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#### **FSD Financial Services Insurance News & Reviews**

MYGA | SPIA | FIA | LIFE | For Agents

Quality | Integrity | Expertise

www.FixedAnnuitiesAandLife.com | www.SPIAquote.com

Let's Talk Guarantees 800-373-9697

Life Agent Use Only Quick Discussion Guide

June 12, 2019 Update

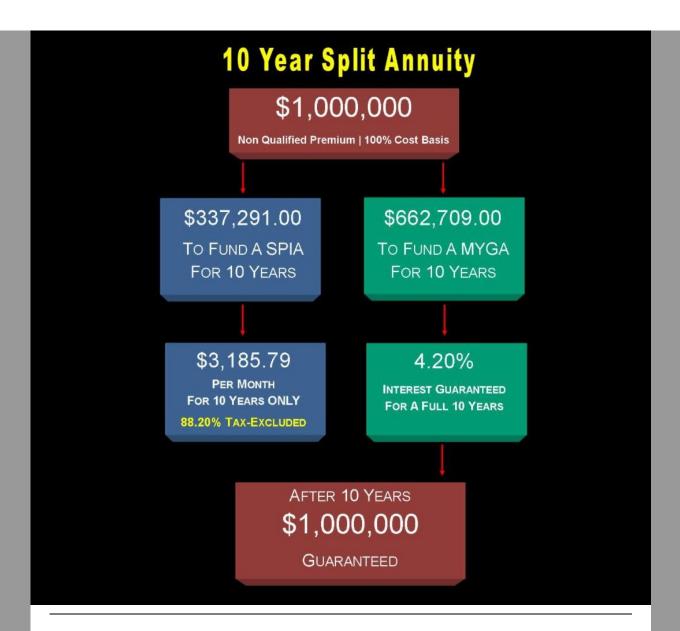
## The Split Annuity - With Tax Exclusion Ratio

A Split Annuity may be a fit for clients who:

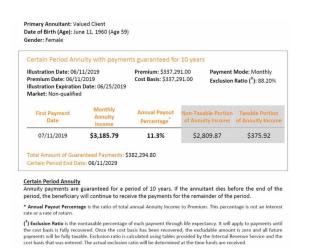
- Need income now
- · Want a top interest rate and withdrawals
- · Want to keep control of premium
- · Are trying to avoid adding too much taxable income
- · Are risk averse and like guarantees

The illustration below gives clients an annual income of \$38,229 guaranteed for 10 years, of which up to 88% can be tax excluded. That is only \$4,511 of taxable income. At a 24% tax rate, \$1,082 per year is tax. This leaves the bulk of the income for the client to use.

After the 10 year term the clients full premium is available. The illustration assumes the premium is 100% cost basis/after tax dollars.



#### **INCOME QUOTE**



The Immediate Annuity side will pay the client 120 monthly payments of \$3,185.79. Totaling \$382,294.80

## **ACCUMULATION QUOTE**

ed for:	Value	d Client , Fer	nale, Age 69			
			Single Premiu	m: \$662,709		
		Guarante	ed - 1.65%	5% Current - 4.20%		
Year	Age	Contract Value	Cash Surrender Value ±	Contract Value	Cash Surrender Value ±	Surrender Charge Percentage
1	70	690,542.78	628,393.93	690,542.78	628,393.93	9%
2	71	719,545.58	661,981.93	719,545.58	661,981.93	8%
3	72	749,766.49	697,282.84	749,766.49	697,282.84	7%
4	73	781,256.68	734,381.28	781,256.68	734,381.28	6%
5	74	814,069.46	773,365.99	814,069.46	773,365.99	5%
6	75	848,260.38	805,847.36	848,260.38	805,847.36	5%
7	76	883,887.32	839,692.95	883,887.32	839,692.95	5%
8	77	921,010.59	874,960.06	921,010.59	874,960.06	5%
9	78	959,693.03	911,708.38	959,693.03	911,708.38	5%
10 •	79	1,000,000.14	1,000,000.14	1,000,000.14	1,000,000.14	0%
11	80	1,016,500.14	965,675.13	1,042,000.15	989,900.14	5%
12	81	1,033,272.39	981,608.77	1,085,764.16	1,031,475.95	5%
13	82	1,050,321.38	997,805.31	1,131,366.25	1,074,797.94	5%
14	83	1,067,651.68	1,014,269.10	1,178,883.63	1,119,939.45	5%
15	84	1,085,267.93	1,031,004.53	1,228,396.74	1,166,976.90	5%
16	85	1,103,174.85	1,048,016.11	1,279,989.40	1,215,989.93	5%
17	86	1,121,377.24	1,065,308.38	1,333,748.95	1,267,061.50	5%
18	87	1,139,879.96	1,082,885.96	1,389,766.41	1,320,278.09	5%
19	88	1,158,687.98	1,100,753.58	1,448,136.60	1,375,729.77	5%
20 •	89	1,177,806.33	1,177,806.33	1,508,958.34	1,508,958.34	0%

The Deferred Annuity side will accumulate the portion of the client premium not being used to fund the income. This allows the From an A+ rated carrier. The commission is 3.00% and the product is approved in all states. We may find better pricing based on issue state, carrier and commission structure.

client to take advantage of an enhanced rate MYGA's with scaled down features.

The \$662,709 premium will compound at a rate of 4.20% for 10 years ending with a \$337,291 gain and restoring the initial premium.

Request a Split Annuity Quote

#### **Deferred Annuities**

## **Hurry Before these rates reduce!**

# LIQUID ANNUITY1.65% Interest RateNo Surrender Charges

A trail commission is paid monthly for as long as policy is in force. 0.50% Annually

More Details | Agent Kit

## 4 Year MYGA

3.15% Interest Rate\*

\*3.05% Premiums Under \$250,000

Request An Agent Kit

#### 2.00% Commission SPECIAL:

- 1.75% Commission + 0.25% Bonus from FSD (Ages 0-80)
- Full Accumulation Value At Death
- 10% Free Withdrawal
- · Not Available in NY
- More details

7 Year MYGA 3.20% Interest Rate

Request An Agent Kit

#### 4.00% Commission Plus:

- Full Accumulation Value At Death
- Accumulated Interest Withdrawals
- Non-Repeating Surrender Charge Liquid After 7th Year
- · Not Available in DE, MN, NH, NY
- More Details

## **Fixed Indexed Annuities**

#### **Very Short Term Indexed Annuity**

#### Rates:

S&P 500 annual point-to-point with cap:

- 4.60% Cap (\$150,000+) 4.35% Cap (\$10,000 \$149,999)
- (AK, CA & UT Rates 4.35% Cap (\$150,000+) 4.00% Cap (\$10,000 \$149,999)

iShares® U.S. Real Estate annual point-to-point with cap:

- 5.75 Cap (\$150,000+) 5.50% Cap (\$10,000 \$149,999)
- (AK, CA & UT Rates 5.50% Cap (\$150,000+) 5.25% Cap (\$10,000 \$149,999)

iShares MSCI EAFE ETF annual point-to-point with cap::

- 5.25% Cap (\$150,000+) 5.00% Cap (\$10,000 \$149,999)
- (AK, CA & UT Rates 5.00% Cap (\$150,000+) 4.75% Cap (\$10,000 \$149,999)

#### Declared Fixed Account Interest Rate:

- 2.35% (\$150,000+) 2.20% (\$10,000 \$149,999)
- (AK, CA & UT Rates 2.25% (\$150,000+) 2.10% (\$10,000 \$149,999)

#### Issue ages:

- 0-90 (qualified); 0-90 (non-qualified) (85 in Texas)
- 0-75 (inherited IRA) & (inherited non-qualified)

#### **Tax Qualifications:**

 Non-qualified & qualified: 403(b) (traditional and Roth), IRA (traditional, Roth, SEP, SIMPLE and Inherited), 457(b) and inherited non-qualified

#### Minimum initial premium

- \$50,000 non-qualified and qualified
- Maximum premium \$1,000,000 (\$500,000 age 86+)

#### 3 Year surrender charge period:

- 9.00%, 8.00%, 7.00%, 0.00% Thereafter
- During the first three contract years, MVA will also apply (not in AK, CA and UT)

#### Free Withdrawals:

- 10% of the account value on the most recent contract anniversary
- · RMD friendly

#### Waivers:

- Extended Care Waiver 100% account value when criteria met
- Terminal Illness Waiver 100% account value when criteria met

#### Not Available In:

• DE, IL, NV, NY, PA, VA, WY

#### **Choose 1 Time Commission or a Trail Commission:**

- 2.50% (0-75) or (Trial = 2.00% upfront & 0.25% Years 2+)
- 2.00% (76-85) or (Trial = 1.50% upfront & 0.25% Years 2+)
- 1.50% (86-90) or (Trial = 1.00% upfront & 0.25% Years 2+)

Get An Agent Kit

Visit our FIA Page

## **Multi-Year Guarantee Rates**

A good page to bookmark for MYGA rates and products.

#### On-line access:

This week access carrier rates sheets for MYGA, FIA & New York Rates

#### No Surrender - Liquid Fixed Annuity

1.65% Interest Rate - Fully Liquid FPDA - No Surrender

#### 3 Year Interest Rate Guarantees

- 3.10% Interest Rate 10% Withdrawals Rate is 3.00% under \$250,000
- 2.95% Interest Rate 2.00% Commission (0-90)
- 2.85% Interest Rate Issues to age 97 Rate is 2.75% under \$250,000
- 2.75% Interest Rate "A+" Rated Carrier \$100,000 premium minimum

- 2.75% Interest Rate Withdrawals full death benefit 2% Commission (0-80)
- 2.65% Interest Rate "A-" Rated Carrier \$100,000 premium minimum
- 2.60% Interest Rate "A" Rated Carrier Issues to age 93
- 2.45% Interest Rate New York Rate 0.10% Lower Issues to age 99

#### **4 Year Interest Rate Guarantees**

- 3.15% Interest Rate 10% Withdrawals Rate is 3.05% under \$250,000
- 3.05% Interest Rate "A-" Rated Carrier 10% Withdrawals Year 2+

#### **5 Year Interest Rate Guarantees**

- 4.00% Interest Rate (3.90% in California) 2.25% commission (0-80)
- 4.00% Interest Rate Issues to age 90 only pay for need rider
- 3.65% Interest Rate 2.25% commission (0-90) \$10,000 Premium minimum
- 3.55% Interest Rate Walk Away MYGA Rate is 3.45% under \$250,000
- 3.35% Interest Rate 10% Withdrawals Rate is 3.15% under \$250,000
- 3.20% Interest Rate New York Rate 0.10% Lower Issues to age 84
- 3.15% Interest Rate "A-" Rated Carrier \$100,000 premium minimum
- 3.00% Interest Rate "A" Rated Carrier Issues to age 93
- 3.00% Interest Rate "A" Rated Carrier NY Options 2.70% under \$100,000
- 2.85% Interest Rate New York 0.15% Lower 10% Free Withdrawal
- 2.80% Interest Rate "A+" Rated Carrier \$100,000 premium minimum

#### **6 Year Interest Rate Guarantees**

- 4.12% Interest Rate Issues to age 90 only pay for need rider
- 3.70% Interest Rate (Available in California) 2.00% commission (0-79)
- 3.55% Interest Rate Walk Away MYGA Rate is 3.45% under \$250,000
- 3.40% Interest Rate 10% Withdrawals Rate is 3.30% under \$250,000
- 3.25% Interest Rate New York Rate 0.10% Lower Issues to age 84
- 3.00% Interest Rate "A" Rated Carrier NY Options 2.70% under \$100,000
- 2.95% Interest Rate "A" Rated Carrier \$100,000 premium

#### 7 Year Interest Rate Guarantees

- 4.10% Interest Rate (4.00% in California) 2.25% commission (0-80)
- 4.19% Interest Rate Issues to age 90 only pay for need rider
- 3.70% Interest Rate 2.50% Commission No Features
- 3.60% Interest Rate Walk Away MYGA Rate is 3.50% under \$250,000
- 3.30% Interest Rate New York Rate 0.10% Lower Issues to age 84
- 3.45% Interest Rate 10% Withdrawals Rate is 3.35% under \$250,000
- 3.20% Interest Rate 4.00% Commission (0-80) Full Beat Benefit

- 3.19% Interest Rate
  3.10% Interest Rate
   "A" Rated Carrier \$100,000 premium
  3.10% Interest Rate
   "A" Rated Carrier Issues to age 90
  3.00% Interest Rate
   "A" Rated Carrier NY Approved 2.70% under \$100,000
  2.90% Interest Rate
   "A+" Rated Carrier \$100,000 premium minimum

#### **8 Year Interest Rate Guarantees**

• 3.50% Interest Rate - 10% Withdrawals - Rate is 3.40% under \$250,000

#### 9 Year Interest Rate Guarantees

- 3.75% Interest Rate 2.75% Commission No Features
- 3.55% Interest Rate 10% Withdrawals Rate is 3.45% under \$250,000
- 3.00% Interest Rate "A+" Rated Carrier \$100,000 premium minimum

#### 10 Year Interest Rate Guarantees

- 4.20% Interest Rate (4.10% in California) 2.75% commission (0-80)
- 4.30% Interest Rate Issues to age 90 only pay for need rider
- 3.65% Interest Rate Walk Away MYGA Rate is 3.55% under \$250,000
- 3.60% Interest Rate 10% Withdrawals Rate is 3.50% under \$250,000
- 3.10% Interest Rate "A" Rated Carrier Rate is 3.00% under \$100,000
- 3.00% Interest Rate "A" Rated Carrier NY Approved 2.70% under \$100,000

**Request A MYGA Quote** 

Visit our MYGA Page

## **Immediate Annuities**



GET A QUOTE

LIQUIDITY SPIA QUOTE

SPIA TYPES

CONTACT

SINGLE PREMIUM IMMEDIATE ANNUITIES

QUALITY | INTEGRITY | EXPERTISE

## Immediate Annuities For Life Agents



WE COMPARE IMMEDIATE ANNUITY QUOTES AND COMMISSIONS FOR INSURANCE AGENTS.

SPIAQuote.com works with independent life agents to provide single premium immediate annuities offering a guaranteed income stream that can last a lifetime. Our agent services are committed to providing the life agent with high-quality and client friendly fixed annuity products.



#### Did you know SPIA's offer:

- · Single or Joint Lifetime Income
- · Immediate or Deferred Starts
- Premium Guarantees
- Tax Exclusion Ratios
- Cost Of Living Adjustments
- Enhancements For Nursing Home
- · Commutation and Liquidity
- · Period Certain Guarantees -
- Can Guarantee A Gain From Day 1



Request a SPIA Quote

## Life Insurance Links

#### Life Products To See:

- SPLW Preferred & Standard Ratings 14% Commission
- SPWL A+ Rated Carrier
- . Whole Life Product With Strong, Early Cash Value Growth
- SPWL Quotes
- Life Insurance Quotes
- Life Insurance Commission

## **News and Incentives**

#### WHAT'S HAPPENING NOW

- 2019 Tax Reference Guide
- 2018 Tax Reference Guide

#### Trips / Rewards

- Liberty Bankers 2019 Scotland
- Sentinel Security 2020

- QLAC: Get a QLAC quote
- Fee Advisor DIA & QLAC
- Pension Fixed Annuities

#### **Integrity Life Reference Guides**

- Titling of Contracts
- Annuitant Driven Contracts

#### **Keep Aware**

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

## 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.

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FSD offers a traditional approach to current fixed insurance products.









Quality | Integrity | Expertise

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Fixed Rate, Fixed Indexed and Immediate Annuities | Life Insurance

800-373-9697

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Life Agent Use Only Quick Discussion Guide

June 20, 2019 Update

## Life Ins. SPWL - 15% Commission Special

SPLW - Preferred & Standard Ratings!

A male age 55 can turn \$100,000 premium into \$211,000 Death Benefit! In 13 - 15 years he can walk with the original premium.

This is a simple product, great for annuity producers and offers guarantees of a life insurance death benefit and cash value liquidity.

End of	<b>Attained</b>	<b>Guaranteed Cash</b>	Guaranteed	<b>Guaranteed Cash</b>	Guaranteed
Year	<u>Age</u>	Surrender Value	Death Benefit	Surrender Value	Death Benefit
1	56	\$ 66,754.60	\$ 211,416.00	\$ 63,276.30	\$ 200,400.00
2	57	\$ 69,226.05	\$ 211,416.00	\$ 65,618.97	\$ 200,400.00
3	58	\$ 71,784.18	\$ 211,416.00	\$ 68,043.81	\$ 200,400.00
4	59	\$ 74,433.23	\$ 211,416.00	\$ 70,554.82	\$ 200,400.00
5	60	\$ 77,168.95	\$ 211,416.00	\$ 73,148.00	\$ 200,400.00
6	61	\$ 79,987.12	\$ 211,416.00	\$ 75,819.33	\$ 200,400.00
7	62	\$ 82,881.41	\$ 211,416.00	\$ 78,562.81	\$ 200,400.00
8	63	\$ 85,843.35	\$ 211,416.00	\$ 81,370.41	\$ 200,400.00
9	64	\$ 88,870.82	\$ 211,416.00	\$ 84,240.14	\$ 200,400.00
10	65	\$ 91,965.96	\$ 211,416.00	\$ 87,174.00	\$ 200,400.00
11	66	\$ 95,128.74	\$ 211,416.00	\$ 90,171.98	\$ 200,400.00
12	67	\$ 98,363.40	\$ 211,416.00	\$ 93,238.10	\$ 200,400.00
13	68	\$ 101,667.84	\$ 211,416.00	\$ 96,370.35	\$ 200,400.00
14	69	\$ 105,042.03	\$ 211,416.00	\$ 99,568.74	\$ 200,400.00
15	70	\$ 108,479.66	\$ 211,416.00	\$ 102,827.24	\$ 200,400.00

- 1. Super simplified point-of-sale approval by telephone.
- 2. NO medicals. NO APS's
- 3. Guaranteed death benefit and guaranteed cash values
- 4. Issue ages 50 80
- 5. Agent Level Commission 14% Plus 1% Commission Bonus From FSD

6. Wholesale commission contract levels available - Call for details on this great deal.

Request A SPWL Agent Kit

**Illustration Request For SPWL** 

#### Additional Life Insurance Information & Products To Review:

- SPWL A+ Rated Carrier
- Whole Life Product With Strong, Early Cash Value Growth
- SPWL Quotes
- Life Insurance Quotes
- Life Insurance Commission

## A MYGA Advantage In CA and FL

Tax-Deferred Compounded Interest for your risk averse clients!

The below rates are for California and Florida ONLY. The below rates **INCLUDE** a **full death benefit** in Florida and California ONLY.

Yield if left to accumulate to the end of term:

- @ 3.90% will yield 21.08% after 5 years
- @ 4.00% will yield 31.59% after 7 years
- @ 4.10% will yield 49.45% after 10 years

Adding a withdrawal option will only lower the rate by 0.08%!

## FLORIDA & CALIFORNIA



#### **Fixed Indexed Annuities**

## FIA with GOLD and many other crediting methods



#### Check out these credit methods:

- Declared rate
- S&P 500® annual pt-to-pt with cap
- S&P 500® annual monthly sum with cap
- S&P 500 Risk Control annual pt-to-pt with participation rate
- SPDR® Gold Shares annual pt-to-pt with cap
- S&P U.S. Retiree Spending annual pt-to-pt with participation rate
- iShares U.S. Real Estate annual pt-to-pt with cap

Learn More / Request Agent Kit

Request an FIA Illustration



## Two great FIAs that can meet multiple client goals!

#### SAGE SECURE FIA

- Competitive CAPs and PARs
- 10% penalty-free withdrawal beginning contract year 2
- All durations issued to age 90

	Premiums of \$100K+			
STRATEGY	10-YEAR	7-YEAR	5-YEAR	
Global Multi-Index 1-year point-to-point w/PAR	49.00%	47.00%	47.00%	
S&P 500° Index 1-year point-to-point w/CAP	5.00%	4.80%	4.75%	
Declared Rate 1-year fixed interest rate	2.45%	2.40%	2.30%	

#### SAGE SELECT BONUS FIA

- 4% bonus of the single premium paid; 100% vested day 1
- Cumulative penalty-free withdrawals beginning contract year 2

STRATEGY	9-YEAR
Global Multi-Index 1-year point-to-point w/PAR	40.00%
S&P 500* Index 1-year point-to-point w/CAP	4.00%
Declared Rate 1-year fixed interest rate	2.00%

This "A-" rated carrier has a 10 year FIA with a 4.00% bonus that is vested day 1 and an uncapped crediting method for upside potential.

**See More Here** 

## **Deferred Annuities**

## **Hurry Before these rates reduce!**

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1.65% Interest Rate

No Surrender Charges

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#### SINGLE PREMIUM IMMEDIATE ANNUITIES

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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!

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