



FSD Financial Services Insurance News & Reviews

Fixed Rate | Fixed Indexed | Immediate Income | MYGA | SPIA | FIA | LIFE For Agents

Quality | Integrity | Expertise | www.fsdfinancial.com | www.SPIAquote.com

800-373-9697 Let's talk guarantees

Life Agent Use Only Quick Discussion Guide January 09, 2019 **Update**

Fixed Interest Rate HotList - NY News!

This month the Hotlist includes New York approved MYGA's with very nice guaranteed rates.

The rates are banded. For premium of \$100,000 or more the average rates at the end of term are: 5 year 3.65% | 6 Year 3.85% | 7 Year 3.94% - Gives us a call or click below for more details.



(B++) Rated Carrier | Reduce Rate For Needed Options!

4.00% For 5 Years 3.90% In CA and FL CA & FL 0.10% Less as full death benefit is included

RMD Withdrawal Subtract 0.16% 10% Withdrawal Subtract 0.08% Terminal III, Nursing Subtract 0.15% 72t Withdrawal Subtract 0.05% Full Death Benefit Subtract 0.35% Interest Withdraw Subtract 0.08%





4.10% Interest Rate

6 Year Non-Repeating Surrender Withdrawal of accumulated interest 27.26% Yield In 6 Years If Left To Accumulate

CALL 800-373-9697 FOR ILLUSTRATIONS, CONTRACTING & SUPPORT.

New York Approved 5 Year MYGA Rate

Interest Rate Premium \$100,000+

4.45% Year 1 3.45% Years 2 - 5

(Yield 3.65% Over 5 Years)

Rates are 0.10% Less under \$100,000

4.35% Year 1 3.35% Years 2 - 5

(Yield 3.55% Over 5 Years) Guaranteed For 5 Years

Guaranteed Period:

Surrender 5 Year Initial Period - Maximum 10 years:

Charges: 8% Year 1

> 8% Year 2 8% Year 3 7% Year 4 6% Year 5

30 Day Free exit window

5% Year 6 4% Year 7 3% Year 8 2% Year 9 1% Year 10 0% Years 11+

Minimum \$5,000 for Low Band | Deposit: \$100,000 for High Band

0-85 Issue Age: UT NOT

approved in:

Annual 10% Penalty Free Withdrawals Free

Withdrawal: after the first year.

> Interest available after 30 days. Full Death Benefit - Waiver

Benefits:

Death

Commission: 2.50% (0-79)

0.50% (80-85)

Company

A by A.M. Best

Ratings:

Request Get A Quote

Illustration:

Immediate Annuities - SPIA Quotes - Commissions

The Insurance Product Built To Guarantee Income For Life

Need guaranteed income case design assistance? Let us see if we get your client what they need for less premium and with insurance guarantees!

Liquidity and Enhancements In This Immediate Annuity





Longevity Protection - Guaranteed Income

If your clients can use less premium and receive the income they desire now, why wait? Show them a SPIA!

- Underwritten Age Rated
- Liquidity and Nursing Home Enhanced Rider
- Establish Large Lifetime Income High Net Worth Clients
- Terminal Funding Pensions
- Issue Ages To 100 On Period Certains
- Laddering
- Survivor Income Peace Of Mind NOW!
- Gap Income
- Settlements and Buyouts
- Set Recurring Expenses From 5 Years To Life
- Supplement Retirement Income
- Offer Legacy Payments To Beneficiaries
- See what is needed for an immediate annuity illustration
- Get A Quote & Compare Lifetime Income NOW!

SPWL With Two Ratings Classes & 14% Base Commission

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 <u>super-simplified application and telephone interview process</u>. 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.

Preferred and Standard Ratings Available

- 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



LBL for Traditional MYGA's, SPIA's and FPDA's

Liberty Bankers Life MYGA's

Get these great rates before they are gone!



Multi-Year Guarantee Annuity (MYGA)

All LBL Fixed Annuities are true "walk away" at the end of the term. No recurring surrender charges or 30 day windows to worry about. Should your clients want to internally rollover to a better rate after a term, this carrier pays a full new commission!

Guaranteed Rate	Surrender Term	Commission 0-80 - CA & FL reduce sooner
<u>3.85%</u>	9 Years	2.75%
<u>3.80%</u>	7 Years	2.50%
<u>3.80%</u>	5 Years	2.25%
<u>3.25%</u>	3 Years	2.00%
<u>1.25%</u>	LIQUID None	0.50% annually (as 1/12 monthly trail)

Immediate Annuity NEWS! (SPIA)

LBL's period certain SPIA now issues to age 100. Income Per \$100,000 premium on a 5 Year Period Certain is \$1,735 per month for all 60 months with a 2.00% commission.

Get a SPIA Quote Here

Top Quality MYGA

Carrier Rates

Fixed Annuity Carriers - Agents Use ONLY

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

Top MYGA Rates:

- 4.30% After 10 Years Details Maximum MYGA Rate!
- 4.20% For 10 Years Details
- 4.10% For 7 Years Details (4.00% in CA!)
- 3.94% For 7 Years Details (A Rated)
- 3.70% For 7 Years Details (A- Rated)
- 3.40% For 7 Years Details (A+ Rated)
- 3.25% For 7 Years Details (4.00% Commission)
- 3.85% For 6 Years Details (A Rated)
- 4.10% For 6 Years Details (CA Approved)
- 3.50% For 5 Years Details (A+ Rated Client Friendly)
- 3.55% For 5 Years Details (A Rated)
- 3.70% For 5 Years Details (A Rated)
- 3.75% For 5 Years Details (A- Rated)
- 3.80% For 5 Years Details (CA Approved)
- **4.00% For 5 Years** <u>Details</u> (3.90% In CA!)
- 3.25% For 4 Years Details (NICE!)
- 3.20% For 4 Years Details (10% Withdrawals)
- 3.10% For 3 Years Details (10% Withdrawals)
- 3.00% For 3 Years Details (2.00% Commission)
- 3.00% For 3 Years Details (A- Rated)
- 3.25% For 3 Years Details (2.00% Commission 0-90)
- 3.00% For 3 Years Details (A Rated)
- 2.85% For 3 Years Details (A- Rated)
- 1.25% 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!

The rate guarantees in a MYGA are easy to compare. The features, flexibility and basic client friendliness requires a closer look. The most client friendly products will include all the common features offered in traditional deferred annuity. Give us a call we are here to help you find the feature your clients need.

News and Reviews

WHAT'S HAPPENING NOW

2019 Important Topics

- 2018 Tax Reference Guide Lafayette Life
- QLAC NEWS:

Effective January 1, 2018, the IRS is increasing the premium restrictions for QLAC contracts from \$125,000 to \$130,000. Purchase payments will now be limited to the lesser of: \$130,000 less purchase payments paid for another QLAC contract OR 25 percent of all IRA account balances owned by the proposed Owner/Annuitant less purchase payments paid for another QLAC

Get a QLAC quote here

Trips / Rewards

- · Liberty Bankers 2019 Scotland
- American National Cabo 2019
- 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 Annuity With FSD's Assistance

Life Agents Can 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 - 800-373-9697!

For more than just our weekly updates, follow on Linkedin for a traditional approach to current fixed financial insurance products available now.

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











Quality | Integrity | Expertise A Fixed Products Only IMO | We are here to help! www.FSDfinancial.com | www.SPIAquote.com | www.AnnuityExperts.com

800-373-9697

Share:
Tweet

•

•

View as Webpage Click Here



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

January 22, 2019 Update



Now More Mobile Friendly

We redesigned our email to be more cell phone friendly. Over 40% of our emails are opened on Mobile devices so, we hope this helps you all get the information in a much cleaner format. The email now only needs to scroll up and down, eliminating the side to side to read all the information.

Check Here If Not Already In Mobile View

Immediate Annuities & SPIA Quotes

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?

Does It Pay To Delay?

Recently we quoted a case with the client a couple months from his 67th B-Day. The payment at his current age is \$926.80. If he waits for his 67th B-Day the payment will be \$929.21.

The client would need to skip at least 1 payment of \$926.80 \$926.80 divided by \$2.41 = 384 months to break even for that 1 missed payment. In 32 years this client would be 98!

Some carriers use age nearest, some actual age, some use last

Lifetime Income With Installment Refund Assumes \$500,000 Premium—Income Starts 1 Month After Received

Gender / Age	Monthly Income	Lifetime Annual P&I %			
Male Age 62	\$2,532.48	6.08%			
Male Age 65	\$2,672.99	6.42%			
Male Age 67	\$2,776.97	6.66%			
Male Age 71	\$3,035.84	7.29%			
Male Age 75	\$3,379.93	8.11%			
Male Age 80	\$3,927.46	9.43%			
Female Age 62	\$2,462.12	5.91%			
Female Age 65	\$2,589.62	6.22%			
Female Age 67	\$2,683.06	6.44%			
Female Age 71	\$2,914.40	6.99%			
Female Age 75	\$3,219.48	7.73%			
Female Age 80	\$3,696.50	8.87%			

Rates as of 01/18/2019 and are subject to change. Other restrictions may apply. Call 800-373-9697 for details.

radios do of o 1/10/2010 and die Subject to change. Other restrictions may apply. Sun 600 010 5007 for details.

Quote from and "A" Rated company with a 3.00% Commission. Call or **click** for quotes.

birthday. We know and can offer suggestions and help design the income plan.

We make SPIA's easy.



The Insurance Product
Built To Guarantee The
HIGHEST Income Flow NOWA

Your Clients Can Use More Of That Nest Egg Right Now!

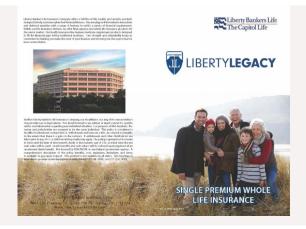
Longevity Protected Income

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
- Terminal Funding Pensions
- Issue Ages To 100 On Period Certain
- Income Laddering
- Survivor Joint Life Income
- Gap Income
- Settlements and Buyouts
- Pay Recurring Expenses
- Supplement Retirement Income
- Send Remaining Income To Beneficiaries
- What is needed for immediate annuity illustrations
- Get A Quote & Compare Lifetime Income NOW !

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's Coast To Coast

New York and California have some good options available this month. Rates in NY have improved to a competitive level. CA has shorter terms and high guaranteed rates.



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 @ 3.65% = 19.63%

6 Year @ 3.85% = 25.44%

7 Year @ 3.94% = 31.06%



California (CA) approved fixed annuities that guarantee a fixed rate each year. The below CA Multi-Year Guarantee Annuities rates do not renew surrender charges after the rate guarantee period is over:

Yield End Of Term =

3 Year (a) 3.25% = 10.09%

5 Year @ 3.80% = 25.44%

6 Year @ 4.10% = 31.06%

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

Spotlight 5 Year Fixed Rate

This is a true 5 year	guaranteed interest rate annuity.		
Interest Rate	Premium \$100,000+ 4.45% Year 1 3.45% Years 2 - 5 (Average Yield 3.65% Over 5 Years) Rates are 0.10% Less under \$100,000 4.35% Year 1 3.35% Years 2 - 5 (Average Yield 3.55% Over 5 Years)		
Guaranteed Period:	Guaranteed For 5 Years		
Surrender Charges:	5 Year Initial Period - Maximum 10 years: 8% Year 1 8% Year 2 8% Year 3 7% Year 4 6% Year 5 30 Day Free exit window 5% Year 6 4% Year 7 3% Year 8 2% Year 9 1% Year 10 0% Years 11+		
Minimum Deposit:	\$5,000 for Low Band \$100,000 for High Band		
Issue Age:	0-85		
States NOT approved in:	UT		
Free Withdrawal:	Annual 10% Penalty Free Withdrawals after the first year. Interest available after 30 days.		
Death Benefits:	Full Death Benefit - Waiver		
Commission:	2.50% (0-79) 0.50% (80-85)		
Company Ratings:	A by A.M. Best		
Request An Illustration:	Get A Quote		

Fixed Rate Annuity Breakdown



FSD Top Pick MYGA Rates:

- 4.30% After 10 Years Details
- 4.20% For 10 Years **Details**
- 4.10% For 7 Years **Details** (4.00% in CA!)
- 3.94% For 7 Years Details (A Rated)
- 3.70% For 7 Years Details (A- Rated)
- 3.40% For 7 Years **Details** (A+ Rated)
- 3.25% For 7 Years **Details** (4.00% Commission)
- 3.85% For 6 Years **Details** (A Rated)
- 4.10% For 6 Years **Details** (CA Approved)
- 3.50% For 5 Years **Details** (A+ Rated)
- 3.55% For 5 Years **Details** (A Rated)
- 3.65% For 5 Years Details (A Rated)



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

- 3.70% For 5 Years Details (A- Rated)
- 3.75% For 5 Years **Details** (A- Rated)
- 3.80% For 5 Years **Details** (CA Approved)
- 4.00% For 5 Years **Details** (3.90% In CA!)
- 3.25% For 4 Years **Details** (NICE!)
- 3.20% For 4 Years **Details** (10% Withdrawals)
- 3.10% For 3 Years **Details** (10% Withdrawals)
- 3.00% For 3 Years **Details** (2.00% Commission)
- 3.00% For 3 Years Details (A Rated)
- 3.00% For 3 Years **Details** (A- Rated)
- 3.10% For 3 Years **Details** (10% Withdrawals)
- 3.25% For 3 Years **Details** (2.00% Commission)
- 2.85% For 3 Years Details (A- Rated)
- 1.25% 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!

- 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

- 2018 Tax Reference Guide Lafayette Life
- QLAC NEWS: Get a QLAC quote
- Fee Advisor QLAC now available

Trips / Rewards

- Liberty Bankers 2019 Scotland
- American National Cabo 2019
- •
- 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.

CA Insurance License 0B67385

Non Resident Licenses:

AL, AZ, CO, FL, HI, GA, ID, IL, IA, KS, LA, MD, MI, MO, NV, NJ, NY, OH, OK, OR, PA, TN, TX, UT, VA, WA, WI
FOR AGENT USE ONLY



Confirm that you like this.

Click the "Like" button.