



The

FSD Journal

Fixed Annuities

A monthly guide for insurance agents

reviewing fixed annuity product quality & performance

January

Quality ♦ Integrity ♦ Expertise

2005

Equity Indexed Annuities:

The S&P 500 was up 9.00% in 2004. An annual reset index annuity like the ING USA Secure Index with a cap of 7.00% would have returned 7.00%! Extremely good considering CD rates were at 1% to 2%. The same type of client buys both products. Do the CD buyers in your area know about the Equity Indexed Annuity? Upside potential with an overall minimum guarantee of 3.00% and an easy to understand crediting method. Client gets 100% of the S&P percentage gain up to 7.00%. Crediting is based on policy year. It is that Simple! The policy term is only 7 years and agents earn a 5.00% commission. A well known top rated company with great sales material to aid independent agents. Give us a call if you are interested in learning more about Equity Indexed Annuities! We have client approved sales material and CDs.

2005 Changes:

ING USA has changed the minimum premium on the flex products, please see enclosed Deferred Annuity Spreadsheet for details. Introducing the Market Smart Point to Point Equity Index Annuity

California Agents must have annuity CE done to continue to sell annuities in CA. If you have not completed your CA annuity CE and you want to sell annuities call us ASAP!

IRA contribution limits increase to \$4,000 - Catch-up contributions remain at \$500. Simple IRA contribution limits increase to \$10,000 - Catch-up contributions increase to \$2,000.

Multi-Year Lock-In

**2.90% For
3 Years**

**3.35% For
4 Years**

**3.75% For
5 Years**

**4.20% For
6 Years**

BONUS PRODUCT

9.30% Year 1

3.30% Years 2-6

6.00% Commission (0-75)

A+ Rated / 9 year surrender / rate resets up or down annually after 6th year but can never drop below 2%

(See enclosed spreadsheets for details)

INDEPENDENT ANNUITY AGENTS

Let FSD help you become an annuity experts. Our appointed agents get intense product training, access to the industry's top carriers and highest level commission contracts. Plus after you sign up the client our back office does all the follow-up for you. This saves our agent a tremendous amount of time and energy. Fixed Annuities offers GUARANTEES, let us show you how these guarantees can offer your clients security in their retirement years.

Jeff Affronti

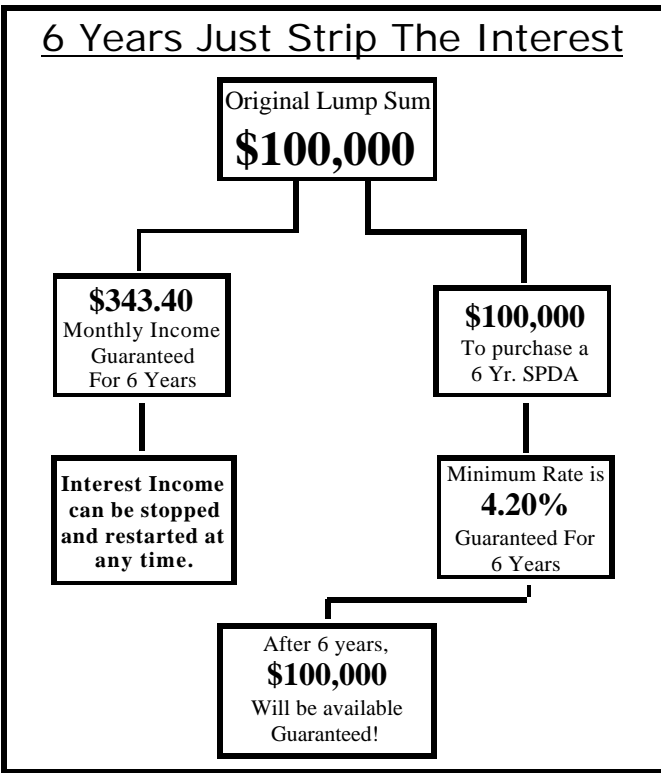
In this month's issue:

- Annuity Review sales ideas, product comparisons
- **Rates & Commissions** SPDA & EIA!
- NEW 5% COMMISSIONS ANNUITY!
- SPIA Life & Money Back Refund
- EIA HISTORICAL - ILLUSTRATE THE PAST S&P
- Split Annuity - Just Strip The Interest
- Multi-Year Guarantees - 3 - 10 Years



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 Quality ♦ Integrity ♦ Expertise

6 Years Just Strip The Interest



Super Simple EIA / A++ RATED COMPANY

Two index crediting methods

#1 - Performance: If the S&P is not down the client gets 5.80%.

#2 - Two year point to point reset: 100% of the S&P with a 16.00% cap!

It is That Simple!

Available in 8 and 10 year terms.
 Commission is 6.00% on the 10 year term and 5.00% on the 8 year term up to age 75.
 10% free withdrawal available.
 2.00% on 100% is the minimum guarantee.

Get appointed and have this great equity index fixed annuity in your product portfolio. We will train you and supply all client materials.

SELLING LIFE INSURANCE

TOP LEVEL COMMISSION CONTRACTS

Call FSD - Nobody Has Higher Levels
 Compare Our Payouts / Place Your Business

TRY US ON

AMERICAN GENERAL (special high level)
JEFFERSON PILOT FINANCIAL
FIDELITY & GUARANTY

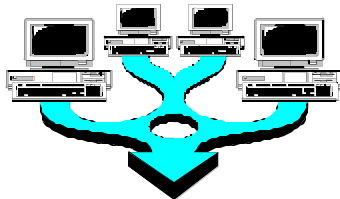
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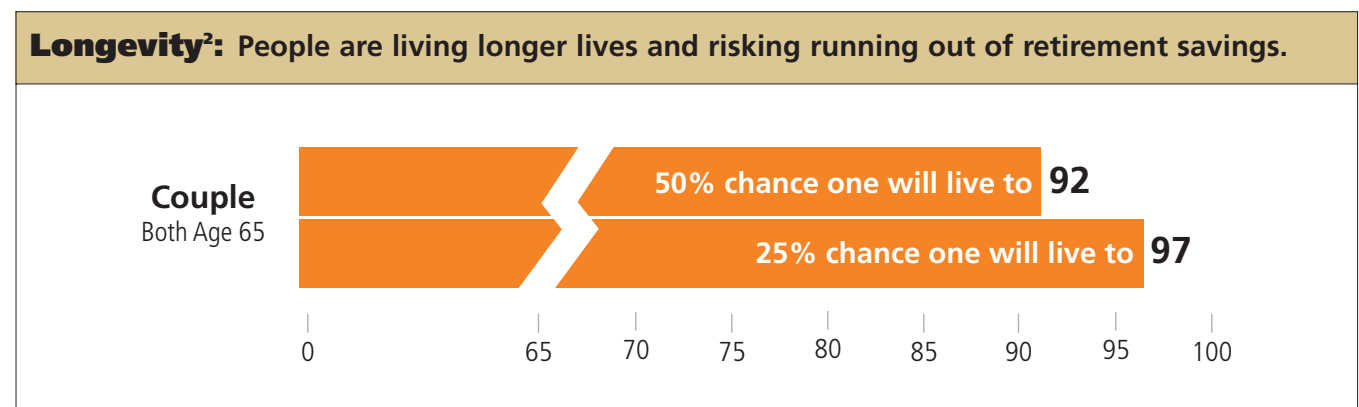


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Wow... The Facts are Staggering.

As Baby Boomers approach retirement, far too many are underestimating how much time they will spend in retirement and how much income they will need once they stop working.¹

Case In Point



Other Things To Consider

Fact...	Net Result...
<ul style="list-style-type: none"> Boomers control over \$16 trillion in retirement assets. That's approximately \$450,000/person.³ 	<ul style="list-style-type: none"> Countless opportunities to capture rollovers from pension plans, 401(k)s, IRAs, etc.
<ul style="list-style-type: none"> Over 78 million baby boomers are gearing up for retirement.⁴ 	<ul style="list-style-type: none"> More than 12,000 Boomers turn 50 every day. That's 1 every 8 seconds.
<ul style="list-style-type: none"> 82% of Boomers say they would be very interested in a financial product that could provide financial growth and guaranteed protection and income.⁵ 	<ul style="list-style-type: none"> Equity Index Annuities give you a tool to meet these needs by offering great guarantees, excellent income and market participation.

The Bottom Line

Retirees and aging Boomers are looking for a retirement income solution. Make sure they look to you as their **Retirement Income Specialist**.

Sources: ¹ Life Insurance Selling Newsletter (December 2003)
² Annuity 2000 Mortality Table: Society of Actuaries

³ 2003 Retirement Confidences Survey, EBRI
⁴ 2004 Survey by Hartford Life