- Guaranteed death benefit and guaranteed cash values
- · Not subject to market risks
- · No annual increasing cost of insurance
- Benefits and values GUARANTEED to age 121
- Issue ages 50 80
- Premium \$20,000 \$500,000
- Accelerated Death Benefit Smaller Of 80% or \$250,000 for Chronic or Terminal Illness of 12 months or 2 ADLs for consecutive 90 days
- 14.00% commission to age 80

- Full incentive trip credit
- Not Available In: CA, DE, DC, MN, NH, NY, ND, SD
- Request a quote
- Agent Guide
- Agent ONLY Flier
- Pricing Guide
- Sample Quotes

MYGA Rates Reduce Coast To Coast

New York and California will be decreasing in February. Many clients were able to locked in January rates and February will still have some good options.

Rates in NY are still at a competitive level. CA options include a great 6 year rate.



Using a tax deferred fixed annuity, clients can guarantee an increase to their accumulation value. Assuming no withdrawals the premiums @ the stated interest rate will = the total interest at the end of the term.

Yield End Of Term =

5 Year @ 3.55% = 19.05%

6 Year @ 3.65% = 24.00%

7 Year @ 3.74% = 29.31%



Some California (CA) approved fixed annuity rates reduced 02/01/2019. The below CA Multi-Year Guarantee Annuities rates do not renew surrender charges after the rate guarantee period is over:

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3 Year @ 3.10% = 9.59%

5 Year @ 3.75% = 20.21%

6 Year @ 4.10% = 27.26%

Call for full details on these current products. Rates are subject to change. Limitations may apply.

Annuity Hot List February 2019

Here are some top pick for February

There is no reason for clients who have 3 or more year to let their premiums accumulate to earn less than 3.00%. We have many MYGA's that guarantee 3.00% or better. Let us help maximize those client yields.

Minimum guarantees have increased but most short term rates have decreased a bit.



Fixed Rate Annuity Breakdown

Fixed Rate Annuity Products

Guaranteed Options For Your Clients Safe Money

7 Year Walk Away MYGA



Fixed For All 7 Years

Commission is 4.00% (0-80) and 2.00% (81-85)

Carrier Rated B++ By A.M.Best. Not Available in DE, MN, NH, NY

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FSD Top Pick MYGA Rates:

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- 4.20% For 10 Years Details
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- 2.85% For 3 Years Details (A- Rated)
- 1.65% No Surrender Liquid Details Fully Liquid

See more rates and request a quote here

This is just a quick sampling of products. For full details call or click and we will provide carrier materials, specimen contracts, brochures and more! Not Available in all states!

Guaranteed Tax Deferred MYGA Accumulation Compounding

Fixed Annuity Carriers Rates For Agent Use ONLY

- Liberty Bankers | Appointment
- American National | NY | Appointment
- Sagicor Life | Appointment
- Royal Neighbors | Appointment
- American General | NY |
- The Standard | Appointment
- Lafayette | Appointment
- Guggenheim | Appointment
- Lincoln National | Appointment
- Guarantee Income Life | Appointment
- Great American | Appointment
- Sentinel Security | Appointment
- Oxford Life | Call for appointment
- Equitrust | Appointment

News and Incentives

WHAT'S HAPPENING NOW

- 2019 Tax Reference Guide
- 2018 Tax Reference Guide

Trips / Rewards

- Liberty Bankers 2019 Scotland
- American National Cabo 2019

- QLAC NEWS: Get a QLAC quote
- Fee Advisor DIA & QLAC now available

- Portugal Douro River Cruise -Sentinel Security
- Equitrust Napa Valley

Keep Aware

- Fake Insurance Tax Form Scam
- IRS RULE Limits IRA Rollovers
- Longevity Annuity Treasury Ruling QLAC and DIAs
- Partial 1035 Rule IRS Page

Offer Fixed Annuities With FSD's Assistance

Life Licensed Agent? Add Fixed Annuities Today!

I am here to help and guide. If you want to offer fixed annuities and do not want to mess around with assumptions and a negative product experience, call me. I have been working with over a dozen carriers at a time for over 21 years. (Expertise) If you want your clients to have the cream of the crop products then look no more. I am 100% independent and will offer the best products no matter if I have a direct contract or I need to get one through other wholesale channels. Getting you, the agent, the best experience and extraordinary client satisfaction is what being a wholesaler meant when I started and I continue that today. (Quality and Integrity) I am here for my agents from prospecting to sale, through in-force service needs, to renewal notification and even beneficiary options. So, what are your risk averse clients wants and needs? Let me know, we may just be able to guarantee them with a fixed insurance product!

Jeff Affronti & FSD Financial

When that need arises for a great guaranteed fixed annuity product call 800-373-9697

For more than just our weekly updates, follow us on Linkedin.

STAY CONNECTED MORE OFTEN - WE OFFER REGULAR AND ORIGINAL CONTENT ON-LINE

FSD offers a traditional approach to current fixed insurance products.







Quality | Integrity | Expertise

Fixed Insurance Products Only IMO | We are here to help!

Fixed Rate, Fixed Indexed and Immediate Annuities | Life Insurance

800-373-9697

www.FSDfinancial.com | www.SPIAquote.com Enclosed information subject to change and human error.

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FSD Financial Services Insurance News & Reviews MYGA | SPIA | FIA | LIFE | For Agents

Quality | Integrity | Expertise

Let's Talk Guarantees 800-373-9697

Life Agent Use Only Quick Discussion Guide

February 13, 2019 Update

Spotlight On Values and Methods

As wholesalers, it is our job to filter through the available products and pinpoint the ones we think will preform best. This week I would like to highlight products form carriers that have shown great commitment to the traditional values and business methods prevalent when I became a wholesaler over 20+ years ago.

Want to learn more about these carriers and how they do business? Give me a call and I will walk you through the product features and advantages.

The Standard - Reduced as of 02/15/2019

- 5 Year MYGA rates up to 3.40%
- 7 Year FIA Annual Reset Pt 2 Pt Cap up to 6.00%

American General

- 5 Year MYGA up to 3.50%
- · New York approved MYGA

Liberty Bankers

- No Surrender Annuity With a 1.65% rate
- 5 Year MYGA rate of 3.75%
- 3 Year MYGA rate of 3.10%
- SPWL Preferred and Standard Ratings Classes

<u>Sagicor</u>

- 5 Year MYGA rates up to 3.75%
- 7 Year MYGA rates up to 3.85%
- · Fixed Indexed Single Premium Whole Life
- 7 Year FIA Annual Reset Pt 2 Pt Cap up to 6.15%

American National

- 6 Year MYGA rates up to 3.65%
- Immediate Annuities Many Single & Joint Life options available
- · Competitive New York MYGA rates

Penn Mutual

· Immediate Annuities with restricted language

Guggenheim

- · MYGA rates from 3 to 10 years
- Immediate Annuities

Immediate Annuity Lifetime Income Now

Where else can your clients immediately pull this much income from their nest egg with a guaranteed premium return and the knowledge it will never run out?

When researching lifetime income options for your clients, compare the income AND premium. If the SPIA can offer the same income at a lower premium, the clients can use the difference to build accumulation value and be more aggressive in their strategies.

Below are sample SPIA income numbers from an "A+" rated carrier with a 3.00% base commission. How much premium will other products require to offer for the same income as the SPIA?

Give me a call, we are happy to get you detailed comparisons.

Lifetime Income With Full Installment Refund

"A+" Rated Carrier | 3.00% Commission

Assumes \$500,000 Premium-Income Starts 1 Month After Received

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The 67 year old male will have \$333,946.80 of the \$500,000 premium returned. That is 66.79% of the premium! Clients using their money and keeping income steady for the long run. That is what the SPIA is for.

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Life Insurance Illustrations

Single Premium Whole Life

Very efficient way to transfer wealth!

Preferred and Standard Ratings Available

Features:

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- · NO medicals. NO APS's.
- · Guaranteed death benefit and guaranteed cash values
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Fixed Rate Annuity Breakdown



Fixed Annuity Carriers Rates



Request An Illustration

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Integrity Life Reference Guides

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Keep Aware

• Fake Insurance Tax Form Scam

- Titling of Contracts
- Annuitant Driven Contracts
- Owner Driven Contacts

- **IRS RULE Limits IRA Rollovers**
- Longevity Annuity Treasury Ruling QLAC and DIAs
- Partial 1035 Rule IRS Page

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I am here to help and guide. If you want to offer fixed annuities and do not want to mess around with assumptions and a negative product experience, call me. I have been working with over a dozen carriers at a time for over 21 years. (Expertise) If you want your clients to have the cream of the crop products then look no more. I am 100% independent and will offer the best products no matter if I have a direct contract or I need to get one through other wholesale channels. Getting you, the agent, the best experience and extraordinary client satisfaction is what being a wholesaler meant when I started and I continue that today. (Quality and Integrity) I am here for my agents from prospecting to sale, through in-force service needs, to renewal notification and even beneficiary options. So, what are your risk averse clients wants and needs? Let me know, we may just be able to guarantee them with a fixed insurance product!

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Quality | Integrity | Expertise | www.fixedannuitiesandlife.com

Let's Talk Guarantees 800-373-9697

Life Agent Use Only Quick Discussion Guide

February 20, 2019 Update

Some MYGA Rates Dropping In March

Lock in these nice rates before they are gone again!

Click the image for more details.





THE CONCEPT: Guaranteed Accumulation THE PRODUCT MYGA Fixed Rate Annuity Loving These Rates? 4.00% For 5 Years 4.10% For 7 Years 4.20% For 10 Years

California Approved

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- QLAC: Get a QLAC quote
- Fee Advisor DIA & QLAC

Integrity Life Reference Guides

- Titling of Contracts
- Annuitant Driven Contracts
- Owner Driven Contacts

Trips / Rewards

- Liberty Bankers 2019 Scotland
- Portugal Douro River Cruise -Sentinel Security

Keep Aware

- Fake Insurance Tax Form Scam
- IRS RULE Limits IRA Rollovers
- Longevity Annuity Treasury Ruling QLAC and DIAs
- Partial 1035 Rule IRS Page

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