

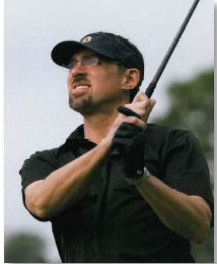
**2-Year Crediting, with
27.32% annual return!
With NO FEE!
See Page 6. ★**

January 2024

THE TWH UPDATE



Greg's Hits



[\(click here for a short video about this month's issue\)](#)

3 Ways to Get More Clients

We all wish we had more clients. More specifically, we all want more people to talk to about annuities and life insurance, so we can turn them into clients.

We have 3 leads systems that can help you get as many new people to talk to as you want! These are systems that have been used by advisers for years with proven success!

1. Educational Workshops

These are simple basic classes that you teach to people who volunteer to come to a class, or a series of classes. These are typically held in a college classroom, library, community center, or even a hotel meeting room. There is no food to buy, and you do not do any selling at the class meeting. You simply follow a pre-made course presentation and teach people things they need to know about financial retirement topics. Here are just a few of the courses.

- 7 Steps to Retirement Success
- A Guide to 401k Rollovers
- Financial Planning Basics
- An Introduction to Annuities
- Retirement Income Planning
- ...and MANY more

Our advisers have already used several of these presentations to successfully grow their sales, so we can help you get up to speed quickly and easily. The process is this simple...

Step 1: Teach a class

Step 2: Ask the students if they want to meet 1 on 1

Step 3: Set an appointment to meet with them

2. Helping State Employees Move 401k Funds

We have partnered with a Leads company that contacts state employees who are interested in moving their 401k retirement funds into annuities. They speak with the state employee, ask if they would like to speak to an adviser, then connect you with the person for a Zoom meeting. You are the only adviser they will speak with, and the meetings only happen during times and days of the week that you want to have appointments. These people have already verbally expressed interest AND have volunteered to have a Zoom meeting with you.

The conversations are simple and easy, because you use simple software that helps people see how long their 401k funds will last, and then shows them an alternative where an annuity with a lifetime income rider will provide income until they die. And each appointment is only \$65!!!

3. Facebook Advertising

If you don't want to teach a class, and don't like using Zoom, then Facebook is a great choice. Ads are generated in your general area, so you can meet with potential new clients face to face. Ads are pre-made and proven to work in your area to get you appointments. For under \$1,000 per month, you can have a stream of interested people to talk to every week. And our team handles all the setup and administration.

Let's get 2024 started by booking more appointments!

For more help give us a call. **800-200-9194**

Greg Skogsberg

We now have annuity contracts with 41 carriers. More than any other FMO! And this is just one of the reasons we are The #1 Concierge FMO in America.



Perfectly Balanced Retirement Tool

Below is an example of how the PBR tool can show clients how to balance risk and safety assets in the right ratio (60/40 in this case), with 60% in 'Safety Growth' (Index Annuities) and 40% in 'Risky Growth'. The growth rates for both sides come from real historical economic performance, so there is no assumption or misrepresentation of performance on either the Risky or Safe side.

Once the proper balance is reached, strategic income withdrawals are taken from one side or the other each year (shown in red), with a 3% inflation increase each year. Which side the withdrawal is taken from is determined by how the market performs each year.

Perfectly Balanced Retirement				40%		(Must be at least 10%)	60%	
(Using Historical Economic Performance)				Risky Growth			Safety Growth	
				(Index ETFs)			(Index Annuities)	
Investable Assets				Portfolio	\$159,200		Portfolio	\$238,800
IRAs	\$	-				Withdrawal:	\$	12,000
Mut.Funds	\$	150,000		Annual Fee:	1.50%			
403b	\$	48,000		Smart 60/40		Withdrawals	Safe Bucket	
Cash	\$	-		Start	Growth		Start	Growth
CDs	\$	200,000						
Total	\$	398,000		2007	3.57%	\$162,405	\$	-
				2008	-26.42%	\$117,711	\$	-
				2009	19.15%	\$125,610	\$	12,731
				2010	10.90%	\$137,217	\$	-
				2011	1.49%	\$137,174	\$	-
Annual Withdrawal				2012	8.08%	\$132,332	\$	13,911
	\$	12,000		2013	16.61%	\$137,885	\$	14,329
				2014	8.85%	\$133,302	\$	14,758
Inflation				2015	-2.21%	\$128,402	\$	-
		3.0%		2016	6.47%	\$134,657	\$	-
				2017	11.60%	\$132,143	\$	16,127
Soc.Sec.				2018	-7.29%	\$120,677	\$	-
Terry \$2,100/mo	\$	25,200		2019	22.15%	\$128,342	\$	17,109
Donna \$1,650/mo	\$	19,800		2020	12.77%	\$125,199	\$	17,622
Combined:	\$	45,000		Avg:	4.62%	\$106,588	Withdrawals	\$98,448
+ Withdrawals:	\$	12,000				Total Withdrawals:	\$205,036	
Total Income:	\$	57,000	or...	\$	4,750 /month	Total Investable Assets Remaining:	\$634,292	\$236,292

Black=more than you started with.
Red=means less than you started with.

The outcome:

- By balancing assets between Risky and Safety assets, large losses are avoided, and more assets are protected.
 - This also reduces volatility because index annuities do not swing up and down with the markets.
- By creating a smart withdrawal strategy, the Risky assets are not reduced further in years when the market is down, thus reducing the impact to the balance on the Risky side.
 - This strategy creates approximately \$300,000 more in assets compared to a non-balanced plan using only a Risky account, with no alternative accounts from which to take income withdrawals.

If you would like to see how real numbers would look for any of your clients, please call or email and we can create a customized plan for as many people as you like. Call Greg at 714-283-9196 (direct line).



The TWH 2024 *Elite Producers Club* Marketing Allowance Plan

- Five levels of cash bonus!
- Bonuses paid as earned!
- Up to \$16,750 extra cash!

*Seven levels of increased compensation to help you with your marketing costs.
Whether it's to fund a lead program or upgrade your technology,
this plan will help you build a more
successful business!*

Level	Requirements	Earned Bonus	Cumulative Earned Bonus
I	\$250,000 of annuity premium	\$250	\$250
II	\$500,000 of annuity premium	\$500	\$750
III	\$1,000,000 of annuity premium	\$1,000	\$1,750
IV	\$2,000,000 of annuity premium	\$1,500	\$3,250
V	\$3,000,000 of annuity premium	\$3,000	\$6,250
VI	\$4,000,000 of annuity premium	\$4,500	\$10,750
VII	\$5,000,000 of annuity premium	\$6,000	\$16,750
*	Additional Custom Rewards	Tailored to Each Adviser's Wants & Needs	

Rules:

This plan is not available for any agents receiving any other type of marketing, lead, seminar, or client prospecting programs.

TWH Agency reserves the right to modify or terminate this plan at any time.

All final decisions are at the discretion of TWH Agency.

This plan is for paid business only, from 01/01/2024 through 12/31/2024.

All payouts and awards will be paid monthly.

One bonus level per producer.




All Annuity and Single Premium Life Insurance business with terms of 7 years or more earn 100% Premium Credits. Premium Credits will be reduced for older age cases by the amount of commission reduction. Plans with less than 7-year duration, MYG annuities and immediate annuities will be credited at 50%.

Qualification for initial membership will be \$250,000 of qualified premium



Indexed Annuity Rates & Data

A guide to companies, products, rates, and additional information.
For more information, call **1-800-200-9194**.

COMPANY	PRODUCT	CURRENT RATE / YIELD	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Athene A.M. Best A- Standard & Poors A- Moody's A1 (Call for state availability) 	Performance Elite 15 Plus 20% Premium Bonus 8% Bonus Version also Available Not Available in CA	Annual Point to Point Cap (no fee) 7.00% S&P 500 Daily Risk Control 2 9.75%TM Index 1 Yr. No Cap Pt. to Pt. 70% Participation 2 Yr. No Cap Pt. to Pt. 95% Participation 3.30% for Fixed Interest	SPDA \$25,000 NQ/Q Guarantee .25% on 87.5% of premiums	0 - 73 Max. age as low as 47 in some states. Call for details.	15 Years 14, 13, 12, 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1%	10% of Premium after year 1. 20% per year if not taken a year before. .95% liquidity rider included with every policy No Lifetime Income Rider	0-70 6.50% 71-73 6.00%
Corebridge (formerly American General) A.M. Best : A Fitch: A+ Moody's: A2 Standard & Poor's: A+ 	 Power Select Builder (Call for state availability)	1-Year ML Strategic Balanced Par. Rate 75%/100%* 1-Year PIMCO Global Optima Par. Rate 50%/60%* 1-Year S&P 500 Annual Cap 10.00%/11.00%* 2-Year ML Strategic Balanced w/ Spread 0.85%/1.10%* 2-Year PIMCO Global Optima w/ Spread 80%/95%* 2-Year S&P 500 Annual Par. Rate 37%/43%* AB All Market Index 2 Year Par. Rate 255%/275%* AB All Market Index Annual w/ Spread 165%/180%* *\$100,000+	SPDA \$25,000 NQ \$25,000 Q Minimums	50 - 78 (Annuitant up to 95)	10 Year Declining 10, 9, 8, 7, 6, 5, 4, 3, 2, 1% (Terminal Illness Waiver) (2 of 6 ADLs Waiver) (Extended Care Waiver) Waivers not available in All States. Call for details.	10% Beginning yr 2 Trails Available	50-75 = 7.00%

Company ratings are effective December 31st 2023.

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GET PAID FASTER BY LETTING US REVIEW THE APPLICATION...

Let us review your application forms for you before you send them in. We find potential improvements that can be made to 85% of the applications we review prior to being sent to a carrier. And, those applications get processed faster, and with fewer additional needed actions from you—and fewer trips back to have the client sign or initial something on a form. It won't delay the process. In fact, it will shorten the time to get the policy issued and the commission payments sent out.


Indexed Annuity Rates & Data (continued)

COMPANY	PRODUCT	CURRENT PARTICIPATION RATE	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Products distributed through Legacy Marketing Group Americo Life A.M. Best 'A'	*LibertyMark 10 #LibertyMark 10 Plus (5% Premium Bonus 10% Accumulation Bonus in most states on the 10 Plus only)	S&P 500 One-Year Point-to-Point Strategy *9.00% Guarantee One-Year *4.80%	*#Initial: \$10,000 NQ/Q *#Guarantee 1.00% on 100% of Premium	*0-85 #0-80	*10 Years 12, 11.50, 11, 10.50, 10, 9, 8, 7, 6, 5, 0% #10 Years 13, 13, 12.5, 11.5, 10.5, 9.5, 8.5, 7.5, 6.5, 5.5, 0%	*#10% After Year 1	0-80: *7.00% / #6.00% 81-85: *6.00% / #0% Commission reduced in CA
Fidelity & Guaranty Life Insurance Co A.M. Best A- F&G is The ONLY company offering interest crediting tied to ETF performance!	Power Accumulator 10 Approved in CA!	Six ETF Crediting Choices No Caps on Any Strategies! 1-Year Balanced Asset 10 Index 1-Year iShares Core S&P 500 ETF (IVV) 1-Year iShares Gold Trust (IAU) 1-Year iShares MSCI EAFE (EFA) 1-Year iShares U.S. Real Estate (IYR) 2-Year Balanced Asset 10 Index 2-Year iShares Core S&P 500 ETF (IVV) 2-Year iShares MSCI EAFE (EFA) 2-Year iShares U.S. Real (IYR) Call for participation rates and spreads.	FPDA \$10,000 NQ/Q MVA	0 - 85	10 Years 9, 9, 8, 7, 6, 5, 4, 3, 2, 1% Higher in some states. (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	10% after one years	<u>Age 0-70</u> 6.50% <u>Age 71-80</u> 4.50% <u>Age 76-85</u> 3.25%
	Prosperity Elite 10 0, 2, or 5% Vested Bonus (Reduced 50% at age 76)	Seven Crediting Choices 1.) S&P 500 1 year monthly point-to-point subject to a monthly cap of 3.20% 2.) S&P500 Gain Interest 8.00% 3.) S&P500* CAP 13.75% 4.) S&P500+ CAP 11.50% Annual Fixed Rate 4.00% * Monthly Averaging + Point to Point	FPDA \$10,000 NQ/Q \$2,000 min allocation Guarantee 1.00% on 87.5% of Premium	0 - 85	10 Years 9, 9, 8, 7, 6, 5, 4, 3, 2, 1% (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	10% after one year Call for Income Rider Details	<u>Age 0-70</u> 7.50% <u>Age 71-75</u> 5.50% <u>Age 76-85</u> 3.75%
	Prosperity Elite 14 0, 4, or 7% Vested Bonus (Reduced 50% at age 76) Not Available in CA	Seven Crediting Choices 1.) S&P 500 1 year monthly point-to-point subject to a monthly cap of 3.30% 2.) S&P500 Gain Interest 8.00% 3.) S&P500* CAP 14.00% 4.) S&P500+ CAP 11.70% Annual Fixed Rate 5.25% * Monthly Averaging + Point to Point	FPDA \$10,000 NQ/Q \$2,000 min allocation Guarantee 1.00% on 87.5% of Premium	0 - 85	14 Years 14.75, 13.75, 12.75, 11.75, 10.75, 10, 9, 8, 7, 6, 5, 4, 3, 2% (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	10% after one year Call for Income Rider Details	<u>Age 0-70</u> 8.00% <u>Age 71-75</u> 6.00% <u>Age 76-85</u> 4.00%
	Performance Pro 10% Vested Bonus (Reduced 50% at age 76)	1 Year S&P 500 Monthly PTP 2.10% 1 Year S&P Point-to-Point Cap 7.00% 1-Year Gold Point-to-Point 7.75% 2 Year S&P Point-to-Point Cap 13.50% 3 Year S&P Point-to-Point Cap 24.50% Fixed (floating rate) 3.00%	SPDA \$10,000 NQ/Q \$2,000 min allocation 1.00% on 87.5% of Premium	0 - 80	10 Years 9, 9, 8, 7, 6, 5, 4, 3, 2, 1% (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	10% after one year Call for Income Rider Details	<u>Age 0-75</u> 7.50% <u>Age 76-80</u> 5.75% 1% Lower in AK MA NV OH OK SC UT
	Safe Income Advantage	S&P500 Gain Interest 2.25% S&P500 * CAP 2.50% S&P500 + CAP 2.50% Annual Fixed Rate 1.75% * Monthly Averaging + Point to Point	SPDA \$10,000 NQ/Q \$2,000 min allocation Guarantee 1.00% on 87.5% of Premium	0 - 80	10 Years 9, 9, 8, 7, 6, 5, 4, 3, 2, 1% (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	10% after one year Call for Income Rider Details	<u>Age 0-75</u> 6.50% <u>Age 76-80</u> 4.75%

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Indexed Annuity Rates & Data (continued)

COMPANY	PRODUCT	CURRENT PARTICIPATION RATE	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Equitrust Life Insurance Company A.M. Best B++ S&P BBB+ (Check state availability for MVA, riders, etc.)	Market Ten Bonus 6% Bonus, MVA, & ROP	All S&P500: Monthly Avg. 75% Par.Rate. Monthly Cap 2.75% Annual Pt. to Pt. 8% Cap 2 Yr. Monthly Avg. 18.00% Cap 1 year fixed 4.50%	FPDA \$30,000 NQ \$30,000 Q Minimums Guarantee 1% on 87.5% of premium	0 - 80	10 Year Declining 10,10,10,10,10,9,8,7,6,4% (Confinement Waiver) (Return Of Premium)	10% Beginning yr. 1	<u>Ages 0-80</u> 6.00% Trails Available
	Market Value Index MVA (Also available with Income Benefit Rider)	S&P500: Monthly Avg. 100% Par.Rate. Monthly Avg. Cap 12.00% Monthly Cap 3.10% Annual Pt. to Pt. 10.50% Cap 2 Yr. Monthly Avg. 20.00% Cap 1 year fixed 5.50%	FPDA \$10,000 NQ \$10,000 Q Minimums Guarantee 1% on 87.5% of premium	0 - 80	10 Year Declining Call for fee schedule by state. (Confinement Waiver) (Return Of Premium)	Interest only yr. 1 10% yrs. 2+	<u>Ages 0-80</u> 7.00% Trails Available
Global Atlantic Financial Company A.M. Best A- 	Income 150+ SE 50%+ Premium Bonus to the Income Account (20%,15%, 15%, +150% of index crediting) Call for more details	Accumulation Account 1 yr. pt to pt w/Cap 4.25% BlackRock Diversa VCI Two Year Point-to-Point 15% Spread 1 Year Fixed 2.50%	SPDA \$10,000 NQ/Q Guarantee 1% on 87.5% of premium	55 - 80	10 years 9, 8, 7, 6, 5, 4, 3, 2, 1% (Nursing Home Waiver) (Terminal Illness Waiver) MVA	10% After Year 2 Call for Income Rider Details Income Rider fee 0.95% Rider not optional	<u>Ages 0-75</u> 7.00% <u>Ages 76-85</u> 5.00%

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Top 15 Crediting Methods

★ Gold Star Carriers Have Proven Renewal Rate Integrity





	CARRIER/PRODUCT	AM	TERM	*Uses Partial Hypothetical Backtesting	BONUS	CAP	SPREAD	PAR	FEE	RETURN
★ 1	Athene / Performance Elite 7	A	7	*AI Powered Global Opportunities / Biennial / P-P	0.00%	0.00%	0.00%	220%	0.00%	27.32%
★ 2	Athene / Performance Elite 10	A	9	*AI Powered Global Opportunities / Biennial / P-P	11.00%	0.00%	0.00%	175%	0.00%	23.76%
★ 3	Athene / Performance Elite 7	A	7	*AI Powered Global Opportunities / Annual / P-P	0.00%	0.00%	0.00%	160%	0.00%	21.77%
★ 4	Athene / Performance Elite 10	A	9	*AI Powered Global Opportunities / Annual / P-P	11.00%	0.00%	0.00%	125%	0.00%	18.42%
★ 5	Athene / Agility 10	A	10	*AI Powered Global Opportunities / Biennial / P-P	0.00%	0.00%	0.00%	135%	0.00%	17.91%
6	Fidelity and Guaranty / AcceleratorPlus 10	A-	10	*CIBC Balanced Asset 10 / Biennial / P-P	5.00%	0.00%	5.00%	230%	0.00%	17.46%
7	Fidelity and Guaranty / AcceleratorPlus 10	A-	10	*CIBC Balanced Asset 10 / Biennial / P-P	3.00%	0.00%	5.00%	230%	0.00%	17.23%
★ 8	Athene / Performance Elite 7	A	7	*UBS Innovative Balanced / Biennial / P-P	0.00%	0.00%	0.00%	220%	0.00%	16.55%
9	Fidelity and Guaranty / FG Power Accumulator 10	A-	10	*CIBC Balanced Asset 10 / Biennial / P-P	0.00%	0.00%	4.00%	220%	0.00%	16.48%
★ 10	Athene / Agility 7	A	7	*AI Powered Global Opportunities / Biennial / P-P	0.00%	0.00%	0.00%	120%	0.00%	16.13%
11	Fidelity and Guaranty / FG Power Accumulator 7	A-	7	*CIBC Balanced Asset 10 / Biennial / P-P	0.00%	0.00%	4.00%	215%	0.00%	16.12%
★ 12	Sentinel / Accumulation Protector Plus	B++	10	*Credit Suisse ESG Macro 5% / Biennial / P-P	10.00%	0.00%	0.00%	320%	0.00%	15.97%
★ 13	Athene / Performance Elite 7	A	7	*NASDAQ FC / Biennial / P-P	0.00%	0.00%	0.00%	205%	0.00%	15.50%
14	The Standard / Enhanced Choice Index 10	A	10	*BoFA Global MegaTrends / Annual / P-P	0.00%	0.00%	0.00%	150%	0.00%	15.32%
15	Fidelity and Guaranty / Prosperity Elite 10 Protection	A-	10	*CIBC Balanced Asset 5 / Biennial / P-P	4.00%	0.00%	0.00%	370%	0.00%	15.26%

NOTE: For agent use only—not for use with clients. Crediting methods vary by state and availability based on each client's needs. Call for a custom report tailored to your needs: 800-200-9194.

Indexed Annuity Rates & Data (continued)

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COMPANY	PRODUCT	CURRENT PARTICIPATION RATE	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Clear Spring Life (formerly Guggenheim) 	Highlander  W/MVA	S&P 500: 1yr Cap 7.50% 1yr Participation Rate 45% S&P 500 MARC 5%: 1yr Participation Rate 170% 1 year fixed 3.75%	SPDA \$10,000 NQ \$5,000 Q Minimums	0 - 80	10 Year Declining Call for surrender fees in your state, (Confinement Waiver) (Terminal Illness Waiver)	10% Beginning yr 2	0-75 = 7.00% 76-80 = 5.00% CA & FL: 0-75 = 6.00% 76-80 = 4.00% Trails Available
	7 Year Version Also Available						
Lincoln Financial Group Lincoln National Life Ins. Co. A.M. Best A+ Fitch A+ Standard & Poors AA+	OptiBlend 10 W/MVA	5 Accounts: Fixed Account 3.75%, 4.05%* Point-to-Point 8.00%, 9.00%* Participation Rate 40%, 55%* 5% Daily RC w/ Spread .20%/20%* *\$100,000+	FPDA \$10,000 NQ \$10,000 Q Minimums	0 - 80	10 Year Declining 9,9,8,7,6,5,4,3,2,1% (Confinement Waiver) (Terminal Illness Waiver)	10% Beginning yr. 1 Lifetime Income Rider DOUBLES if Long Term Care is Needed!	NQ/Q 0-74 = 7.00% N/Q 75-79 = 4.00% N/Q 80 = 1.75% Trails Available
National Western Life Insurance Co. A.M. Best A Standard & Poors A	Ultra Future 9% Premium Bonus	Indexed Option A & U Annual Reset Option A: Month Average 100% PR Year 1 w/ 6% spread Option U: Annual Pt to Pt (low Vol 5%) 140% PR Option B: Fixed Rate 3.60%	FPDA 5,000 Minimum/NQ 2,000 Minimum/Q Guaranteed rate 1.00% on 87.5% of Premium	0-80 54 - CA	15 Years 19.25, 18.50, 17.75, 16.75, 15, 15.25, 14.50, 13.50, 12.75, 12, 10, 8, 6, 4, 2%	10% After Year 1 Call for Income Rider Details	NQ 0-75 = 5.00% NQ 76-80 = 3.00% Q 0-70 = 5.00% Q 71-75 = 1.50% Q 76-80 = .25%
	Ultra Classic	Indexed Option A & U Annual Reset Option A: Month Average 100% PR Year 1 w/ 6% spread Option J: Annual Pt to Pt w/ cap 8.00% w/ .50% spread Option U: Annual Pt to Pt (low Vol 5%) 170% PR Option B: Fixed Rate 4.50%	FPDA 5,000 Minimum/NQ 2,000 Minimum/Q Guaranteed rate 1.00% on 87.5% of Premium	0-80 56 - CA	13 Years 15, 14.75, 14, 13, 12.25, 11.25, 10.50, 9.75, 8.75, 8, 6, 4, 2% <u>Extended Stay Rider</u> <u>Up to 75% of AV</u> <u>Issue Ages up 75</u>	10% after year.1 Cumulative to 50% Call for Income Rider Details	NQ 0-75 = 10.00% NQ 76-80 = 8.50% Q 0-70 = 10.00% Q 71-75 = 8.00% Q 76-80 = 7.00%

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Indexed Annuity Rates & Data (continued)

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North American Chicago, IL A.M. Best A+ S & P A+	BenefitSolutions 10 No Cap strategies & Volatility Strategies	S&P500: Annual Pt. to Pt. 5.00% Mo. Pt. to Pt. 1.85% Fixed Account: 2.30%	SPDA Initial: \$20,000 NQ \$20,000 Q MVA Built-In Benefits Rider w/ 20 year Rollup (1.20% fee)	0 – 79	10-year surrender 10,10,9,9,8,8,7,6,5,4,2% Some states have lower amounts. Call for details.	5% After Year 1	Age 40-75 6.75% 76+ 4.87%
	Performance Choice 8 Accepts Inherited Non-Spouse IRA Funds!	S&P 500 , annual reset. Choice of Annual point-to-point W/Cap 8.25% Monthly point to point W/cap 2.85% Fidelity Multifactor, S&P Marc 5% indices also available ** Call for Details Fixed Account: 4.35%	FPDA Initial: \$20,000 NQ \$20,000 Q MVA	0 – 85	8-year surrender 10, 10, 10, 10, 9, 8, 5, 3% Some states have lower amounts. Call for details.	10% After Year 1	Age 0-75 6.75%

Indexed Annuity Rates & Data (continued)

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COMPANY	PRODUCT	CURRENT PARTICIPATION RATE	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Reliance Standard Life Insurance Company A.M. Best A+ Fitch A- Standard & Poors A+ RSL Rewards Program Earn Travel to Anywhere! Call for Details	Keystone-5	1 yr. pt to pt w/Cap 10.00% 1 yr. pt to pt w/Part. Rt. index credit 60% Monthly Average w/Cap 10.25% Fixed rate 5.10%	SPDA \$10,000 NQ/Q Guarantee 1.00% on 100% of premium	0 – 85	5 Years 9,8,7,6,5% Confinement 25% Issue Age 74 or Younger Terminal Illness	10% Beginning yr 1	0-75 = 3.25% 76-80 = 2.60% 81-85 = 1.95%
	Keystone-7	1 yr. pt to pt w/Cap 10.25% 1 yr. pt to pt w/Part. Rt. index credit 60% Monthly Average w/Cap 10.25% Fixed rate 5.10%	SPDA \$10,000 NQ/Q Guarantee 1.00% on 100% of premium	0 – 85	7 Years 9,8,7,6,5,4,3% Confinement 25% Issue Age 74 or Younger Terminal Illness	10% Beginning yr 1	0-75 = 4.50% 76-80 = 3.60% 81-85 = 2.70%
	Keystone-10	1 yr. pt to pt w/Cap 9.50% 1 yr. pt to pt w/Part. Rt. index credit 75% Monthly Average w/Cap 9.75% Fixed rate 4.70%	SPDA \$10,000 NQ/Q Guarantee 1.00% on 100% of premium	0 – 80	10 Years 9,9,8,7,6,5,4,3,2,1% Confinement 25% Issue Age 74 or Younger Terminal Illness	10% Beginning yr 1	0-75 = 6.00% 76-80 = 4.80%

Contracting Tips...

for Error-Free Application Processing

The following are all items that can prevent your client application from being processed:

- Contracting – Contact us to submit your contracting **BEFORE** taking an application
- Carrier Specific Training – Most carriers are now requiring you to complete product and suitability training on their websites PRIOR TO solicitation.
- Anti-Money Laundering Training – Most carriers now require this training to be completed annually.
- E&O – Most carriers require E&O, so make sure you keep your certificate up to date.

These items all need to be completed PRIOR TO the date on the client application.

Ami Skogsberg, VP, Agency Services 800-200-9194 ext.203

Powering the Future

A Closer Look at Renewal Rate Caps and Spreads

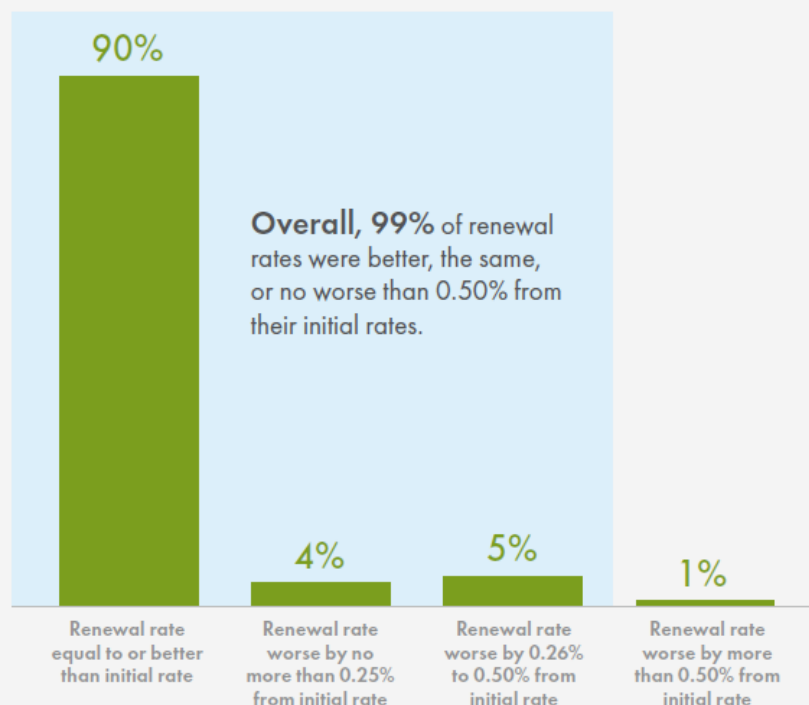
THE POWER SERIES
of Index Annuities®

We know you might have questions about renewal rate caps and spreads on our index annuities. While the rates we set in the future may vary from rates we have historically set, we wanted to provide some background on our renewal rate process.

Many factors go into declaring renewal index rate caps and spreads for your clients' index annuity contracts. Our goal is to set our rates in a manner that is consistent with the initial rate as much as possible, but rates may fluctuate at the end of each crediting term. Factors that cause renewal rates to vary from the initial rate may include (but are not limited to) changes in the interest rate environment and equity market volatility, as well as how long it has been since contract issuance.

The data provided below is designed to help you understand our history as it relates to renewal rate setting. As you can see, the vast majority of contract renewals (99%) have experienced renewals that were the same, better, or no worse than 0.50% worse as compared to their initial rate. The following chart offers a detailed look at our renewal rate history.

Renewal Rate History for The Power Series of Index Annuities



Note: Renewal rate history is not predictive of future results.

Data/experience is based on 589,677 renewal crediting rate declarations for index annuity contracts issued by American General Life Insurance Company and The Variable Annuity Life Insurance Company as of 6/30/19. Please note that participation rate and monthly index interest accounts are not included in this analysis due to their different rate levels/structures as compared to index rate caps and spreads.

See reverse side for more information.





Fixed Annuity Rates & Data

A guide to companies, products, rates, and additional information.
For more information, call **1-800-200-9194**.

COMPANY	PRODUCT	CURRENT RATE / YIELD	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Corebridge (Formerly American General) A.M. Best A Fitch A+ Moody's A2 Standard & Poors A+	American Pathway MYG 10	<\$10,000 3.20% >\$100,000 5.10%	SPDA \$5,000 NQ/Q Guarantee 2.00% on 90% of premium	0-85	10 Years 10,9,8,7,6,5,4,3,2,1% Extended Care Rider	10% Beginning yr. 1	0-75 = 2.00% 76-85 = 1.00%
American National Insurance Co. A.M. Best A Standard & Poors A	Palladium MYG W/MVA	5 Yr. – 5.10%* 6 Yr. – 5.10% 7 Yr. – 5.30%* 8 Yr. – 5.30% 9 Yr. – 5.30%** 10 Yr. – 5.30%* (* incl 1st yr. bonus 1%) (** incl 1st yr. bonus 2%) + .10 over \$100,000	SPDA \$5,000 Min. Min. Guarantee 2.00% + .10 over \$100,000	0-85	10 Years 8,8,8,7,6,5,4,3,2,1% (Confinement waiver, Disability waiver)	10% after year 1	5 Yr. – 2.50% 6 Yr. – 2.50% 7 Yr. – 2.50% 8 Yr. – 2.50% 9 Yr. – 2.50% 10 Yr. – 2.50% (reduced above age 79)
	WealthQuest Citadel Five Diamond	4.55%+ (4.45% base) + .10 over \$100,000	SPDA \$5,000 Min. Min. Guarantee 2.00% + .10 over \$100,000	Annuitant 0-85 Owner no max age	5 Years 7,7,7,6,5% (Confinement waiver, Disability Waiver)	10% Beginning yr 1	0 – 80 = 3.00% 81 – 85 = 2.00%
	WealthQuest Citadel Seven Diamond	4.60%+ (4.50% base) + .10 over \$100,000	SPDA \$5,000 Min. Min. Guarantee 2.00% + .10 over \$100,000	Annuitant 0-85 Owner no max age	7 Years 7,7,7,6,5, 4, 2% (Confinement waiver, Disability Waiver)	10% Beginning yr 1	0 – 80 = 3.50% 81 – 85 = 2.50%

Company ratings are effective December 31st 2023.

Not for use as a consumer sales piece. Information is incomplete and could be misleading. Rates and commissions are subject to change and vary by state. Products not available in all states.

What's the most powerful crediting method?

Annual Point-to-Point? Monthly? Global Index?

Do you know how to advise your clients when helping them select crediting methods? Should you only select one? Should you use the fixed interest allocation? How much should go in each "bucket"? These are all questions that depend on your client's needs and personality. We can help.

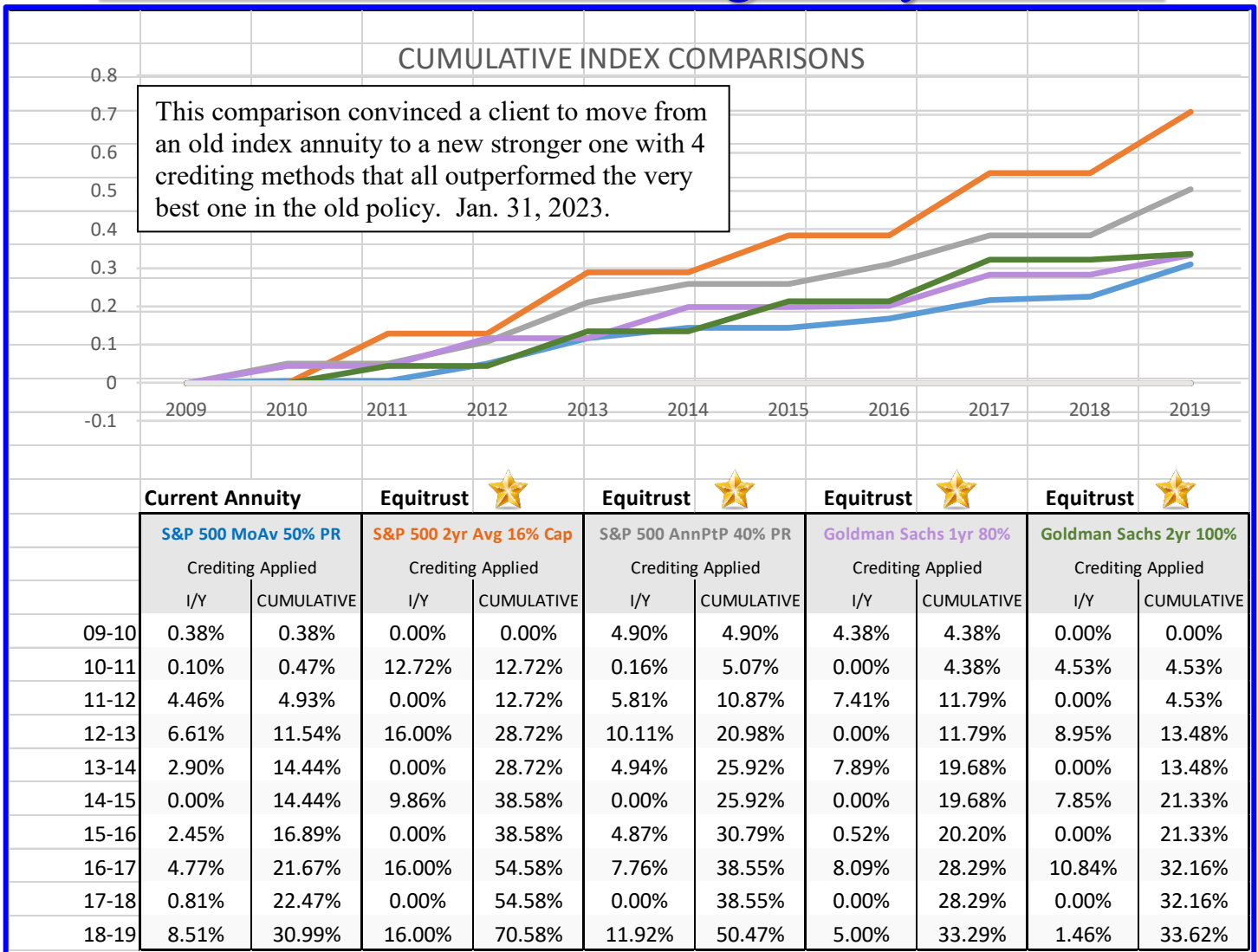
Fixed Annuity Rates & Data (continued)

COMPANY	PRODUCT	CURRENT RATE / YIELD	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Fidelity & Guaranty Life Insurance Co A.M. Best A-	FG Guarantee-Platinum Multi-year Guarantee	3 Yr. – 4.80% 5 Yr. – 4.95%	3,5,7 yr. guarantee SPDA \$20,000 Min.	90	9, 8, 7, 6, 5, 4, 3, 2, 1, 1% None for 30-day window after guaranteed period. Principal Only Surrender (Terminal illness waiver, Confinement waiver, Unemployment waiver)	After year 1 all Accumulated Interest	3 Yr. = 1.50% 5 Yr. = 2.00% 7 Yr. = 2.25% Reduced by 50% Ages 80 - 90

Company ratings are effective December 31st 2023.

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Ask About Our Crediting Analysis Tools




Fixed Annuity Rates & Data (continued)

COMPANY	PRODUCT	CURRENT RATE / YIELD	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Reliance Standard Life Insurance Company	Eleos - MVA	5.25%	1 yr. guarantee SPDA \$10,000 Min. Guaranteed rate 1.00%	0-85 0-74 in IA & KY	5 Years 8,7,6,5,4% +/- MVA (Confinement waiver issue ages 74 or below. 25% per Yr.)	10% Beginning yr. 1	0-75 = 2.50% 76-80 = 2.00% 81-85 = 1.50%
	Apollo - MVA	4.80% 4% Annuitization Bonus year 6 (4.70% base)	1 yr. guarantee SPDA \$5,000 Min. Guaranteed rate 1.00%	0-85 0-74 in IA & KY	7 Years 9,8,7,6,5,4,2% +/- MVA (Confinement waiver issue ages 74 or below. 25% per Yr.)	10% Beginning yr. 1	0-75 = 4.00% 76-80 = 3.20% 81-85 = 2.40%

Company ratings are effective December 31st 2023.

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Multi-Year Guarantees

At A Glance

Company	AM Best Rating	Product Name	1st Year Rate	Rate Thereafter	Average Annual Yield	Call For Older Age Commissions	
4 Year Guarantee							
Guaranty Income Life	B	Guaranty 4	4.35%	4.35%	Yrs. 2-4	4.35%	1.60%
5 Year Guarantee							
American Equity	A-	Guarantee Shield 5 <100K/100K+	5.35%/5.60%	5.35%/5.60%	Yrs. 2-5	5.35%/5.60%	3.00%
American National	A	Palladium MYG <100K/100K+	5.00%/5.10%	5.00%/5.10%	Yrs. 2-5	5.00%/5.10%	2.50%
North American	A+	Guarantee Plus 5	4.70%/4.95%	4.70%/4.95%	Yrs. 2-5	4.70%/4.95%	2.00%
Sentinel Security Life	B++	Personal Choice Annuity 5	5.30% +	5.30% +	Yrs. 2-5	5.30% +	2.25%
The Standard	A	Focused Growth Ann 5 <100K/100K+	5.40%/5.500%	5.40%/5.500%	Yrs. 2-5	5.40%/5.500%	2.00%
6 Year Guarantee							
American National	A	Palladium MYG <100K/100K+	5.00%/5.10%	5.00%/5.10%	Yrs. 2-6	5.00%/5.10%	2.50%
7 Year Guarantee							
American National	A	Palladium MYG <100K/100K+	5.20%/5.30%	5.20%/5.30%	Yrs. 2-7	5.20%/5.30%	2.50%
Fidelity & Guaranty Life	A-	**FG Guarantee-Platinum 7 Year	5.00%	5.00%	Yrs. 2-7	5.00%	3.00%
Sentinel Security Life	B++	Personal Choice Annuity 7	5.30% +	5.30% +	Yrs. 2-7	5.30% +	2.25%
8 Year Guarantee							
American National	A	Palladium MYG <100K/100K+	5.20%/5.30%	5.20%/5.30%	Yrs. 2-8	5.20%/5.30%	2.50%
10 Year Guarantee							
American National	A	Palladium MYG <100K/100K+	5.20%/5.30%	5.20%/5.30%	Yrs. 2-10	5.20%/5.30%	2.50%
Sentinel Security Life	B++	Personal Choice Annuity 10	5.15% +	5.15% +	Yrs. 2-10	5.15% +	2.75%

Company ratings are effective December 31st 2023.

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Call with any questions.

**** Not Available in CA**

*** Requires Annuitization at death**

+ Call for Details

For more information on all our products and services, call us at 1-800-200-9194:

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Gary Raggio x210 gary@twhagency.com

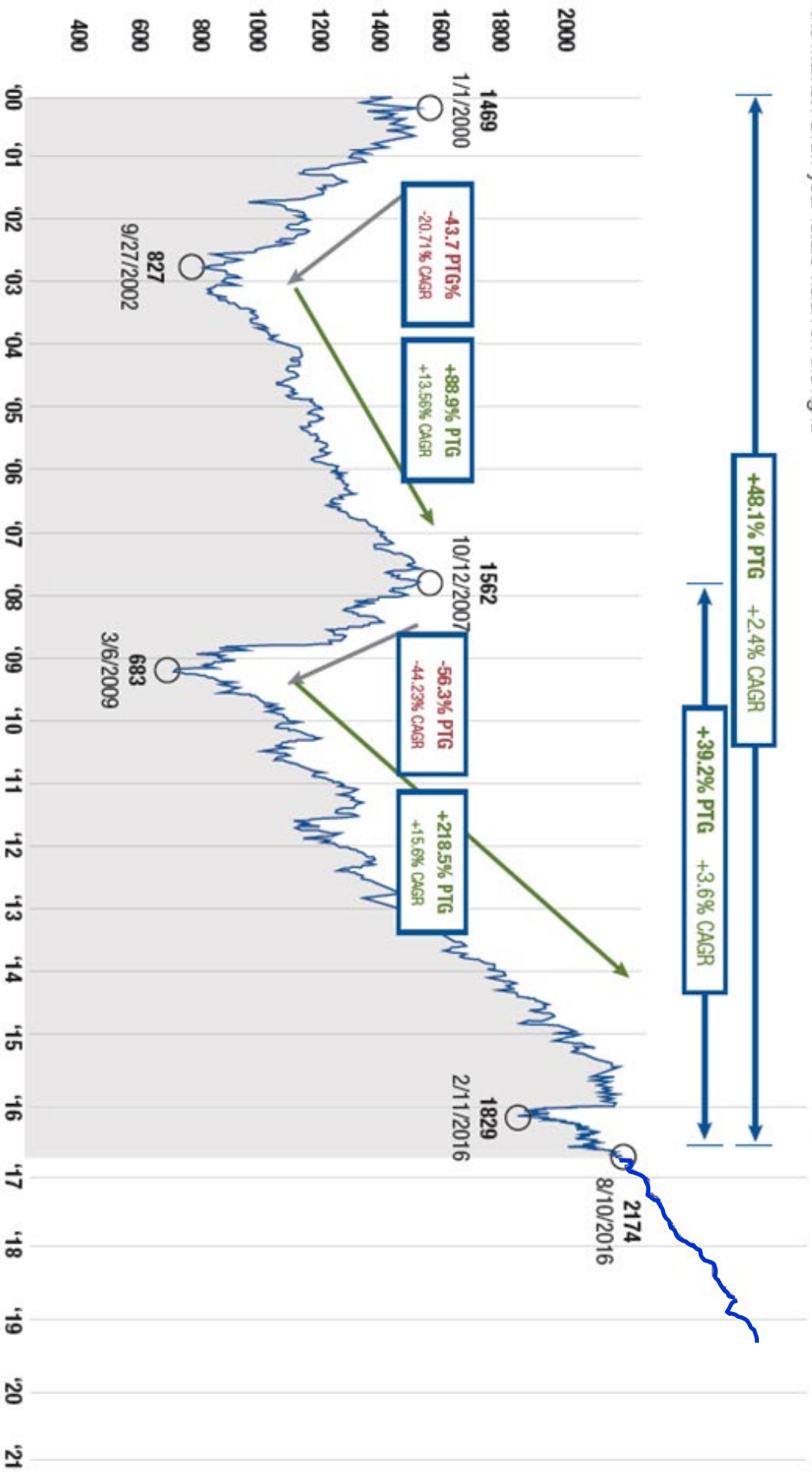
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S&P HISTORICAL PERFORMANCE

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Markets rise and fall over time. While past performance is no indication of what the future might bring, each of us has a feeling about whether the market will rise or fall over the next five years. What is your future vision of the market? Draw your future vision on the right.





TWH Annuities & Insurance Agency, Inc

650 E. Parkridge Ave., Suite 112
Corona, CA 92879

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\$1,000,000 Face

Example: Term Life Annual premium for 20 years – Male Preferred Plus NT

Company	SBLI	BANNER	West Coast	Genworth	Protective
A. M. BEST	A+	A+	A+	A+	A+
40	\$640	\$645	\$820	\$670	\$820
45	\$1,160	\$1,185	\$1,300	\$1,219	\$1,300
50	\$1,810	\$1,885	\$1,909	\$2,050	\$2,050

- A. M. Best A+ Rated
- 85% First Year Commission
- Easy to do Business with



Call us for your next term quotes – 1.800.200.9194