

Comparative Annuity Reports

Your guide to comparing data about Single Premium and Flexible Premium Deferred Annuity and Single Premium Immediate Annuity programs

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SUMMARY OF ANNUITY TRENDS

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FLEXIBLE PREMIUM DEFERRED ANNUITY (FPDA) RATES

	<u>Sep-06</u>	<u>Jun-06</u>	<u>Sep-05</u>
Average of Top 100 (Base Interest Rate)	3.80%	3.80%	3.38%
Highest Annual (Base Interest Rate)	5.25%	5.25%	4.55%

SINGLE PREMIUM DEFERRED ANNUITY (SPDA) RATES

	<u>Sep-06</u>	<u>Jun-06</u>	<u>Sep-05</u>
Average of Top 100 (Base Interest Rate)	4.38%	4.37%	3.76%
Highest Annual (Base Interest Rate)	5.70%	5.55%	5.00%

These tables exclude FPDA/ SPDA 2-Tier programs and other programs which do not permit total withdrawal/ rollover of Account Value at retirement.

MULTI-YEAR GUARANTEE (MYG-CD-like) DEFERRED ANNUITY RATES

	Highest Annual Rate for Period		
	<u>Sep-06</u>	<u>Jun-06</u>	<u>Sep-05</u>
3-Year annuity	4.63%	4.65%	3.75%
4-Year annuity	4.80%	4.60%	3.75%
5-Year annuity	5.10%	5.00%	4.60%
6-Year annuity	5.00%	5.00%	4.40%
7-Year annuity	5.15%	5.10%	4.50%
8-Year annuity	5.13%	5.12%	4.20%
9-Year annuity	5.20%	5.15%	4.20%
10-Year annuity	5.25%	5.25%	4.50%

These annuities may offer higher net interest rates compared with bank CDs due to tax deferral on interest earned but not withdrawn.

*SINGLE PREMIUM IMMEDIATE ANNUITY (SPIA) FACTORS (Monthly income per \$1000 premium)

SPIA Factor Averages listed below are derived from top 40 companies surveyed by our study

	<u>Sep-06</u>	<u>Jun-06</u>	<u>Sep-05</u>
Average Annuity Payout Factor, Male Age 65	\$6.40	\$6.48	*****
Average Annuity Payout Factor, Female Age 65	\$6.08	\$6.08	*****
Average Annuity Payout Factor, Male Age 75	\$7.86	\$7.90	\$7.61
Average Annuity Payout Factor Female Age 75	\$7.45	\$7.48	\$7.21

***** Historical data on Age 65 SPIA not yet available.

Comparative Annuity Report Data on FPDA, SPDA, Multi-year, and SPIA annuities are quoted monthly in Kiplinger's Retirement Report.

* SPIA payout factors listed are for the **Life & 10 Year Certain Option**. Consumers should bear in mind this is only one of many income for life payout options through a Single Premium Immediate Annuity (SPIA). The Life & 10 Year Certain Option was selected as a "middle ground" between Life Only (higher monthly income) or the Life with Joint & Survivor Option (continued payment for the life of the annuitant as well as lifetime of surviving spouse... lower monthly payments). The above options are only a few of the many choices providing lifetime income through a SPIA. Remember, as an annuitant one, cannot outlive the guaranteed income provided by the life based SPIA. Please see our attached study on "Comparison of Single Premium Immediate Annuity (SPIA) Programs" for more important details.

Important Disclaimer: All rates published in this newsletter are subject to change without notice and may vary from state to state.

FPDA (Flexible Premium Deferred Annuity) Study Sorted by: Base Interest Rate (1st Year) **Top 100**
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Average FP Top 100 Base Interest Rate= **3.80%** Highest FPDA Annual Base Interest Rate = **5.25%**

Insurance Company / Plan Name	AM Best's Rating	V	Interest Rates			Cr Method/ Yr(s) Base Int Rate Guar	Surrender Charge Schedule		Minimum Premium per \$K	Min' \$ Amount EFT or Payroll Deduction	Max Issue Age	Bail Out Prov'n	Max' Antz'n Age	Free Out Avail'	Charges Waived At Death	Nursing Home Waiver	Annuit- ization Waiver
			Base Rate	Yr. 1 Bonus	Guar. Rate		Total Number of Years/ and Percent of Charge Year One to End										
Western United Life/ Flex 2003	R	N	3.55%		3.00%	P	6 Yrs/ 3-3-3-3-3-0	>>>	\$100 Mo	100	No	100	Y**	Y-A	No	Y**	
Allstate Life/ Sure Horizon	A+g	Y	3.50%	1.00%	2.00%	B	6 Yrs/ 8-8-7-6-5-4-0	\$3K	\$100 Mo	90	No	90+	Y**	Y	Y**	Y**	
American Fidelity/ High Int. Opt.	A +	N	3.50%		3.00%	P	10 Yrs/ 6-6-6-6-6-4-4-4-0	>>>	\$25 Mo	70	No	None	Y**	Y**	No	Y**	
American Investors Life/ P4+	A g	N	3.50%	2.00%	2.00%	B	12 Yrs/12-11-10-9-8-7-6-5-4-3-2-1-0	\$5K	<<<	90	No	None	Y*	Y-A	No	No	
American United/ Secure 5	A g	N	3.50%	1.00%	2.00%	B	5 Yrs Rolling/ 8-8-7-6-5-0	\$5K	\$2K Q	89	No	89	Y**	Y-O	No	Y**	
American United/ Secure 5+	A g	N	3.50%	1.00%	2.00%	B	5 Yrs Rolling/ 8-8-7-6-5-0	\$100K	<<<	Q69/N89	No	90	Y*	Y-O	No	Y**	
Golden Rule Premier Advantage	A u	N	3.50%	0.50%	3.00%	B	7 Yrs/ 7-6-5-4-3-2-2-0	\$2K	<<<	A60/O100	No	85	Y*	Y-A	Y**	Y**	
Golden Rule/ Flex Vantage	A u	N	3.50%	1.00%	3.00%	B	10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0	\$2K	<<<	A60/O100	No	85	Y*	Y-A	Y**	Y**	
MONY Life Ins Co/Fixed Annuity/10Yr	A+g	N	3.50%		3.00%	C/10Yrs	7 Yrs / 7-6-5-4-3-2-1+ MVA	\$2K	\$50 Mo	85	No	95**	Y**	Y-A**	No	No	
Ohio National Life Ins Co/Prime II	A+g	N	3.50%		2.00%	P	8 Yrs/ 8-7-7-6-5-4-3-2-0	>>>	\$50 Mo	75	No	85	Y*	Y-O**	No	Y**	
Security Mutual Life of NY/ FPDA-Q	A	N	3.50%		3.00%	B	10 Yrs/ 7-7-6-6-5-5-4-3-2-1-0	>>>	\$25 Mo	80	Y**		Y*	Y-A	No		
Transamerica Life & Anty/Trans Flex	A+g	Y	3.50%		1.50%	B	7 Yrs/ 8-8-7-6-5-4-3-0	>	\$1K	85	No	90	Y**	Y-A	Y**	Y**	
United Investors Life/ Century I+	A+g	N	3.50%		3.50%	P	8 Yrs/ 8-7-6-5-4-3-2-1-0	**	<<<	85	No	None	Y*	Y-A	Y**	Y**	
Jefferson Pilot Life/ Pilot Plus (MVA)	A ++g	Y	3.45%	2.00%	3.00%	B	10 Yrs/ 9-8-7-6-5-4-5-3-5-2-5-1-5-.75+MVA	\$5K	<<<	Q75/N85	No	None	Y*	No	Y**	Y**	
Keyport Life(Sun - Canada) Value 7	A ++g	N	3.40%	3.00%	1.50%	C/ 7Yr	7 Yrs/7-6-5-4-3-2-1-0+MVA	\$5K	\$100+	A85/O100	No	90	Y**	Y-O**	Y**	No	
National Western Life/ Accumulator 5	A -	N	3.40%	5.00%	2.00%	B	10 Yrs/10-10-9-9-7-5-5-5-5-0	\$5K	<<<	A90/O85	No	**	Y**	Y**	**	No	
National Western Life/ Prevail 7	A -	N	3.40%	7.00%	2.00%	B	10 Yrs/10-10-9-9-8-7-6-555-0	\$5K	<<<	1	No	**	Y*	Y**	**	No	
National Western Life/ Protector 1	A -	N	3.40%	1.00%	2.00%	B	10 Yrs/10-10-9-9-7-5-5-5-5-0	\$5K	<<<	A90/O85	No	**	Y*	Y**	**	No	
Union Central Life/ Flex Anty	A-u	N	3.40%		2.25%	B	8 Yrs/ 8-8-7-6-4-3-2-0 (<\$50K)	\$3K	\$25 Mo	90	No	99	Y*	Y	Y	Y	
GenWorth Financial/Secure Living Smart	A+g	N	3.35%	3.00%	2.00%	B	7 Yrs/ 7-7-7-6-5-4-3-0	\$5K	<<<	100	No	A85**	Y*	Y-A	Y**	Y**	
Life of the Southwest/ Flex 1	A g	N	3.35%		1.50%	B	6 Yrs/ 10-9-8-7-6-4-0	>>>	\$50 Mo TSA	A70/O100	No	85**	Y*	Y-A	Y**	Y**	
Life of the Southwest/ Flex 10	A g	N	3.35%	1.00%	1.50%	B	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	>>>	\$50 Mo TSA	A70/O100	No	85**	Y*	Y-A	Y**	Y**	
Beneficial Life/ Advantage-11A+(A)	A	N	3.30%	3.00%	3.00%	B	11 Yrs/ 11-10-9-8-7-6-5-4-2-2-1-0	5K	\$40 Mo	90**	No	**	Y*	Y**	Y**	Y**	
MONY Life Ins Co/Fixed Annuity/ 8Yr	A+g	N	3.30%		3.00%	C/8Yrs	7 Yrs / 7-6-5-4-3-2-1+ MVA	\$2K	\$50 Mo	85	No	95**	Y**	Y-A**	No	No	
William Penn Life of NY/ FPDA	A+g	N	3.30%		1.50%	B	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$1K	\$100	80	No	90	Y*	Y**	No	Y**	
Life of the Southwest/ Flex 3000	A g	N	3.25%	1.00%	1.50%	B	7 Yrs/ 7-6-5-4-3-2-1-0	>>>	\$50 Mo TSA	A70/O100	No	85**	Y*	Y-A	Y**	Y**	
Metropolitan Life/Growth+ Account	A+g	N	3.25%		3.00%	B	7 Yrs Rolling/ 7-6-5-4-3-2-1-0	None	<<<	99	No	None	Y**	Y**	No	Y**	
Metropolitan Life/Preference+ Acct	A+g	N	3.25%		3.00%	B	7 Yrs Rolling/ 7-6-5-4-3-2-1-0	None	<<<	99	No	None	Y**	Y**	No	Y**	
Keyport Life(Sun - Canada) Value 6	A ++g	N	3.20%	3.00%	1.50%	C/ 6Yr	6 Yrs/ 7-6-5-4-3-2-0+MVA	\$5K	\$100+	A85/O100	No	90	Y**	Y-O**	Y**	No	
MONY Life Ins Co/Fixed Annuity/ 7Yr	A+g	N	3.15%		3.00%	C/7Yrs	7 Yrs / 7-6-5-4-3-2-1+ MVA	\$2K	\$50 Mo	85	No	95**	Y**	Y-A**	No	No	
American Equity Invest' /Guar' + 1	B ++g	N	3.10%	1.00%	2.25%	B	10 Yrs/12-12-11-10-9-8-7-6-4-2-0	\$5K	\$2K	Q80/NQ85	No	None	**	Y**	Y**	Y**	
Great American Life/ Freedom - 10ST	A g	N	3.10%	1.50%	2.50%	B	10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0	\$5K	<<<	Q80/NQ85	No	None	Y**	Y**	No	Y**	
Great American Life/ TSA III (Non-Grp)	A g	N	3.05%		2.00%	B	5 Yrs/ 5-4-3-2-1-0	>>>	\$50 Mo	65	No	**	Y**	Y**	Y**	No	
Keyport Life(Sun - Canada) Value 5	A ++g	N	3.05%	3.00%	1.50%	C/ 5Yr	5 Yrs/7-6-5-4-3-0+MVA	\$5K	\$100+	A85/O100	No	90	Y**	Y-O**	Y**	No	
American Fidelity/ B-TA	A +	N	3.00%		3.00%	P	None	>>>	\$25 Mo	70	No	None	Y*	Y**	No	Y**	
AmerUs Life/ Multi Choice 6/ 1 Yr	A g	N	3.00%		2.00%	P	6 Yrs/ 10-9-8-7-6-4-0	\$5K	<<<	Q80/N90	No	None	Y*	Y-A	Y**	Y**	
Aviva Life/ Maximizer I	A g	N	3.00%		3.00%	B	5 Yrs/ 16-13-10-7-4-0	\$5K	\$50 Mo	65	No	None	No	Y-A	No	No	
Conseco Annuity Assur./H'k Marquee	B ++g	N	3.00%	3.00%	3.00%	B	9 Yrs/ 12-12-11-10-9-8-6-4-2-0	\$2-5K	\$50MoQ	85	No	None	Y**	Y-A	Y**	Y**	
Horace Mann Life/Alternative II 5Yr	A-g	N	3.00%		3.00%	B	5 Yrs/ 8-8-6-4-2-0	\$.05K	\$25 Mo	85	No	85	Y**	Y	No	Y**	
Horace Mann Life/Alternative II 10Yr	A-g	N	3.00%		3.00%	B	5 Yrs/ 8-8-6-4-2-0	\$.05K	\$25 Mo	85	No	85	Y*	Y	No	Y**	
John Hancock Life/ Allegiance Prfd.	A ++g	N	3.00%		3.00%	B	7 Yrs/8-7-6-5-4-3-2-0	\$10K	<<<	84	No	90	Y*	Y-O	No	Y**	
MFS/SunLife/RegattaChoice-7 Yr	A ++g	N	3.00%		3.00%	B	7 Yrs/7-7-6-6-5-4-3-0	\$10K	**	85	No	95	Y**	Y**	Y**	Y**	
MONY Life Ins Co/Fixed Annuity/ 3Yr	A+g	N	3.00%		3.00%	C/3Yrs	7 Yrs / 7-6-5(0-30 day + MVA)	\$2K	\$50 Mo	85	No	95**	Y**	Y-A**	No	No	

SPDA (Single Premium Deferred Annuity) Study Sorted by: Alphabetical Order
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Insurance Company / Plan Name	AM Best's Rating	V R	Interest Rates			Cr Method/ Yr(s) Base Int Rate Guar	Surrender Charge Schedule Total Number of Years/ and Percent of Charge Year One to End	Min' Prem' \$K	Max' Issue Age	Bail Out Prov'n	Max' Antz'n Age	Free Out Avail'	Accepts Added Premium	Charges Waived At Death	Nursing Home Waiver	Annuit-ization Waiver
			Base Rate	Yr. 1 Bonus	Guar. Rate											
Thrivent Fin'l for Lutherans/MYG 5	A ++g	N	3.95%	1.00%	2.50%	C/ 5 Yrs	5 Yrs/ 7-7-7-6-5-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/MYG 6	A ++g	N	4.05%	1.00%	2.50%	C/ 6 Yrs	6 Yrs/ 7-7-7-6-5-4-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/MYG 7	A ++g	N	4.15%	1.00%	2.50%	C/ 7 Yrs	7 Yrs/ 7-7-7-6-5-4-3-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/MYG 8	A ++g	N	4.20%	1.00%	2.50%	C/ 8 Yrs	8 Yrs/ 7-7-7-6-5-4-3-2-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/MYG 9	A ++g	N	4.20%	1.00%	2.50%	C/ 9 Yrs	9 Yrs/ 7-7-7-6-5-4-3-2-1-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/MYG 10	A ++g	N	4.25%	1.00%	2.50%	C/ 10 Yrs	10 Yrs/ 7-7-7-6-5-4-3-2-1-1-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/Security I	A ++g	N	4.60%		3.00%	B	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	99	No	99	Y*	No	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/Security I+	A ++g	N	4.60%	1.00%	3.00%	B	9 Yrs/ 7-7-7-6-5-4-3-2-1	\$5K	99	No	99	Y*	No	Y**	Y**	Y**
Transamerica Life&Anty/SecValue 6	A+g	Y	N/A		3.00%	C/ 6 Yrs	6 Yrs/ 9-8-7-6-5-4-0+MVA	\$15K	85	No	85	Y**	No	Y-Q	No	Y**
Transamerica Life&Anty/SecValue 8	A+g	Y	N/A		3.00%	C/ 8 Yrs	8 Yrs/ 9-8-7-6-5-4-3-2-0+MVA	\$15K	85	No	85	Y**	No	Y-Q	No	Y**
Transamerica Life&Anty/SecValue 10	A+g	Y	N/A		3.00%	C/ 10 Yrs	10 Yrs/ 9-8-7-6-5-4-3-2-1-0+MVA	\$15K	85	No	85	Y**	No	Y-Q	No	Y**
Transamerica Life&Anty/Trans 6+	A+g	Y	3.50%	1.00%	2.00%	B	6 Yrs/ 8-7-6-5-4-3-0	\$5K	Q70/N75	No	98	Y**	Y-1st Yr	Y-A/O	No	Y**
Transamerica Life&Anty/Trans 10	A+g	Y	4.00%	2.00%	2.00%	B	10 Yrs/ 12-12-11.5-10-9-8-6-4-2-0	\$15K	85	No	98	Y**	No	Y-O	No	Y**
Travelers Insurance Co./ T-Flex-NQ	A+g	N	N/A		3.50%	B	5 Yrs/ 7-7-7-7-0	\$1K	100	No	85	Y**	Y	Y-O**	No	Y**
Travelers Insurance Co./ T-Flex-TSA	A+g	N	N/A		3.50%	B	5 Yrs/ 7-7-7-7-0	\$1K	100	No	85	Y**	Y	Y-O**	No	Y**
Union Central Life/ SPDA2000-1Yr	A-u	N	5.00%		2.00%	B	6 Yrs/ 7-6-5-4-3-2-0 <\$50K	\$5K	85	No	A85**	Y*	No	Y-A**	Y**	Y**
Union Central Life/ SPDA2000-6Yr	A-u	N	3.65%		2.00%	C/ 6 Yrs	6 Yrs/ 7-6-5-4-3-2-0 >\$50K	\$5K	85	No	A85**	Y*	No	Y-A**	Y**	Y**
United Heritage Mutual/ Eagle-8	A -	N	3.50%	1.00%	1.50%	P	10 Yrs/ 8-8-8-7-6-5-4-3-2-1-0	\$8K	90	No	None	Y*	No	Y-A	Y**	Y**
United Heritage Mutual/Sec Value 5	A -	N	3.50%		1.50%	C/ 5 Yrs	5 Yrs/ 7-7-6-5-4-0	\$5K	85	No	None	Y*	No	Y-A	Y**	Y**
United Investors Life/ Century I+	A+g	N	3.50%		3.50%	P	8 Yrs/ 8-7-6-5-4-3-2-1-0	**	80	No	None	No	Y	Y-A	No	Y**
United of Omaha/Ultra Annuity 1 Yr	A g	N	3.50%	1.00%	2.00%	P	6 Yrs/ 7-7-7-6-4-2-0	\$5K	89	No	95	Y*	Y-1/2 Yr	Y-O**	Y**	Y**
United of Omaha/Ultra Annuity 3 Yr	A g	N	3.50%		2.00%	P	6 Yrs/ 7-7-7-6-4-2-0 (* =.35% for 3 Yrs)	\$5K	89	No	95	Y*	No	Y-O**	Y**	Y**
USAA Life Ins. Co./ Ext'd Guar- 2 Yr	A ++g	Y	5.25%		3.65%	C/ 2 Yrs	2 Yrs/ 8-8-0	\$50K	100	No	100	Y*	No	Y-A	No	Y**
USAA Life Ins. Co./ Ext'd Guar- 5 Yr	A ++g	Y	5.70%		5.40%	C/ 5 Yrs	5 Yrs/ 8-8-7-6-5-2-0	\$20K	100	No	100	Y*	No	Y-A	No	Y**
USAA Life Ins. Co./ Ext'd Guar- 10 Yr	A ++g	Y	4.60%		3.85%	C/ 10 Yrs	10 Yrs/ 8-8-7-6-5-2-4-3-2-1-1-0	\$20K	100	No	100	Y*	No	Y-A	No	Y**
USAA Life Ins. Co./ Per'l Pension	A ++g	Y	5.25%	3.00%	00-3.00	P	N/S= None Surrenderable (+1% Prem Bonus)	\$5K	85	No	100	No	Y**	No	No	Y**
USAA Life Ins. Co./ SPDA II	A ++g	Y	4.75%	1.00%	00-3.00	P	10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0	\$10K	100	No	100	Y*	No	Y-A	No	Y**
VALIC/ Portfolio Director	A+gu	Y	4.00%		3.00%	B	5 Yrs Rolling 5%	\$1K	None	No	None	Y**	Y-\$1K	Y**	No	Y**
VALIC/ V-Plan	A+gu	Y	4.50%		4.50%	B	5 Yrs Rolling 5%	\$1K	None	No	None	Y**	Y-\$1K	Y**	No	Y**
Western United/DiscoverMaxVoygr.	R	N	3.75%	3.00%	3.00%	B	6 Yrs/ 8-8-7-6-5-4-0 (Bailout@3%)	\$5K	100	Y	100	Y**	No	Y-A	Y**	Y**
Western United/TD Max	R	N	3.60%	+	3.00%	C/ 5 Yrs	5 Yrs/ 8-8-7-6-5 (+=4.00 for 5 Yrs)	\$5K	100	Y	100	Y**	No	Y-A	Y**	Y**
William Penn Life of NY/ SPDA-1Yr	A+g	N	3.50%		1.50%	P	7 Yrs/ 7-6-5-4-3-2-1-0	\$2K	80	No	85	Y*	Y**	Y**	No	Y**
Woodmen of the World Life/Basic-NQ	A +	N	4.25%		3.00%	P	9 Yrs/ 7-7-7-6-5-4-3-2-1-0	\$5K	85	No	None	Y**	No	Y**	Y**	No

SPDA (Single Premium Deferred Annuity) Study Sorted by: Base Interest Rate (1st Year) **Top 100**

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Average SPDA Top 100 Base Interest Rate= 4.38% Highest SPDA Annual Base Interest Rate = 5.70%

Insurance Company / Plan Name	AM Best's Rating	V	Interest Rates			Cr Method/ Yr(s) Base Int Rate Guar	Surrender Charge Schedule Total Number of Years/ and Percent of Charge Year One to End	Min' Prem' \$K	Max' Issue Age	Bail Out Prov'n	Max' Antz'n Age	Free Out Avail'	Accepts Added Premium	Charges Waived At Death	Nursing Home Waiver	Annuit- ization Waiver
			Base Rate	Yr. 1 Bonus	Guar. Rate											
Thrivent Fin'l for Lutherans/MYG 9	A ++	N	4.20%	1.00%	2.50%	C/ 9 Yrs	9 Yrs/ 7-7-7-6-5-4-3-2-1-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
American National/PaladiumMYG 7yr	A +	N	4.15%	1.00%	2.00%	C/ 7 Yrs	7 Yrs/ 7-7-6-5-4-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
Country Investors Life/ SP 7	A+r	N	4.15%		2.50%	C/ 7 Yrs	7 Yrs/ 7-7-6-5-4-3-2-0	\$10K	90	No	None	Y*	No	Y**	No	Y**
EMC National Life Co/ Bonus 2	B ++	N	4.15%	2.00%	3.00%	B	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$10K	Q80/N99	No	None	Y**	No	Y-A	Y**	Y**
Fort Dearborn Life/WealthFortifier6Yr	A +	N	4.15%	2.00%	3.00%	C/ 6 Yrs	9 Yrs/ 8-8-7-6-5-4-3-2-1-0 (30 day window)	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
ING USA Life & An'ty/ Multi Set+/ 7Yr	A+g	N	4.15%	1.00%	1.50%	C/ 7 Yrs	7 Yrs + MVA/ 7-7-7-6-5-4-3 (0-30 day window)	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/MYG 7	A ++	N	4.15%	1.00%	2.50%	C/ 7 Yrs	7 Yrs/ 7-7-6-5-4-3-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
American National/PaladiumMYG 4yr	A +	N	4.10%		2.00%	C/ 4 Yrs	4 Yrs/ 8-8-8-7-0+MVA	\$5K	85A	No	96	Y**	No	Y-O**	Y**	No
American National/PaladiumMYG10yr	A +	N	4.10%	1.00%	2.00%	C/ 10 Yrs	10 Yrs/ 7-7-7-6-5-4-3-2-1-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
EMC National Life Co/ SP 3Yr Guar	B ++	N	4.10%		3.00%	C/ 3 Yrs	3 Yrs/ 4-4-4-0	\$5K	Q80/N99	No	None	Y**	No	Y-A	Y**	Y**
Jackson Nat'l Life/ Target 4 Yr.	A+g	N	4.10%	5.10%	3.00%	C/ 4 Yrs	4 Yrs/ 6-7-7-7-0 (30 day period)	\$10K	85	No	85	Y*	Y-\$2K+	Y-A	Y**	Y**
National Life of Vermont/ Security 5	A g	N	4.10%		1.50%	C/ 5 Yrs	5 Yrs/ 5-5-5-5-5-0	\$5K	85	No	None	Y**	No	Y-A/O	Y**	Y**
Security Mutual Life/ SP-III Yr	A	N	4.10%		3.50%	C/ 3 Yrs	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	80	No	90	Y**	No	Y-A	No	Y**
Fort Dearborn Life/WealthFortifier5Yr	A +	N	4.05%	1.00%	3.00%	C/ 5 Yrs	9 Yrs/ 8-8-7-6-5-4-3-2-1-0 (30 day window)	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
ING USA Life & An'ty/ Multi Set+/ 8Yr	A+g	N	4.05%	1.80%	1.50%	C/ 8 Yrs	8 Yrs + MVA/ 7-7-7-6-5-4-3-2 (0-30 day window)	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
Physicians Life/ Custom Direct 7	A g	N	4.05%	1.00%	3.00%	C/ 7 Yrs	7 Yrs/ 9-9-8-7-6-5-4-0(30 day period)	\$5K	75	No	100	Y**	No	Y-O	Y**	Y**
Thrivent Fin'l for Lutherans/MYG 6	A ++	N	4.05%	1.00%	2.50%	C/ 6 Yrs	6 Yrs/ 7-7-7-6-5-4-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
American National/PaladiumMYG 5yr	A +	N	4.00%	1.00%	2.00%	C/ 5 Yrs	5 Yrs/ 8-8-8-7-6-0+MVA	\$5K	85A	No	96	Y**	No	Y-O**	Y**	No
Fort Dearborn Life/WealthFortifier7Yr	A +	N	4.00%	2.00%	3.00%	C/ 7 Yrs	9 Yrs/ 8-8-7-6-5-4-3-2-1-0 (30 day window)	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
Fort Dearborn Life/WealthFortifier9Yr	A +	N	4.00%	1.00%	3.00%	C/ 9 Yrs	9 Yrs/ 8-8-7-6-5-4-3-2-1-0	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
ING USA Life & An'ty/ Multi Set+/ 9Yr	A+g	N	4.00%	1.20%	1.50%	C/ 9 Yrs	9 Yrs + MVA/ 7-7-7-6-5-4-3-2-1 (0-30 day window)	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
ING USA Life & An'ty/ Retirement+TSA	A+g	N	4.00%		3.00%	B	9 Yrs/ 9-9-8-7-6-5-4-3-2-0	\$5K	70	No	None	Y*	Y	Y-O**	No	Y**
Knights of Columbus/ FPDA	A ++	Y	4.00%		3.00%	P	7 Yrs/ 5-5-4-4-3-3-2-0	\$3K	83	No	None	Y**	Y**	Y**	No	Y**
Liberty National Life Ins. Co./SPDA	A+g	N	4.00%		4.00%	P	3 Yrs/ 8-4-2-0	\$1K	80	No	65**	No	No	Y**	No	Y**
Midland National Life/Direct Guar-8Yrs	A +	N	4.00%		2.10%	C/ 7 Yrs	8 Yrs/+MVA 10-10-10-10-10-9-8-7-0	\$2-5K	85	No	None	Y*	No	Y**	Y**	Y**
Minnesota Life/ Secure Opt. Extra	A+g	N	4.00%	2.00%	2.70%	C/ 3Yrs	10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0	\$5K	85	No	85	Y**	Y-1st Yr	Y-O**	No	Y**
National Life of Vermont/ Security 3	A g	N	4.00%		1.50%	C/ 3Yrs	5 Yrs/ 5-5-5-5-0 (30 day window)	\$5K	85	No	None	Y**	No	Y-A/O	Y**	Y**
Transamerica Life&Anty/Trans 10	A+g	Y	4.00%	2.00%	2.00%	B	10 Yrs/ 12-12-11.5-10-9-8-6-4-2-0	\$15K	85	No	98	Y**	No	Y-O	No	Y**
VALIC/ Portfolio Director	A+gu	Y	4.00%		3.00%	B	5 Yrs Rolling 5%	\$1K	None	No	None	Y**	Y-\$1K	Y**	No	Y**
Country Investors Life/ SP 5	A+r	N	3.95%		2.50%	C/ 5 Yrs	5 Yrs/ 7-7-6-5-4-0	\$10K	90	No	None	Y*	No	Y**	No	Y**
Farm Bureau of Mich/1 Yr-Guarantee	A	N	3.95%		3.00%	C/ 1 Yr	9+ Yrs/ 8-7-6-5-4-3-3-3-3(See Carrier)	\$5K	90**	No	85**	Y**	No	Y	No	Y**
Thrivent Fin'l for Lutherans/MYG 5	A ++	N	3.95%	1.00%	2.50%	C/ 5 Yrs	5 Yrs/ 7-7-7-6-5-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
American National/PaladiumMYG 9yr	A +	N	3.90%	2.00%	2.00%	C/ 9 Yrs	9 Yrs/ 7-7-7-6-5-4-3-2-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
ING USA Life & An'ty/ MultiSet+/10Yr	A+g	N	3.90%	1.00%	1.50%	C/ 10 Yrs	10Yrs + MVA/ 7-7-7-6-5-4-3-2-1-0 (0-30 day window)	\$50K	85	No	None	Y**	No	Y**	Y**	Y**
Integrity Life/ Momentum Advtge 4Yr	A ++	Y	3.90%	0.75%	2.00%	C/ 4 Yrs	4 Yrs/ 8-8-7-7-0+MVA	\$20K	Q70.5/N86	No	None	Y**	No	Y**	Y**	Y**
Lincoln Benefit/ Tactician+8 Yr MYG	A+r	N	3.90%	2.50%	3.00%	C/ 8 Yrs	8 Yrs/ 8-8-8-7-6-5-4-3-0	\$5K	90	No	99	Y**	Y-\$1K+	Y-O	Y**	No

SPIA (Single Premium Immediate Annuity) Study Sorted by: Rate Factor **Top 40**
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What is its Purpose and Value of an Immediate Annuity? SPIAs pay a guaranteed income amount on a regular basis. See our Annuity Overview SPiA notes for details about how to purchase an SPiA.

SPiA Factors Male and Female, Age 65 Life and 10 Years Certain					
Average= 6.40			Average= 6.08		
Rank	Company/Program	Male Factor	Rank	Company/Program	Female Factor
1	American National Ins Co	6.82	1	American National Ins Co	6.42
2	Fidelity & Guaranty Life	6.79	2	Farm Bureau Life of Michigan	6.34
3	Integrity Life Insurance	6.61	3	First Colony Life Ins. Co.	6.34
4	MetLife Investors	6.61	4	Principal Life	6.30
5	National Integrity Life	6.61	5	Jefferson Pilot Life Ins Co	6.26
6	EMC National Life Co	6.60	6	GenWorth (GE) Financial	6.24
7	GenWorth (GE) Financial	6.59	7	Fidelity & Guaranty Life	6.23
8	First Colony Life Ins. Co.	6.58	8	MetLife Investors	6.22
9	Kansas City Life Ins Co	6.56	9	National Integrity Life	6.22
10	Presidential Life Ins Co	6.54	10	EMC National Life Co	6.19
11	Minnesota Life Ins Co	6.51	11	Minnesota Life Ins Co	6.18
12	Old Mutual Life	6.51	12	Woodmen of the World Life	6.18
13	Physicians Life Ins Co	6.48	13	Lincoln Benefit Life Company	6.17
14	Thrivent Fincl for Lutherans	6.45	14	ING USA Life & Annuity Ins Co	6.15
15	Aviva Life	6.44	15	Kansas City Life Ins Co	6.15
16	Principal Life	6.44	16	Physicians Life Ins Co	6.14
17	Woodmen of the World Life	6.44	17	Aviva Life	6.13
18	AIG American General Life Ins Co	6.43	18	John Hancock Life	6.12
19	Lincoln Benefit Life Company	6.42	19	Sun Life Assurance	6.12
20	Sun Life Assurance	6.42	20	Presidential Life Ins Co	6.10
21	John Hancock Life	6.41	21	National Life Ins of Vermont	6.07
22	AXA/Equitable Life Assurance Co	6.38	22	Integrity Life Insurance	6.06
23	Life Ins Co of the Southwest	6.38	23	Life Ins Co of the Southwest	6.06
24	Golden Rule Insurance Co	6.37	24	Old Mutual Life	6.05
25	ING USA Life & Annuity Ins Co	6.37	25	Thrivent Fincl for Lutherans	6.05
26	Jefferson Pilot Life Ins Co	6.37	26	AIG American General Life Ins Co	6.03
27	AMEX Life	6.36	27	Jackson National Life Ins Co	6.00
28	Catholic Knights Insurance	6.36	28	AXA/Equitable Life Assurance Co	5.96
29	Great American Life Ins Co	6.36	29	AMEX Life	5.95
30	Keyport Life (Sun-Canada) Ins Co	6.32	30	Golden Rule Insurance Co	5.95
31	Hartford Life Ins Co	6.29	31	IDS Life Insurance Co	5.95
32	IDS Life Insurance Co	6.28	32	Catholic Knights Insurance	5.94
33	Transamerica Life & Annuity	6.27	33	Great American Life Ins Co	5.94
34	Life Investors (Aegon)	6.23	34	Hartford Life Ins Co	5.92
35	Security Benefit Life Ins Co	6.22	35	Keyport Life (Sun-Canada) Ins Co	5.92
36	Farm Bureau Life Ins Co	6.18	36	Transamerica Life & Annuity	5.89
37	Allianz Life Ins Co of N.A.	6.13	37	Teachers Ins & Anty of America	5.82
38	National Life Ins of Vermont	6.04	38	Farm Bureau Life Ins Co	5.80
39	Security Mutual Life of NY	5.88	39	Life Investors (Aegon)	5.80
40	Teachers Ins & Anty of America	5.82	40	Allianz Life Ins Co of N.A.	5.75

SPiA Factors Male and Female, Age 75 Life and 10 Years Certain					
Average= 7.86			Average= 7.45		
Rank	Company/Program	Male Factor	Rank	Company/Program	Female Factor
1	Fidelity & Guaranty Life	8.15	1	Aviva Life	7.80
2	American National Ins Co	8.13	2	American National Ins Co	7.74
3	EMC National Life Co	8.09	3	EMC National Life Co	7.70
4	Aviva Life	8.06	4	Principal Life	7.68
5	First Colony Life Ins. Co.	8.06	5	Fidelity & Guaranty Life	7.65
6	GenWorth (GE) Financial	8.06	6	First Colony Life Ins. Co.	7.63
7	MetLife Investors	8.05	7	GenWorth (GE) Financial	7.63
8	Principal Life	8.05	8	Woodmen of the World Life	7.63
9	Kansas City Life Ins Co	8.00	9	Kansas City Life Ins Co	7.58
10	Woodmen of the World Life	8.00	10	Lincoln Benefit Life Company	7.56
11	Physicians Life Ins Co	7.98	11	Physicians Life Ins Co	7.56
12	Old Mutual Life	7.96	12	Presidential Life Ins Co	7.55
13	Lincoln Benefit Life Company	7.94	13	Integrity Life Insurance	7.53
14	Presidential Life Ins Co	7.92	14	MetLife Investors	7.53
15	Catholic Knights Insurance	7.91	15	National Integrity Life	7.53
16	Thrivent Fincl for Lutherans	7.91	16	Old Mutual Life	7.53
17	Integrity Life Insurance	7.90	17	Thrivent Fincl for Lutherans	7.52
18	National Integrity Life	7.90	18	Transamerica Life & Annuity	7.51
19	Transamerica Life & Annuity	7.88	19	Catholic Knights Insurance	7.50
20	Minnesota Life Ins Co	7.86	20	Jackson National Life Ins Co	7.49
21	ING USA Life & Annuity Ins Co	7.85	21	Great American Life Ins Co	7.47
22	AIG American General Life Ins Co	7.83	22	AXA/Equitable Life Assurance Co	7.46
23	AMEX Life	7.83	23	ING USA Life & Annuity Ins Co	7.46
24	Great American Life Ins Co	7.83	24	Life Investors (Aegon)	7.44
25	IDS Life Insurance Co	7.83	25	AIG American General Life Ins Co	7.42
26	Golden Rule Insurance Co	7.81	26	Golden Rule Insurance Co	7.42
27	Life Ins Co of the Southwest	7.81	27	AMEX Life	7.41
28	Life Investors (Aegon)	7.81	28	IDS Life Insurance Co	7.41
29	AXA/Equitable Life Assurance Co	7.80	29	Hartford Life Ins Co	7.34
30	Sun Life Assurance	7.80	30	John Hancock Life	7.34
31	Keyport Life (Sun-Canada) Ins Co	7.79	31	Minnesota Life Ins Co	7.30
32	John Hancock Life	7.77	32	Jefferson Pilot Life Ins Co	7.29
33	Jackson National Life Ins Co	7.76	33	Sun Life Assurance	7.28
34	Jefferson Pilot Life Ins Co	7.73	34	Life Ins Co of the Southwest	7.26
35	Hartford Life Ins Co	7.71	35	Keyport Life (Sun-Canada) Ins Co	7.23
36	Security Benefit Life Ins Co	7.71	36	Teachers Ins & Anty of America	7.21
37	Allianz Life Ins Co of N.A.	7.53	37	Allianz Life Ins Co of N.A.	7.18
38	Farm Bureau Life Ins Co	7.52	38	Farm Bureau Life Ins Co	7.10
39	Security Mutual Life of NY	7.47	39	Security Benefit Life Ins Co	7.10
40	National Life Ins of Vermont	7.43	40	National Life Ins of Vermont	7.09

Notes of Explanation on Flexible Premium Deferred Annuity (FPDA) and Single Premium Deferred Annuity (SPDA) Studies

Projected Interest Rates in our studies are based on amounts listed (\$200 per month FPDA/ \$100,000 single deposit to SPDA); carriers in some cases will pay a higher or lower interest rate depending on the size of deposit or account balance.

VR Column: VR=Verification of Rating; i.e., the purpose of this column is to indicate whether the AM Best's Rating **is/is not** supported by another financial rating agency (Standard & Poors; Moodys; Fitch (formerly Duff & Phelps); or Weiss Research).

The Letter **Y**= “Yes” rating verified at same or higher level. **N**= “No”, the AM Best rating not verified at same level by another rating agency.

Cr Method/Yr(s) Base Int Rate Guar = Crediting Method utilized on a given annuity program/and the number of years that Base Rate is Guaranteed in the annuity contract. Please note, **with the exception of Certificate/CD type annuity programs**, there is normally only a one year guarantee on an annuity's interest rate; therefore, **only Certificate/CD Annuity (C) programs will display the number of years the Base Interest Rate is guaranteed.**

Some programs offer a **1st year only Bonus Rate** which is added to the **Base Rate** (see column titled “**Bonus Rate**”). The **Base Rate** is the true projected rate of interest to be applied in **years 2-20** for the **Flexible Premium Deferred Annuity (FPDA)** and **years 2-10** for the **Single Premium Deferred Annuity (SPDA)** programs. Any first year bonus program should be examined carefully to determine what value (if any) it provides to the consumer, i.e., the Base Rate is far more important in determining a program's ultimate value.

B=Banded or Blended Method crediting i.e., interest credited depending on the time of the deposit—to illustrate rate quoted on new money (new deposits) is not necessarily credited to money already on deposit for more than one year (“old money”).

P=Portfolio method of crediting, i.e., all funds whether new deposits or those previously deposited earn the same interest rate.

C=Certificate or CD Type Annuity, i.e., the **Certificate or CD type annuity is a recently developed special class of fixed annuity**. The “CD” type annuity warrants its special crediting classification as the time period of its **Base Interest Rate is guaranteed for a specified number of years (3-5-6-7 yrs., etc.)**; and by contract the **Base Interest Rate cannot change either up or down during this time frame**. Surrender charge percentage rate will vary from carrier to carrier, but will match in years the guarantee period (3-5-6-7 yrs., etc.). At end of guarantee period annuitant will normally have a 30-day period to either withdraw or rollover funds with no penalty—if no action taken, during the 30-day window, funds will automatically renew for same period of years as previous contract **at a new guaranteed Base Interest Rate** (including restarting same penalty schedule).

Editor's Note: Each crediting method has its own potential advantages or disadvantages; however, the portfolio and certificate/CD types are clearly easier to understand. **The CD annuity also provides, by contract, a known Base Interest Rate for a specified number of years.**

Surrender Charge Schedule Modifier Definitions:

MVA: MVA=Market Value Adjustment can impact surrender charges by either increasing or decreasing them depending on movement of interest rates after annuity purchase date. (MVA charges not normally applicable if funds held to end of surrender charge period.)

Rolling (R): Rolling or R= A Rolling Surrender charge on annuity deposits means **each deposit** has a surrender charge schedule applied to it...as opposed to the normal procedure of establishing the penalty schedule **on the start date of the annuity contract** and all surrender charges ceasing in “X” amount of years regardless of the date of subsequent deposits.

RP: RP=Return of Premium; i.e., in lieu of actual surrender charge your funds are returned to you without interest.

Notes of Explanation on Additional Annuity Contract Provisions

FPDA Notes of Explanation

** See SPDA important note, regarding use of these symbols.

Minimum Premium per \$K = Minimum Premium per Thousand Dollars carrier will accept to issue the contract on a Non-Qualified annuity: Unlike SPDA carriers will deviate from this amount for **Qualified Funds (IRA, 401K, 403 (b), etc.)**. If >>> appear in this column it means the next column governs the minimum premium regardless of the source funds.

Min' \$ Amount EFT or Payroll Deduction = Minimum Dollar amount carrier will accept via Electronic Funds Transfer or Payroll Deduction. The amount mentioned in most instances is less than the Minimum Premium per \$K and is so listed. If the amount is followed by letter "Q" it signifies only Qualified funds accepted in this lower amount. When <<< appears in the column the EFT/Payroll deduction amount is identical to the amount given in the "Minimum Premium per \$K" column.

Bail Out Prov'n = Bail Out Provision: See SPDA notes on Bail Out Provision (explanation identical).

Max' Antz'n Age = Maximum Annuitization Age: See SPDA notes on this subject (identical explanation). Note: please remember many FPDA contracts are on Qualified money (IRA, 401K, 403 (b), etc.) and these programs have Required Minimum Distribution (RMD) provisions which must begin at attainment of age 70.5.

Free Out Avail' = Free Out of a portion of Funds Available while Surrender Charge Schedule is in effect: Again, see SPDA notes for identical explanation of this annuity contract provision.

Charges Waived at Death /Nursing Home Waiver / Annuitization Waiver: Consult SPDA explanations of these features as they are all identical for FPDA annuity programs.

SPECIAL NOTE APPLICABLE TO BOTH FPDA AND SPDA PROGRAMS: A symbol of "+" in any column indicates data not available from carrier at time of study's

SPDA Notes of Explanation

**** Important Note: The use of ** in any column indicates carrier utilizes multiple criteria relative to this item and thus carrier must be contacted for specifics.**

Min' Prem' \$K = Minimum Premium Dollars (per thousand): i.e., \$5K means \$5,000 is the minimum amount carrier will accept to issue the annuity contract. Note if two amounts are listed (\$2-10K) it indicates the carrier will either: accept a lower amount for a qualified plan such as an IRA (regular or Roth); or carrier will credit a higher interest rate if premium amount equals or exceeds the higher listed amount.

Max' Issue Age = Maximum Attained Age the carrier will accept for issue of annuity contract. Please note the variances in age for specific categories. The modifiers are as follows: "A" = annuitant; "O" = Owner; "Q" = Qualified Annuity i.e., IRA, 401K, 403(b), etc.; "N" = Non-Qualified (funds from CD's sale of home or other property, etc.). If an age is listed with no modifier it indicates all contracts use this age without exception.

Bail Out Prov'n = Bail Out Provision. A few annuity contracts permit the annuity purchaser to withdraw their funds from the annuity without penalty("Bail Out"), should the interest rate, at time of purchase, drop by a contractually specified amount before Surrender Charge Schedule has run its course. It should be noted, as a general rule annuity programs with a Bail Out Provision offer a lower starting interest rate...one could conclude there are very few annuity contracts with Bail Out Provisions because the lower interest rate lacks market appeal.

Max'Antz'n Age = Maximum Annuitization Age is the latest attained age the owner or annuitant can annuitize the amount accumulated in the contract i.e., receive a guaranteed payout from the carrier for life or a specified period of time. Failure to annuitize before the maximum age specified in the contract could result in the annuity holder's income stream ceasing before death. The modifiers are identical to those found under **Maximum Issue Age**. Again, if no modifier to age listed, all forms of contracts use this age for that carrier.

Free Out Avail': Free Out Available while surrender charge schedule is in effect. To illustrate, Company "A" has a surrender

charge schedule that lasts 8 years. The annuitant/owner, in spite of the 8 year penalty period, may withdraw a specified amount each year without incurring a penalty. **The most frequent Free Out provision is 10% of account value each year after contract is in effect for one year.** A "Y**" in this column means 10% Free Out each year. A "Y***" mean there is a Free Out, but it differs from the 10% and annuitant/owner should contact carrier for specifics of its Free Out provision. "No" means contract has no Free Out provision.

Accepts Added Premium: A "Y" in this column means "Yes" carrier will accept additional premium into the account after contact is issued. As this is by definition a **Single Premium Deferred Annuity** most carriers do not accept additional funds hence the preponderance of "No's". A "Y" means no restriction on adding funds and "Y's" with modifiers are self explanatory.

Charges Waived at Death: Surrender charges in early years of contract are waived upon death of Owner "O" or Annuitant "A" as specified in contract. "No" of course means carrier does not waive surrender charges in event of death prior to annuity's surrender charges expiring. A "Y-O" = yes if owner dies; a "Y-A" = yes if annuitant dies; a "Y-A/O" refers to yes upon death of either annuitant or owner; and finally a "Y***" means carrier permits some form of withdrawal but carrier must be contacted for specifics.

Nursing Home Waiver: Again surrender charges can be waived if nursing home care is required prior to surrender charge schedule expiring. Because of the many variations on the waiver we indicated either "No" waiver or "Y***" which indicates "Yes", but carrier must be contacted to verify extent of its waiver.

Annuitization Wavier: Refers to whether annuity carrier will waive surrender charges prior to their expiration if contract is annuitized for payout by owner/annuitant. A majority of carriers will agree to this scenario; however, as there are many variations of acceptability, all carriers who waive surrender charges are listed as "Y***" i.e., "Yes" there is waiver, however, carrier must be contacted for their waiver specifications. "No" indicates carrier will not waive penalties.