

SPLINT

*For Fixed Deferred Annuities

S Safety: talk about the company's rating, cash reserves, history of company, which company it is.

P Probate-Avoids it. Can name beneficiaries. Talk about cost of probate, time, and public records

L Liquidity: talk about free withdrawal features, waivers (nursing home, terminal illness, unemployment), loan features

I Interest Rate: Go over current interest rate and any bonuses, if applicable

N No fees to get in. Show Surrender Schedule and how long client has to stay in contract

T Tax control. No 1099. Clients get 1099 only when they take withdrawal. They decide when to pay IRS.