

# ALL SET PROCESS

## TO FIND THE BEST ANNUITY



### STEP 1 BASICS

TERMINOLOGY  
DIFFERENCES



### STEP 2 DIVE DEEPER

DESIGN &  
PURPOSES



### STEP 3 AGENT

INTERVIEW &  
STRATEGIES



### STEP 4 CONCEPT

COMPARE  
YOUR PURPOSE



### STEP 5 QUOTES

UNDERSTAND  
ILLUSTRATIONS

#### LEARN THE LANGUAGE

##### Basic Terminologies

- SPIA, DIA,
- MYGA, FIA, VA
- Hybrid Pension
- Death Benefit Riders
- Income Riders

##### Contract Terminologies

- Caps vs. Participation
- Fees vs. Spreads
- Cash vs. Benefit Value
- Bonus vs. Roll-Up Rates
- Contractual vs. Hypothetical

#### KNOW EACH PURPOSE

##### 5 Annuity Types

- SPIA, DIA
- MYGA, FIA, VA
- Hybrid Pension
- Income vs Legacy
- Annuity vs Investment

##### 5 Income Rider Types

- No Fee
- Flat & Level
  - Flat & Level w/DAV
- CPI
- Index Gains
- Nursing Home Doubler

#### QUESTIONS TO ASK

##### Annuity Specialist

- Sell Investments?
- Sell Insurance only?
- Years of Experience?
- No. of Companies?
- Avg. Case Sizes?

##### Test Their Integrity

- Teacher vs. Seller
- Honest vs. Transparent
- What Strategies?
- Maximize Payouts?

#### EXPERT GUIDANCE

##### Match YOUR Purpose

- 5 Annuity Types
- Growth vs. Income
- Hybrid Pensions
- 5 Rider Types

##### KCIS Strategies

- Maximize Payout
- Laddering Out vs. In
- Maximize Growth
- Maximize Legacy
- Minimize Taxes

#### EXPERT EXPLANATION

##### Review the Disclosures

- Caps vs. Participation
- Fees vs. Spreads
- Cash vs. Benefit Value
- Growth vs. Income
- Type of Rider

##### Review the Process

- How much?
- Transfer Process?
- Rate Lock Guarantee?
- Back Out Guarantee?