

# Annuity Rescue Case Study

Leveraging Annuity Income Benefits for Legacy



[VIEW MORE](#)

## Overview



Barbara, female, age 68



\$482K nonqualified variable annuity with an income value of \$501,490, and 3.40% annual fees



Current income @ 5% w/d rate = \$25,075

## The Challenge

Barbara purchased a variable annuity nearly 10 years ago and no longer needs the income as her priorities have shifted. Entering retirement with a pension plan, she is more concerned about protecting her nest egg and now wants to provide a death benefit for her 2 children.

## The Solution

After a thorough review of Barbara's annuity with a focus on her concerns and goals, we were able to provide a solution by researching and shopping the landscape of the most competitive annuity products, resulting in a 12.45% increase to guaranteed lifetime income while reducing fees by 75%. To solve her concern about passing a legacy, we leveraged the guaranteed annual income of \$28,197 to purchase a life insurance policy that provides a tax-free death benefit. Barbara was in good health and rated preferred, which allowed her to purchase a \$1,318,565 life insurance policy.

## Benefits for the Client

- Removed any market volatility by providing principal protection
- Reduced annual fees from 3.40% to 0.95%
- Increased her guaranteed lifetime income by 12.45%
- Provided a tax-free death benefit of \$1,318,565 (174% more)

## Benefits for the Advisor

- Commission paid on two product lines
- Strengthened relationship with their client

This case study is hypothetical and provided for illustrative purposes only. Results are not guaranteed and will vary based on individual circumstances, product selection, and carrier. This is not a solicitation or recommendation for any specific product.