# ANNUITY SUITABILITY *Quick Guide*

A fast reference for choosing the right annuity based on your client's goals

## MYGA

Multi-Year Guaranteed Annuity

**Best fit when the client wnats:**

- Guranteed rate for a defined period
- Principal Protection with no market exposure
- A CD alternative for retirement dollars
- Tempaorary "parking place" before making an income decision

**Common Client Profiles**

- Pre-retirees rolling over conservative assets
- Clients frustrated with CD reinvestment risk
- Clients waiting 3-7 years before needing income

**Key Trade-Offs:**

- Limited liquidity during the surrender period
- No market upside beyond the guaranteed rate

**Advisor Positioning Line:**

*"A MYGA locks in certainty for a set period so your plan doesn't depend on future rate decisions.*

## FIA

Fixed Indexed Annuity

**Best fit when the client wnats:**

- Principal protection with growth potential
- Exposure to market upside without downside risk
- A path to future income (oftern with an income rider)
- Less volatility than traditional investments

**Common Client Profiles**

- Clients nearing retirement who want growth but fear losses
- Investors tired of market swings
- Clients planning income later, not immediately

**Key Trade-Offs:**

- Growth is limited by caps, spread or participation rates
- Not designed to "beat the market"

**Advisor Positioning Line:**

*"A FIA gives you growth potential when markets cooperate, and protection when they don't."*

## SPIA

Single Premium Immediate Annuity

**Best fit when the client wnats:**

- Guaranteed income starting now
- Longeviy protection
- A personal pension to cover essential expenses

**Common Client Profiles**

- Retirees already drawing income
- Clients with no pension
- Households prioritizing income certainty over liquidity

**Key Trade-Offs:**

- Loss of liquidity in exchange for income
- Less flexibility once income begins

**Advisor Positioning Line:**

*"A SPIA turns assets into a paycheck you can't outlive."*

## ONE QUESTION SHORTCUT

*Do you want guaranteed growth for a period, protected growth with upside potential, or guaranteed income starting now?*

## *Suitability Red Flags*

- Needs significant liquidity in the next 2-3 years
- Has no clear income or protection goal
- Focused solely on maximum upside
- Extremely fee-sensitive and guarantee-averse

**YOU'RE NOT SELLING ANNUITIES.**

***YOU'RE ASSIGNING GUARANTEES TO THE PARTS OF RETIREMENT THAT CAN'T AFFORD UNCERTAINTY.***

For assistance with your annuity business, contact Kathryn Kinnane at kkinnane@tba.com or 865-588-9555.