## Is Your Client's Annuity Where it Needs to be?

## Prepare for your annual annuity review

Conducting an annual annuity review for your clients is important, as the initial reason for purchasing an annuity will likely change over time. You can help make sure the type of annuity held matches the intended use.

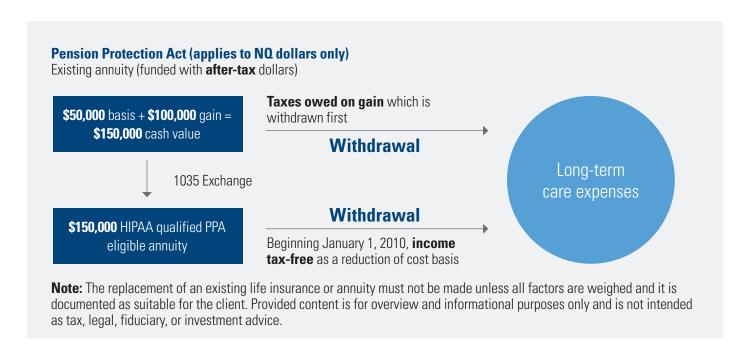
Clients are initially drawn to annuities for higher yields, tax advantages and liquidity/income. In retirement, clients main concerns are: A guaranteed lifetime income, an effective inflation hedge and a catastrophic event interrupting their income stream, assets and lifestyle.

Let's face it ... life changes — children leave home, clients move from employment to retirement and mortgages get paid off. As life changes, the purpose of an annuity will too. Schedule an Annuity Review with your clients to educate them about newer, better

solutions that also provide benefits more closely suited to the clients life as it is now.

When a Pension Protection Act (PPA) eligible OneAmerica® annuity is funded with non-qualified money (1035 exchange or cash) they can provide two advantages over other annuities:

- **1.** Distributions for long-term care expenses are tax-free, regardless of the cost basis and gain.
- **2.** They provide up to a lifetime benefit for long-term care, which many clients need as part of their overall financial plan.



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## How to begin:

- Sort your book of annuities
- Sort your book of business by maturity date, newest to oldest
- · Sort the remainder by dollar amount
- Review each contract to determine:
  - Client age

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- Qualified or non-qualified status
- Is the owner is taking income from the annuity?
- Finally, sort by age. Focus on clients between the ages of 60 and 85

## Then, fill out the below questions:

Froudcer information								
Name of producer				Phone number	Email addre	ess		
Client information								
Name of Annuitant 1				Age or D.O.B.		State of residence		
Name of Annuitant 2				Age or D.O.B.		State of res	idence	
Policy information Policy type: ☐ Fixed	□ Variable	□Indexe	d					
Cost base (sum of premiums paid) if non-qualified:								
Current cash surrende	r value:							
In surrender period:	☐Yes	□No						
Source of funds:	☐ Qualified ☐ Non-qualified							
Primary objective for this annuity:	□Income	☐ Health	care costs	☐ Legacy,	☐ Legacy/ Death benefit ☐ Accumulation			
Federal tax bracket:	□37%	□35%	□32%	□ 24%	□ 22%	□ 12%	□ 10%	
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