



SAMPLE TRANSACTION – 1

Policy Type: Single Premium Immediate Annuity – 30 Year Period Certain

Carrier: Presidential Life Insurance Company

Client: Jane Client - Female, 59

Residence: TX

Original Reason for Annuity Purchase:
Husband bought the SPIA at age 45 after selling his business to
provide a guaranteed income stream. The husband died
prematurely and the wife inherited the remaining payments.

Client Need for Transaction:
Client has two children beginning college and she wants to pay
their tuition for the next four years.

Annuity Issue Date: 11/13/91

Premium Amount: \$400,000

Policy Details: This policy was annuitized for a 30-year Period Certain Option
with a monthly benefit of \$1,895.23 beginning 11/13/91. The final
benefit payment will be issued on or near 10/13/21.

Payments Purchased:
\$1,895.23 per month starting 3/13/05 and continuing for 120
months ending 2/13/15. The client will begin receiving full
monthly payments again beginning 3/13/15 for the remaining
policy term.

Purchase Price: \$145,000



SAMPLE TRANSACTION – 2

Policy Type: Life Income with Guaranteed Installments – 20 Year Certain

Carrier: First Colony

Client: Craig Client - Male, 67

Residence: FL

Original Reason for Annuity Purchase:
Client bought this annuity to give himself guaranteed retirement
income for the rest of his life.

Client Need for Transaction:
Client is starting a business and needs \$107,000 of cash flow.

Annuity Issue Date: 2/28/00

Premium Amount: \$1,000,000

Policy Details: Client receives \$6,554.50 per month for 20 years period certain or
for the lifetime of the annuitant, if longer.

Payments Purchased:
\$2,261.53 per month starting 2/28/05 and continuing for 60 months
ending 1/28/10. Client will receive \$4,292.97 during the 60 month
period then the full \$6,554.50 monthly payment for the remaining
guaranteed period and life thereafter.

Purchase Price: \$107,000



SAMPLE TRANSACTION – 3

Policy Type: Immediate Life Annuity With Cash Refund

Carrier: State Farm Life Insurance Company

Client: Harry Client, 47 Male

Residence: WA

Original Reason for Annuity Purchase:
Client received an inheritance and was advised to put money into an annuity as a way to spread out the inheritance.

Client Need for Transaction:
Regrettable initial decision

Annuity Issue Date: 4/19/2001

Premium Amount: Single Premium: \$28,000.00

Policy Details:
Monthly life annuity payments of \$166.01; the cash refund benefit is the Excess of the single premium over the sum of the annuity payments made.

Payments Purchased:
\$166.01 per month starting 3/17/2005 and continuing for 122 months ending 4/17/2015. Lifetime payments of \$166.01 will continue beginning with the 5/17/2015.

Purchase Price: \$11,000.00



SAMPLE TRANSACTION – 4

Policy Type: Flexible Premium Deferred with Annuitization Bonus

Carrier: North American Company for Life and Health

Client: Jill Client - Female, 67

Residence: IL

Original Reason for Annuity Purchase:
Pre-retirement age client was looking to accumulate high
guaranteed returns in a tax deferred investment product.

Client Need for Transaction:
Client had a debt of over \$50,000 from past medical bills and
funeral expenses from the death of her husband.

Annuity Issue Date: 3/14/99

Premium Amount: \$85,812.20

Policy Details: Surrender Value: \$75,900.71
Accumulation Value: \$102,571.90
The policy can be annuitized anytime. \$1,087.93/month for 10
years certain with life thereafter.

Payments Purchased:
Full monthly payments of \$1,087.93 beginning 6/3/05 and
continuing for 120 months until 5/3/15. Then returning the full
payment of \$1,087.93 for the life of the client.

Purchase Price: \$83,000



SAMPLE TRANSACTION – 5

Policy Type: Single Premium Life Annuity – Life Income with 20 Years
Guaranteed

Carrier: ING

Client: Mike Client - Male, 76

Residence: MI

Original Reason for Annuity Purchase:
Client downsized his home and wanted a safe, guaranteed income
stream.

Client Need for Transaction:
As part of his estate planning process, the client wanted to move
the money into investment vehicles with a more beneficial tax
status for passing assets onto his heirs.

Annuity Issue Date: 9/17/93

Premium Amount: \$500,000

Policy Details: Annuity Payments of \$2,270 per month for specified guaranteed
period and thereafter during annuitant's lifetime. Discounted value
of unpaid annuity payments for balance of guaranteed period
payable upon death of annuitant before end of guaranteed period.

Payments Purchased:
\$2,270.00 per month starting 9/17/03 and continuing for 120
months ending 8/17/13.

Purchase Price: \$170,000



SAMPLE TRANSACTION – 6

Policy Type: Single Premium Deferred Annuity with Free Interest Withdrawal

Carrier: Fidelity & Guaranty Life Insurance Company

Client: ABC, Inc. (Owner) and John Client (Annuitant) - Male, 83

Residence: MD

Original Reason for Annuity Purchase:
Company used interest withdrawals to pay premiums on a life insurance policy on the life of the CEO/Co-owner of the corporation.

Client Need for Transaction:
Life Policy no longer needed. CEO/Annuitant leaving the company and the company is using the proceeds of the liquidation to buyout the Annuitant's stake in the business. Looking for a present value that is higher than the current policy surrender value.

Annuity Issue Date: 12/15/01

Premium Amount: \$514,021.53

Policy Details:
Current Account Value: \$506,512.25
Current Surrender Value: \$476,389.24
Guaranteed Interest Rate: 5.25% Effective Annual Rate
Policy can be surrendered without penalty during the 30-day window following the end of the 5-year guaranteed period.

Payments Purchased:
Full policy purchased

Purchase Price: \$482,401.38