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FSD Financial Services Insurance News & Reviews

MYGA | SPIA | FIA | LIFE | For Agents

Quality | Integrity | Expertise

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Let's Talk Guarantees 800-373-9697

Life Agent Use Only Quick Discussion Guide

October 02, 2019 Update

MYGA Rates FIA Products Life Products SPIA Quotes Annuity Blog

LAST WEEK FOR THESE TWO RATES

5 Year MYGA

3.85%

Interest Rate

*3.75% In CA and FL

10 Year MYGA

4.05%

Interest Rate*

*3.95% In CA and FL

(20.79% Yield After 5 Years)

(48.74% Yield After 10 Years)

Not Available in: AK, CT, IN, MA, MI, ME, MO, RI, TN, SC, NY, NJ, NH, VA, VT, WI, WV

2.25% Commission 0-80:

\Not Available in: AK, CT, IN, MA, MI, ME, MO, RI, TN, SC, NY, NJ, NH, VA, VT, WI, WV

2.75% Commission 0-80:

Details and Request An Agent Kit

Details and Request An Agent Kit

Full Death Benefit INCLUDED on the California and Florida rate! Pay 0.10% for a 0.35% value GREAT DEAL!

Rates Dropping 10/08/2019

4.05% First Year Guarantee



Learn More Here:

This 5 year Multi-Year Guarantee Annuity #MYGA has a 1.00% first year enhancement and an overall 5 year rate yield of 3.25%. The base rate is 3.05% and is guaranteed years 2 - 5. Product is fully liquid after the 5th year and includes free withdrawals and full death benefit.

Call 800-373-9697

No Surrender Charges EVER

FPDA

A single Fixed Annuity product to *combine*, *capture* and *distribute* funds. Clients have complete flexibility and the carrier guarantees the rate for a full year. This is a great option for parking money without locking it up. Clients can add and withdraw funds as needed, just keep a \$10,000 balance. Trust and corporate ownership allowed with documentation.



Call or click to get appointment / application kit.

Lincoln National - Back To Basics

A+ Rated

Agent Appointment

National Rates

New York Rates

FIA Brochure

Financial Ratings Info

Get An FIA Quote

More Info





Client Guide

Sagicor FIA's now in CA

VESTED BONUS FIA WITH NO MVA

4% Bonus on Your Premium, 100% Vested Day 1

Issued Thru Age 85

Up to 50% No-Penalty **Withdrawals**

Access to 100% of Funds **Under Certain Circumstances Starting Day 1**

"A-" Rated Carrier

- -- 6.00% EApp-Commission
- -- Carrier Bonus For 2019
- + October FSD Bonus 0.50% on Sage Select

Agent Appointment

Fixed Indexed Single Premium Deferred Annuity

(Sage Select FIA)

Sagicor's Sage Select FIA offers index-linked interest options and a low minimum premium.

FEATURES/BENEFITS:

- eApplication option available
- . Bonus: 4% of the Single Premium Paid (100% Vested Day 1)
- Issue Age for Owner and Annuitant 15 days through 85 years (Age last birthday)
- Minimum Premium Amount: \$2,000 (Qualified and Non-Qualified) Maximum Premium Amount: \$750,000
- · Withdrawals' allowed at any time and may be subject to a Surrender Charge
- Penalty Free Withdrawals¹ allowed
- Maximum Free Withdrawal Percentage: 10% each year and may accumulate up to 50% (Beginning Contract Year 2)
- Nursing Home Facility or Confined Care Facility Confinement⁵: Maximum Free Withdrawal Percentage will be 100% when certain nursing home or confined care facility confinement conditions are met (Beginning Day 1)
- · Guaranteed Minimum Withdrawal Benefit (Beginning Contract Year 13)
- . Three Interest Crediting Strategy Options3:
 - 1. Declared Rate Strategy
- Interest credited daily and compounded
 2. S&P 500" Index Strategy (Indexed Strategy 1) -
- Annual Point to Point with Cap
- 3. Global Multi-Index Strategy -Annual Point to Point with Participation Rate
- This value is 87.5% of the single premium paid, plus bonus, accumulated at 3.00%, adjusted by net withdrawals
- Transfers/Reallocations are allowed at the end of each 1-year term period
- No Market Value Adjustment (MVA)
- . Maturity Date: Maturity is reached on the contract anniversary following the Annuitant's 100th birthday
- . The Death Benefit may be paid out in a lump sum or an available settlement option may be chosen

SURRENDER CHARGES:

| YEAR | -In | 200 | 310. | 4m | 501 | 6th | 711 | 800 | 9th | 1011+ |
|----------|-----|-----|------|----|-----|-----|-----|-----|-----|-------|
| CHARGE % | 9% | 8% | 7% | 6% | 5% | 4% | 3% | 2% | 1% | 0% |

1 of 2

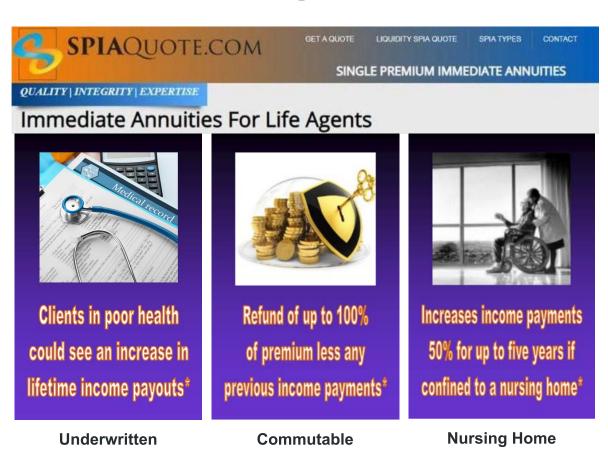
Get Carrier Rate Sheets - See all the products!



Carrier Rate Sheets

- Guggenheim
- Liberty Bankers
- The Standard
- Lincoln National
- Sagicor
- Great American
- Sentinel Security
- American National (NY)
- Lafayette
- Oxford
- AIG (MYGA) (FIA5) (FIA7)
- AIG in NY (FIA) (MYGA)
- Securian
- Nassau (NY)

Immediate Annuities - Highest Income NOW!



News and Incentives

WHAT'S HAPPENING NOW

- 2019 Tax Reference Guide
- 2018 Tax Reference Guide
- QLAC: Get a QLAC quote
- Fee Advisor DIA & QLAC
- Pension Fixed Annuities

Integrity Life Reference Guides

- Titling of Contracts
- Annuitant Driven Contracts

Trips / Rewards

- Liberty Bankers 2020 Canada
- Sentinel Security 2020

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

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FIA With A Nice Cap Rate and Commission

7 Year Surrender



Agent Appointment

Request an FIA illustration

S&P 500 - 1-Year Point-to-Point (Cap)

• 5.25% Cap

S&P 500 - 1-Year Pt-to-Pt (Participation)

50% Participation

S&P 500 MARC 5% - 1-Year Pt-to-Pt (Participation)

100% Participation

1 Year Fixed Rate:

2.50% Interest Rate

Death Benefit:

Full value all charges waived

Free Withdrawals:

10% of value starting in year two

Surrender Charges +/- MVA:

• 9%,8%,7%,6%,5%,4%,3%,0% thereafter

Issue Ages:

• 0-80

Waivers (0-70):

Terminal Illness / Nursing Home

Minimum Premiums:

- \$5,000 Qualified
- \$10,000 Non-Qualified

Commission:

- 5.00% 0-75
- 4.00% 76 -80

FIA Commission Bonus 2019:

- From October 10th December 20th Premiums
- 0.25% (\$100,000 \$250,000)
- 0.50% (\$250,001 \$500,000+)
- Issue Ages 0-75

October MYGA Rates

No Surrender - Liquid Fixed Annuity

• 1.65% Interest Rate - "B++" Rated Carrier- Fully Liquid FPDA - No Surrender

3 Year Interest Rate Guarantees

- 2.60% Interest Rate "B++" Rated Carrier 10% Withdrawals Rate 2.50% under \$250K
- 2.75% Interest Rate "B++" Rated Carrier 2.00% Commission (0-90)
- 2.65% Interest Rate "B+" Rated Carrier Issues to age 97 Rate 2.55% under \$250K
- 2.60% Interest Rate "B++" Rated Carrier Withdrawals full death benefit
- 2.35% Interest Rate
 2.25% Interest Rate
 2.25% Interest Rate
 3.10% Lower Issues to age 99
- 2.30% Interest Rate "A+" Rated Carrier
- 2.15% Interest Rate "A" Rated Carrier Issues to age 93

4 Year Interest Rate Guarantees

- 2.85% Interest Rate "B++" Rated Carrier 10% Withdrawals Rate 2.75% under \$250K
- 2.65% Interest Rate "A-" Rated Carrier 10% Withdrawals Year 2+

5 Year Interest Rate Guarantees

- 3.70% Interest Rate "B++" Rated Carrier (3.60% in California) 2.25% commission (0-80)
- 3.70% Interest Rate "B++" Rated Carrier Issues to age 90
 3.40% Interest Rate "B++" Rated Carrier 2.25% commission (0-90) \$10,000 minimum
- 4.05% Year 1 then 3.05% Years 2-5 B++ Rated Issues to Age 90
- 3.25% Interest Rate "B+" Rated Carrier Rate is 3.15% under \$250,000
- 3.10% Interest Rate "B++" Rated Carrier 10% Withdrawals Rate is 3.00% under \$250,000
- 2.80% Interest Rate "A-" Rated Carrier \$100,000 premium minimum
- <u>2.95% Interest Rate</u> "B++" Rated Carrier Commission 3.25% Full Death Benefit
- 2.90% Interest Rate "B+" Rated Carrier New York is 0.10% Lower Issues to 84
- 2.45% Interest Rate "A" Rated Carrier Issues to age 93
- 2.35% Interest Rate "A" Rated Carrier NY Approved Rates Avail.
- 2.05% Interest Rate "A" Rated Carrier New York 0.30% Lower 10% Free Withdrawal
- 2.15% Interest Rate "A+" Rated Carrier

6 Year Interest Rate Guarantees

- 3.82% Interest Rate -"B++" Rated Carrier Issues to 90 only pay for needed riders
- 3.25% Interest Rate "B+" Rated Carrier Rate is 3.15% under \$250,000
- 3.15% Interest Rate "B++" Rated Carrier 10% Withdrawals Rate is 3.05% under \$250K
- 2.95% Interest Rate "B+" Rated Carrier New York is 0.10% Lower Issues to 84
 2.75% Interest Rate "B+" Rated Carrier (Available in California) 2.00% commission (0-79)
 2.35% Interest Rate "A" Rated Carrier NY Approved Rates Avail.
 2.30% Interest Rate "A" Rated Carrier \$100,000 premium

7 Year Interest Rate Guarantees

- 3.80% Interest Rate "B++" Rated Carrier (3.70 in California) 2.25% commission (0-80)
- 3.89% Interest Rate "B++" Rated Carrier Issues to age 90 only pay for need rider
- 3.50% Interest Rate "B++" Rated Carrier 2.50% Commission No Features
- 3.20% Interest Rate "B+" Rated Carrier- Rate is 3.10% under \$250,000
- 3.00% Interest Rate "B+" Rated Carrier New York is 0.10% Lower Issues to 84
- 3.35% Interest Rate "B++" Rated Carrier 10% Withdrawals Rate is 3.25% under \$250,000
- 3.05% Interest Rate "B++" Rated Carrier 4.00% Commission (0-80) Full Death Benefit
- 2.50% Interest Rate "A" Rated Carrier Issues to age 90
- 2.40% Interest Rate "A+" Rated Carrier
- 2.39% Interest Rate "A" Rated Carrier \$100,000 premium
- 2.35% Interest Rate "A" Rated Carrier NY Approved Rates Avail.

8 Year Interest Rate Guarantees

3.25% Interest Rate - "B++" Rated Carrier - 10% Withdrawals - Rate is 3.15% under \$250.000

9 Year Interest Rate Guarantees

- 3.60% Interest Rate "B++" Rated Carrier 2.75% Commission No Features
- 3.30% Interest Rate "B++" Rated Carrier 10% Withdrawals Rate is 3.20% under \$250,000

• 2.50% Interest Rate - "A+" Rated Carrier

10 Year Interest Rate Guarantees

- 3.90% Interest Rate "B++" Rated Carrier (3.80% in California) 2.75% commission (0-80)
- 4.00% Interest Rate "B++" Rated Carrier -Issues to age 90 only pay for need rider
 3.35% Interest Rate "B++" Rated Carrier Rate is 3.25% under \$250,000
 3.35% Interest Rate "B+" Rated Carrier Rate is 3.25% under \$250,000

- 2.50% Interest Rate "A" Rated Carrier -
- 2.35% Interest Rate "A" Rated Carrier NY Approved Rates Avail.

20 Year Interest Rate Guarantees

• 4.10% Interest Rate - "B++" Rated Carrier - Issues to age 75 - only pay for needed riders

Request A MYGA Quote

CA & FL Get Full Death Benefit For Less

5 Year MYGA

3.70%

Interest Rate

*3.60% In CA and FL

Not Available in: AK, CT, IN, MA, MI, ME, MO, RI, TN,

Not Available in: AK, CT, IN, MA, MI, ME, MO, RI, TN, SC, NY, NJ, NH, VA, VT, WI, WV

2.25% Commission 0-80:

Details and Request An Agent Kit

7 Year MYGA

3.80%

Interest Rate*

*3.70% In CA and FL

SC, NY, NJ, NH, VA, VT, WI, WV

2.25% Commission 0-80:

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Full Death Benefit INCLUDED on the California and Florida rate! Pay 0.10% for a 0.35% value GREAT DEAL!

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Call or click to get appointment / application kit.

20 Year S&P Look Back



Interesting Piece

This is a 20 S&P 500 snapshot.

It is worth a look.

As you can see there as been a long upward run. This graph ends with a 2500 S&P level and today that the S&P is at 2930!!









Underwritten

Commutable

Nursing Home

Request a SPIA Quote By Clicking HERE

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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!

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SINGLE PREMIUM IMMEDIATE ANNUITIES

QUALITY | INTEGRITY | EXPERTISE

Immediate Annuities For Life Agents

Clients can take these Percentages NOW & Never Run Out! - Per \$100,000

LIFE ONLY - Starting in 1 month

Annual payout percentage & monthly income

Male Age 63 = 6.20% (\$517 monthly)

Male Age 65 = 6.59% (\$549 monthly) Male Age 67 = 7.02% (\$585 monthly)

Male Age 70 = 7.78% (\$648 monthly)

Male Age 72 = 8.36% (\$697 monthly)

Male Age 75 = 9.42% (\$785 monthly)

Female Age 63 = 5.64% (\$470 monthly)

Female Age 65 = 5.95% (\$496 monthly)

Female Age 67 = 6.30% (\$525 monthly)

Female Age 70 = 6.95% (\$579 monthly)

Female Age 72 = 7.45% (\$621 monthly)

Female Age 75 = 8.40% (\$700 monthly)

LIFE ONLY - Starting in 12 months

Annual payout percentage & monthly income

Male Age 63 = 6.37% (\$531 monthly)

Male Age 65 = 6.78% (\$565 monthly)

Male Age 67 = 7.24% (\$603 monthly)

Male Age 70 = 8.04% (\$670 monthly)

Male Age 72 = 8.66% (\$722 monthly)

Male Age 75 = 9.78% (\$815 monthly)

Female Age 63 = 5.80% (\$483 monthly)

Female Age 65 = 6.13% (\$511 monthly)

Female Age 67 = 6.52% (\$543 monthly)

Female Age 70 = 7.21% (\$601 monthly)

Female Age 72 = 7.76% (\$647 monthly)

Female Age 75 = 8.80% (\$733 monthly)

The risk is substantial in the early years in the event of death. The reward for this risk is the premium will be returned faster than other insurance products.

Could a Life Only SPIA help in planning by freeing up a large amount of premiums currently used to fund a little income?

Request A SPIA Quote

Ratings - How do they compare?

List of Possible Ratings Fitch Ratings Moody's A++ Superior AAA Externely Strong AAA A+ Exceptionally Strong Excellent Aaa Exceptional AA+ Very Strong A Excellent AA+ Very Strong AA Very Strong AA Very Strong A-Excellent AA-Very Strong AA-Very Strong 5. B++ Very Good B Good B Good A Strong A Strong BBB Good Baa2 Adequate Baa3 Adequate 11. C Weak BB+ Marginal Ba1 Questionab BB+ Moderately 12. C-DWeak Ba2 Questionable 13. D Poor 14. E Under State Supe E Very Weak E-Very Weak F Failed 18. CCC Very Weak Caa2 Very Poor CCC Very Weak 19. CCC-Very Weak Caa3 Very Poor CCC-Very Weak 20. CC Ca Extremely Weak Extremely Poor CC Extremely Weak 21.

There are multiple ratings agencies and they vary on terminology. While A.M. Best is our most used for fixed annuities, the others listed here have a similar structure to compare.

Researching a carrier? Look for...

- Admitted assets
- Liabilities
- Surplus
- Ownership
- Time in business
- 5 year ratings history
- Investment yields/quality
- Diversity in the marketplace

Interest Rate and Commission worth a look!

Clients With \$500,000 Premium

3.05% Bate Guarantee Can Earn \$117,029 In Interest \$500,000 will grow 23.40% to \$617,029 in 7 years, assuming no withdrawals

Death Benefit = Full Account Value | Withdrawals = All Accumulated Interest

400% Commission

Issue Ages 0 - 85 Years Old Commission 4.00 (0-80) & 2.00% (81+)

Agents Earn \$20,000 Commission

Call 800-373-9697 - Rate as of 10/08/2019 and subject to change.
Not Available in DE, MN, NH, NY. For agent use ONLY. FSDFinancial.com

Keeping it simple and guaranteed for 7 years.

At over 3.00% interest rate and a 4.00% commission to age 80 this fixed annuity will tickle the client and agents green with dollars.

Issues up to age 85 and has a full death benefit!

Visit our website

This one speaks for itself. Designer planning for wealth advantaged older clients as this MYGA issues to age 90 in most states.

\$500,000 premium earns \$20,250 in interest in the first vear!



Request A MYGA Quote

Enhanced Rate MYGA 3, 5, 7 or 9 years

3 Year MYGA

2.75%

Interest Rate

Not Available in: DE, MN, NH, NY

2.00% Commission 0-90:

Details and Request An Agent Kit

7 Year MYGA

3.50%

Interest Rate

Not Available in: DE, MN, NH, NY

2.50% Commission 0-90:

Details and Request An Agent Kit

5 Year MYGA

3.40%

Interest Rate

Not Available in: DE, MN, NH, NY

2.25% Commission 0-90:

Details and Request An Agent Kit

9 Year MYGA

3.60%

Interest Rate

Not Available in: DE, MN, NH, NY

2.75% Commission 0-90:

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