

Comparative Annuity Reports

YOUR GUIDE TO COMPARING DATA ON...Single and Flexible Premium Deferred Annuity and Single Premium Immediate Annuity programs.

July 2004 Tele: (800) 872-6684 Fax (732) 521-5113 www.comparativeannuityreports.com Volume 25 Issue 7

EDITOR'S COMMENTS... **Added Comparison Data:** Effective this month we will report **Synopsis Data for 1 Year Ago**. **Numbers Summary:** The average base interest rates on both FPDA and SPDA programs moved slightly higher compared to June 2004 rates. Ironically, FPDA rates trailed July 2003; while SPDA rates outpaced those of July 2003. **Again**, caution must be used regarding our published FPDA and SPDA guaranteed rates; as they will vary from state to state. **SPIA Factors:** July averages rose modestly again this month, while also surpassing July 2003 payout factors. **Multi Year Guarantee (Certificate/CD) Annuity Rates Update:** The highest **Guaranteed Base Interest Rates for SPDA Multi Year Guarantee/"CD" programs** this month are: 3.75% for a 3 year guarantee period (**ygp**); 3.90% for a 4 **ygp**; 4.50% for a 5 **ygp**; 4.30% for a 6 **ygp**; 4.50% for a 7 **ygp**; 4.80% for an 8 **ygp**; 5.00% for a 9 **ygp**; and 5.20% for a 10 **ygp**. **Note:** Certificate (CD) Annuity Programs will be of far greater value than bank CDs for individuals who do not anticipate an immediate need for the taxable interest income generated by bank CDs; i.e., a Certificate Annuity provides highly competitive interest rates and, more importantly, tax deferral on earned interest until income is needed.

ANNUITY OVERVIEW AND TREND REPORTS

*FLEXIBLE PREMIUM DEFERRED ANNUITY (FPDA) SYNOPSIS				*SINGLE PREMIUM DEFERRED ANNUITY (SPDA) SYNOPSIS				*SINGLE PREMIUM IMMEDIATE ANNUITY (SPIA) SYNOPSIS			
	Current Month	3 Months Ago	1 Year Ago		Current Month	3 Months Ago	1 Year Ago		Current Month	3 Months Ago	1 Year Ago
>Base Interest Rate (Average of Top 100)	3.49%	3.23%	3.56%	>Base Interest Rate (Average of Top 100)	4.03%	3.52%	3.46%	SPIA Factor Averages listed below are derived from top 40 companies surveyed by our study.			
>Highest Annual Base Interest Rate	4.80%	4.90%	5.40%	>Highest Annual Base Interest Rate	5.20%	4.75%	5.00%	Average Annuity Payout Factor, Male Age 70	**7.09	**6.86	**6.80
>High Account Value (in 20 years at \$200 a month/ 12 x per year at current interest rate)	\$83,592	\$80,592	\$85,208	>High Account Value (a \$100,000 deposit in 10 years based on current interest rate)	\$166,020	\$159,050	\$162,880	Average Annuity Payout Factor, Female Age 70	**6.65	**6.42	**6.32
>High Cash (Surrender) Value (in 20 years at \$200 a month/ 12 x per year at current rate)	\$83,592	\$80,592	\$85,208	>High Cash (Surrender) Value (\$100,000 deposit in 10 years based on current interest rate)	\$166,020	\$159,050	\$162,880	Average Annuity Payout Factor, Male Age 75	**7.83	**7.62	**7.55
								Average Annuity Payout Factor Female Age 75	**7.49	**7.23	**7.14

>**NOTE:** Excludes FPDA/ SPDA 2-Tier programs and other programs which do not permit total withdrawal/ rollover of Account Value at retirement.

**** SPIA Factor Note:** SPIA payout factors listed are for the Life & 10 Year Certain Option. To illustrate the value of shopping SPIA factors, the highest female age 70 SPIA factor this month is 6.97. In contrast, the number 40 company's rate is 6.37. By way of explanation, the 6.97 factor (based on \$100,000 of savings) would generate \$697 per month of income for the life of the annuitant, or for up to 10 years from date of issue for the annuitant's beneficiary(ies). Conversely, a factor of 6.37 would produce only \$637 per month using the same \$100,000 amount. The \$60 per month difference (\$697-\$637) would impact a 70 year old female's income by \$12,240 over her normal life expectancy (and of course this lost income potential will increase more dramatically if she outlives her life expectancy). It should be noted that SPIA factors, while generally not quite as high as FPDA and SPDA settlement option rates, are good indicators to use in assessing the viability of a company's FPDA and SPDA settlement option factors. It would be "consumer wise," before accepting any company's FPDA/SPDA payout factors, to shop the SPIA market for a better factor and if found, rolling funds over for increased monthly income using the same amount of dollars.

***Denotes Comparative Annuity Report Synopsis Data on FPDA, SPDA, and SPIA as quoted monthly in Kiplinger's Retirement Report**

* Golden Rule/ Flex Vantage	A	N	3.00%	1.00%	3.00%	B	\$65,602	\$65,602	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/ 3Yr	A g	N	3.00%	1.00%	3.00%	C/3Yrs	\$65,602	\$65,602	7 Yrs / 7-6-5(0-30 day + MVA)	\$2K	\$50 Mo	85	No	95**	Y**	Y-A**	No	No
* Shenandoah Life/ FPDA-2 Bonus	A-	N	3.00%	1.00%	3.00%	B	\$65,602	\$65,602	12 Yrs/ 12-11-10-9-8-7-6-5-4-3-2-1-0	**	**	**	**	**	**	**	**	**
* Golden Rule Premier Advantage	A	N	3.00%	0.50%	3.00%	B	\$65,569	\$65,569	7 Yrs/ 7-6-5-4-3-2-2-0	\$2K	<<<	A60/O100	No	85	Y*	Y-A	Y**	Y**
AIG Annuity Life Ins Co / TSA+III	A ++g	Y	3.00%		3.00%	B	\$65,536	\$65,536	7 Yrs/ 8-7-6-5-4-3-2-0	>>>	<<<	80	No	90	Y*	Y-A	No	Y**
AIG Annuity Life Ins Co AIC/FPDA + III	A+g	Y	3.00%		3.00%	B	\$65,536	\$65,536	7 Yrs/ 8-7-6-5-4-3-2-0	>>>	\$50 Mo	85	No	85**	Y*	Y-O	No	Y**
American Fidelity/ B-TA	A+	Y	3.00%		3.00%	P	\$65,536	\$65,536	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	\$65,536	\$65,536	6 Yrs/ 10-9-8-7-6-4-0	\$5K	<<<	Q80/N90	No	None	Y*	Y-A	Y**	Y**
* Conesco Annuity Assur./Hk Marquee	B	N	3.00%	3.00%	3.00%	B	\$65,536	\$65,536	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	N	3.00%		3.00%	B	\$65,536	\$65,536	5 Yrs/ 8-8-6-4-2-0	\$.05K	\$25 Mo	85	No	85	Y*	Y	No	Y**
ING USA Life & Annuity/ Retirement+	A+g	N	3.00%		3.00%	B	\$65,536	\$65,536	9 Yrs/ 9-9-8-7-6-5-4-3-2-0	\$.5K	<<< IRA	70	No	None	Y*	Y-O**	No	Y**
John Hancock Life/ Allegiance Prfd.	A ++g	N	3.00%		3.00%	B	\$65,536	\$65,536	7 Yrs/8-7-6-5-4-3-2-0	\$10K	<<<	84	No	90	Y*	Y-O	No	Y**
Knights of Columbus/ FPDA	A ++	Y	3.00%		3.00%	P	\$65,536	\$65,536	7 Yrs/ 5-5-4-4-3-2-0	\$.3K	<<<	83	No	None	Y**	Y**	No	Y**
Minnesota Life/ Flex Annuity	A ++	N	3.00%		3.00%	B	\$65,536	\$65,536	10 Yrs/ 9-8-7-6-5-4-3-2-1-1-0	>>>	\$25 Mo	75	No	85	Y*	Y-O**	No	Y**
Mutual of America Life Ins Co/TSA	A+	N	3.00%		3.00%	P	\$65,536	\$65,536	None	\$.2K	\$10 Mo	None	Y	None	Y	Y	Y	Y
Shenandoah Life/ FPDA-2	A-	N	3.00%		3.00%	B	\$65,536	\$65,536	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	**	**	**	**	**	**	**	**	**
Catholic Knights Advantage	A-	N	3.00%		3.00%	P	\$65,532	\$65,532	2 Yrs/6-3	>>>	\$50 Mo	90	No	None	No	Y-A/O	N	Y**
Great American Life/ TSA III	A g	N	3.00%		3.00%	B	\$65,522	\$65,522	5 Yrs/ 5-4-3-2-1-0	>>>	\$50 Mo	65	No	**	Y**	Y**	Y**	No
Metropolitan Life/Growth+ Account	A+g	N	3.00%		3.00%	B	\$65,536	\$65,339	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	3.00%		3.00%	B	\$65,536	\$65,339	7 Yrs Rolling/ 7-6-5-4-3-2-1-0	None	<<<	99	No	None	Y**	Y**	No	Y**
Security Benefit Life/ Variflex	A+g	N	3.00%		3.00%	B	\$65,116	\$65,116	8 Yrs/ 8-7-6-5-4-3-2-1-0	\$.5K	\$25 Mo	80**	No	80**	Y*	Y**	Y**	Y**
Great American Life/ TSA VIII Bonus	A g	N	3.00%		3.00%	B	\$67,980	\$65,052	15 Yrs/ Starts at 14-22% (age based)	>>>	\$50 Mo	70	No	**	Y**	Y**	Y**	Y**
* AMEX/ Retirement Advisor/Advt Val+	A+g	N	3.00%	+	3.00%	B	\$64,945	\$64,945	10Yrs/8-8-7-7-6-5-4-3-2-1-0(+=1% prem. bonus)	\$2K	<<<	90**	No	**	Y**	Y**	Y**	Y**
Peoples Benefit Life/ Adv Edge Sel I	A+	Y	3.00%		1.50%	P	\$65,536	\$64,880	90 days loss of interest	\$10K	\$2K Q	80	No	85	Y**	Y**	Y**	Y**
AMEX/ Retirement Advisor/Advt Qual	A+g	N	3.00%		3.00%	B	\$64,245	\$64,245	7 Yrs/ 7-7-6-5-4-3-2-0	\$2K	\$1K Q	Q69/n90	No	**	Y*	Y**	Y**	Y**
F&G Life/Loyalty Reward E	Aq	N	3.00%		3.00%	B	\$65,536	\$63,570	12 Yrs/15-15-15-15-14-to0 Yr 12	<<<	\$5K	85	No	90	Y**	Y-A	Y**	Y**
* Keyport Life(Sun - Canada) Value 6	A+	Y	2.90%	1.00%	1.50%	C/ 6Yr	\$65,168	\$65,168	6 Yrs/ 7-6-5-4-3-2-0+MVA	\$5K	\$100+	A85/O100	No	90	Y**	Y-O**	Y**	No
* AIG Annuity Life Ins Co /Bonus Flex 5	A ++g	Y	2.85%	2.00%	2.00%	P	\$64,748	\$64,748	5 Yrs/ 9-8-7-6-5-0	\$5K	<<<	Q70/N80	No	100	Y**	Y**	Y**	Y**
* Keyport Life(Sun - Canada) Value 5	A+	Y	2.75%	1.00%	1.50%	C/ 5Yr	\$64,108	\$64,108	5 Yrs/7-6-5-4-3-0+MVA	\$5K	\$100+	A85/O100	No	90	Y**	Y-O**	Y**	No
* National Western Life/ Prevail 7	A-	N	2.70%	7.00%	2.00%	B	\$64,139	\$64,139	10 Yrs/10-10-9-9-8-7-6-555-0	\$5K	<<<	1	No	**	Y*	Y**	**	No
* National Western Life/ Accumulator 5	A-	N	2.70%	5.00%	2.00%	B	\$64,011	\$64,011	10 Yrs/10-10-9-9-7-5-5-5-5-0	\$5K	<<<	A90/O85	No	**	Y*	Y**	**	No
* National Western Life/ Protector 1	A-	N	2.70%	1.00%	2.00%	B	\$63,759	\$63,759	10 Yrs/10-10-9-9-7-5-5-5-5-0	\$5K	<<<	A90/O85	No	**	Y*	Y**	**	No

Notes: 1. N/A = Program is not available to new purchasers. 2. Due to the numerous and ongoing refilings of Guaranteed Interest Rates, Comparative Annuity Reports cannot guarantee the accuracy of listed rates.

* Thrivent Fin'l for Lutherans/MYG 6	A ++g	N	3.90%	1.00%	2.50%	C/ 6 Yrs	\$148,066	\$148,066	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	4.20%	1.00%	2.50%	C/ 7 Yrs	\$152,398	\$152,398	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	4.35%	1.00%	2.50%	C/ 8 Yrs	\$154,610	\$154,610	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	4.45%	1.00%	2.50%	C/ 9 Yrs	\$156,100	\$156,100	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	4.60%	1.00%	2.50%	C/ 10 Yrs	\$158,340	\$158,340	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	4.15%		2.50%	B	\$150,170	\$150,170	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	4.15%	1.00%	2.50%	B	\$150,170	\$150,170	9 Yrs/ 7-7-7-6-5-4-3-2-1	\$5K	99	No	99	Y*	No	Y**	Y**	Y**
Transamerica Life&Anty/ Mach 6	A+	Y	N/A		3.00%	B	N/A	N/A	6 Yrs/ 6-6-6-6-6-6-0	\$5K	Q70/N75	No	98	Y**	Y-1st Yr	Y-A/O	No	Y**
Transamerica Life&Anty/SecValue 5	A+	Y	N/A		3.00%	C/ 5 Yrs	N/A	N/A	5 Yrs/ 9-8-7-6-5-0+MVA	\$15K	85	No	98	Y**	No	Y-O	No	Y**
Transamerica Life&Anty/SecValue 6	A+	Y	N/A		3.00%	C/ 6 Yrs	N/A	N/A	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+	Y	N/A		3.00%	C/ 8 Yrs	N/A	N/A	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+	Y	4.25%		3.00%	C/ 10 Yrs	\$151,620	\$151,620	10 Yrs/ 9-8-7-6-5-4-3-2-1-0+MVA	\$15K	85	No	85	Y**	No	Y-Q	No	Y**
Travelers Insurance Co./ T-Flex-NQ	A ++g	N	N/A		3.50%	B	N/A	N/A	5 Yrs/ 7-7-7-7-7-0	\$1K	100	No	85	Y**	Y	Y-O**	No	Y**
Travelers Insurance Co./ T-Flex-TSA	A ++g	N	N/A		3.50%	B	N/A	N/A	5 Yrs/ 7-7-7-7-7-0	\$1K	100	No	85	Y**	Y	Y-O**	No	Y**
Union Central Life/ SPDA2000-1Yr	A	N	5.00%		2.00%	B	\$162,880	\$162,880	6 Yrs/ 7-6-5-4-3-2-0	\$5K	85	No	A85**	Y*	No	Y-A**	Y**	Y**
Union Central Life/ SPDA2000-6Yr	A	N	3.65%		2.00%	C/ 6 Yrs	\$143,110	\$143,110	6 Yrs/ 7-6-5-4-3-2-0	\$5K	85	No	A85**	Y*	No	Y-A**	Y**	Y**
* United Heritage Mutual/ Eagle-8	A-	N	3.50%	1.00%	1.50%	P	\$142,461	\$142,461	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	\$141,050	\$141,050	5 Yrs/ 7-7-6-5-4-0	\$5K	85	No	None	Y*	No	Y-A	Y**	Y**
United Investors Life/ Century I+	A+	N	3.50%		3.50%	P	\$141,050	\$141,050	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	3.00%	1.00%	2.00%	P	\$135,734	\$135,734	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	N/A		2.00%	P	N/A	N/A	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	N/A		2.00%	C/ 2 Yrs	N/A	N/A	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	3.01%		2.00%	C/ 5 Yrs	\$134,521	\$134,521	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	4.15%		2.00%	C/ 10 Yrs	\$150,170	\$150,170	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	5.60%	+	2.00%	P	\$174,160	N/S	N/S= None Surrenderable (+1% Prem Bonus)	\$5K	85	No	100	No	Y**	No	No	Y**
* USAA Life Ins. Co./ SPA II	A ++g	Y	4.25%	+	2.00%	P	\$153,130	\$148,427	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+g	Y	4.00%		3.00%	B	\$148,020	\$146,540	5 Yrs Rolling 5%	\$1K	None	No	None	Y**	Y-\$1K	Y**	No	Y**
VALIC/ V-Plan	A+g	Y	4.50%		4.50%	B	\$155,290	\$153,737	5 Yrs Rolling 5%	\$1K	None	No	None	Y**	Y-\$1K	Y**	No	Y**
* Western United/DiscoverMaxVoygr.	B-	N	4.00%	3.00%	3.00%	B	\$152,461	\$152,461	6 Yrs/ 8-8-7-6-5-4-0 (Bailout@3%)	\$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	\$141,050	\$141,050	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	A+	N	3.75%		3.00%	P	\$144,486	\$144,486	9 Yrs/ 7-7-7-6-5-4-3-2-1-0	\$5K	85	No	None	Y**	No	Y**	Y**	No

Notes: 1. N/A = Program is not available to new purchasers. 2. Due to the numerous and ongoing refilings of Guaranteed Interest Rates, Comparative Annuity Reports cannot guarantee the accuracy of listed rates.

COMPARATIVE ANNUITY REPORT ... July 2004

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

Additional Annuity Contract Provisions

Table with columns: Insurance Company / Plan Name, AM Best's Rating, Interest Rates (Base Rate, Yr. 1 Bonus, Guar. Rate), Cr/Method/Rate, Account Value in 10 Years, Cash Value in 10 Years, 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.

Country Investors Life/ SP 7	A+g	N	3.85%		1.50%	C/ 7 Yrs	\$145,900	\$145,900	7 Yrs/ 7-7-6-5-4-3-2-0	\$10K	90	No	None	Y*	No	Y**	No	Y**
Presidential Life Ins. Co./ Secure 4	B+	N	3.85%		3.00%	C/ 4 Yrs	\$145,900	\$145,900	4 Yrs/ 7-6-6-5-0	\$1.5K	80	No	+	Y**	No	Y-A	No	Y**
* Beneficial Life/ Advantage 11B+(A)	A	N	3.80%	3.00%	3.00%	B	\$149,556	\$149,556	11 Yrs/ 9-9-8-7-6-5-4-3-1.8-1.8-9-0	\$5K	90**	No	**	Y*	Y**	Y	Y**	Y**
* EMC National Life Co/ Bonus 3	B++	N	3.80%	3.00%	3.00%	B	\$149,308	\$149,308	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$10K	Q89/N99	No	None	Y**	No	Y-A	Y**	Y**
* American National/PaladiumMYG10Yr	A+	N	3.80%	1.00%	3.00%	C/ 10 Yrs	\$146,650	\$146,650	10 Yrs/ 7-7-7-6-5-4-3-2-1-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
* Fort Dearborn Life/WealthFortifier5Yr	A	N	3.80%	1.00%	3.00%	C/ 5 Yrs	\$146,650	\$146,650	5 Yrs/8-8-7-6-5-0 (30 day period)	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
* American National/PaladiumMYG 9yr	A+	N	3.75%	2.00%	3.00%	C/ 9 Yrs	\$147,390	\$147,390	9 Yrs/ 7-7-7-6-5-4-3-2-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
* Physicians Life/ Custom Direct 4	A g	Y	3.75%	2.00%	3.00%	C/ 4 Yrs	\$147,390	\$147,390	4 Yrs/ 9-9-8-7-0 (30 day period)	\$2K	75	No	100	Y*	No	Y-O	Y**	Y**
* Physicians Life/ Custom Direct 5	A g	Y	3.75%	2.00%	3.00%	C/ 5 Yrs	\$147,390	\$147,390	5 Yrs/ 9-9-8-7-6-0(30 day period)	\$5K	75	No	100	Y**	No	Y-O	Y**	Y**
* American United/ Accum Annuity II	A	N	3.75%	1.00%	2.00%	B	\$145,950	\$145,950	7 Yrs/ 8-8-7-6-5-4-2-0	\$5K	Q69/N89	No	None	Y**	No	Y-O	No	Y**
* F & G Life/ Fidelity Platinum+ 7 Yr	A g	N	3.75%	1.00%	3.00%	C/ 7 Yrs	\$145,950	\$145,950	7 Yrs/ 9-8-7-6-5-4-3-0(30 day window)	\$10K	85	No	90	Y**	No	Y-O	Y**	Y**
* Hartford Life/ Saver+ 6 Years	A+g	N	3.75%	1.00%	3.00%	C/ 6 Yrs	\$145,950	\$145,950	7 Yrs + MVA/ 7-6-5-4-3-2-1-0	\$5K	85	No	90	Y**	No	Y-A	Y**	Y**
EMC National Life Co/ SP 3Yr Guar	B++	N	3.75%		3.00%	C/ 3 Yrs	\$144,500	\$144,500	3 Yrs/ 4-4-4-0	\$5K	Q89/N99	No	None	Y**	No	Y-A	Y**	Y**
ING USA Life & An'ty/ Max Guar- 5Yr	A+g	N	3.75%		1.50%	C/ 5 Yrs	\$144,500	\$144,500	5 Yrs/ 9-8-7-6-5-0+MVA	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
Knights of Columbus/ FPA	A ++	Y	3.75%		3.50%	P	\$144,500	\$144,500	7 Yrs/ 5-5-4-4-3-3-2-0	\$.3K	83	No	None	Y**	Y**	Y**	No	Y**
Woodmen of the World Life/Basic	A+	N	3.75%		3.00%	P	\$144,486	\$144,486	9 Yrs/ 7-7-7-6-5-4-3-2-1-0	\$5K	85	No	None	Y**	No	Y**	Y**	No
* Thrivent Fin I for Lutherans/MYG 5	A ++g	N	3.70%	1.00%	2.50%	C/ 5 Yrs	\$145,240	\$145,240	5 Yrs/ 7-7-7-6-5-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
AIG Annuity Life Ins Co SRA-10Yr	A+g	Y	3.70%		3.00%	C/ 10 Yrs	\$143,800	\$143,800	7 Yrs/ 7-6-5-4-3-2-1-0+MVA Yrs 1-10	\$5K	Q70N85	No	85+	Y**	Y-1st Yr	Y-O	Y**	Y**
Country Investors Life/ SP 5	A+g	N	3.70%		1.50%	C/ 5 Yrs	\$143,800	\$143,800	5 Yrs/ 7-7-6-5-4-0	\$10K	90	No	None	Y*	No	Y**	No	Y**
* Lincoln Benefit/ Tactician+5 Yr MYG	A+r	N	3.65%	2.00%	3.00%	C/ 5 Yrs	\$145,891	\$145,891	5 Yrs/ 8-8-8-7-6-0	\$5K	90	No	99	Y**	Y-\$1K+	Y-O	Y**	No
* MONY Life Ins Co/ Fixed Annuity 8Yr	A g	N	3.65%	1.00%	3.00%	C/ 8Yrs	\$144,541	\$144,541	7 Yrs 7-6-5-4-3-2-1+MVA	\$2K	85	No	95**	Y**	Y-\$2K+	Y-A**	No	No
Midland National Life/ Guar +5Yr	A+	N	3.65%		3.00%	C/ 5 Yrs	\$143,110	\$143,110	5 Yrs/+MVA 10-10-10-10-0	\$.1K	90	No	None	Y**	Y	Y-A/O**	Y**	Y**
Union Central Life/ SPDA2000-6Yr	A	N	3.65%		2.00%	C/ 6 Yrs	\$143,110	\$143,110	6 Yrs/ 7-6-5-4-3-2-0	\$5K	85	No	A85**	Y*	No	Y-A**	Y**	Y**
* Ohio National/ Foundation + 1 Yr.	A+g	N	3.60%	1.50%	2.00%	B	\$144,556	\$144,556	6 Yrs/ 6-5-5-4-3-2-0	\$5K	80	Y**	**	Y**	No	Y-A	No	Y**
* F & G Life/ Fidelity Platinum+ 5 Yr	A g	N	3.60%	1.00%	3.00%	C/ 5 Yrs	\$143,844	\$143,844	5 Yrs/ 9-8-7-6-5-0(30 day window)	\$10K	85	No	90	Y**	No	Y-A	Y**	Y**
* F & G Life/ Fidelity Platinum+10 Yr	A g	N	3.60%	1.00%	3.00%	C/ 10 Yrs	\$143,844	\$143,844	10 Yrs/ 9-8-7-6-5-4-2-1-0+MVA	\$10K	85	No	90	Y**	No	Y-O	Y**	Y**
* American National/PaladiumMYG 5yr	A+	N	3.55%	1.00%	3.00%	C/ 5 Yrs	\$143,157	\$143,157	5 Yrs/ 8-8-8-7-6-0+MVA	\$5K	85A	No	96	Y**	No	Y-O**	Y**	No
* Life of the Southwest/Milenium +	A g	N	3.50%	4.00%	1.50%	B	\$146,692	\$146,692	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$5K	A70/O100	No	85	Y*	No	Y-A	Y**	Y**
* Reliance Standard/ Apollo - MVA	A-g	N	3.50%	1.50%	3.00%	P	\$143,166	\$143,166	7 Yrs + MVA/ 9-8-7-6-5-4-2-0	\$5K	85	No	A85**	Y*	No	Y-A	Y**	Y**
* Reliance Standard/ Apollo - SP	A-g	N	3.50%	1.50%	3.00%	P	\$143,166	\$143,166	7 Yrs/ 9-8-7-6-5-4-2-0	\$5K	99	No	A85**	Y*	No	Y-A	Y**	Y**
* Aviva Life/ Portfolio Secure	Ag	N	3.50%	1.00%	3.00%	P	\$142,813	\$142,813	7 Yrs/ 6-6-5-4-3-2-1-0	\$10K	85A	No	None	Y**	Y	Y-A	Y**	Y**
* Ameritus Variable/ Advantage MVA	Aq	Y	3.50%	1.00%	3.00%	B	\$142,461	\$142,461	6 Yrs/+MVA 9-8-7-6-5-4-0	\$50K	85	No	95	Y*	Y-.25K	Y-A	No	No
* Equitable Life Assur/GuarGrowth 1Yr	A+g	N	3.50%	+	3.00%	C/ 1 Yr	\$142,461	\$142,461	5 Yrs/ 9-8-7-6-5-0(+ 1.00% 1st Yr add)	\$5K	83	No	90	Y*	No	Y-A	Y**	Y**
* National Life of Vermont/ Heritage	A g	N	3.50%	1.00%	3.00%	B	\$142,461	\$142,461	6 Yrs/ 7-7-6-5-4-3-0	\$5K	85	No	None	Y**	No	No	Y**	Y**

Notes: 1. N/A = Program is not available to new purchasers. 2. Due to the numerous and ongoing refillings of Guaranteed Interest Rates, Comparative Annuity Reports cannot guarantee the accuracy of listed rates.

Comparison of Single Premium Immediate Annuity (SPIA) Programs.

Single Premium Immediate Annuity (SPIA)...What is its Purpose and Value? **SPIAs are designed for people who need a guaranteed income on a regular basis.** See our Annuity Overview and Trend Reports SPIA notes for more details regarding their purchase, and clarification of pertinent evaluation procedures to achieve maximum return (income) on SPIA purchase price.

SPIA Factors Male and Female, Age 70 Life and 10 Years Certain on July 1, 2004

SPIA Factors Male and Female, Age 75 Life and 10 Years Certain on July 1, 2004

Rank	Company/Program	Male Factor	Rank	Company/Program	Female Factor
1	Farm Bureau Life of Michigan	7.40	1	United of Omaha Life Ins Co	6.97
2	United of Omaha Life Ins Co	7.40	2	AXA/Equitable Life Assurance Co	6.95
3	Farm Bureau Life Ins Co	7.37	3	ING USA Life & Annuity Ins Co	6.89
4	Minnesota Life Ins Co	7.33	4	First Colony Life Ins. Co.	6.87
5	Penn Mutual Life	7.33	5	GE Capital Assurance	6.87
6	AXA/Equitable Life Assurance Co	7.32	6	Physicians Life Ins Co	6.82
7	ING USA Life & Annuity Ins Co	7.32	7	Farm Bureau Life of Michigan	6.80
8	First Colony Life Ins. Co.	7.30	8	Horace Mann Life Ins Co	6.80
9	GE Capital Assurance	7.30	9	Integrity Life Insurance	6.76
10	Life Ins Co of the Southwest	7.26	10	National Integrity Life	6.76
11	Fidelity & Guaranty Life	7.25	11	Western United Life Assur	6.76
12	Western United Life Assur	7.21	12	AIG American General Life Ins Co	6.75
13	Integrity Life Insurance	7.14	13	Fidelity & Guaranty Life	6.75
14	National Integrity Life	7.14	14	Minnesota Life Ins Co	6.73
15	Hartford Life Ins Co	7.13	15	Principal Life	6.71
16	Kansas City Life Ins Co	7.13	16	Life Ins Co of the Southwest	6.69
17	Sunset Life Ins Co of Amer'	7.13	17	Lincoln Benefit Life Company	6.69
18	AIG American General Life Ins Co	7.12	18	American National Ins Co	6.67
19	Presidential Life Ins Co	7.12	19	Kansas City Life Ins Co	6.67
20	Physicians Life Ins Co	7.11	20	Sunset Life Ins Co of Amer'	6.67
21	American National Ins Co	7.10	21	Penn Mutual Life	6.66
22	Catholic Knights Insurance	7.09	22	Presidential Life Ins Co	6.66
23	Lincoln Benefit Life Company	7.08	23	Catholic Knights Insurance	6.63
24	MONY Life Ins Co	7.07	24	Jefferson Pilot Life Ins Co	6.63
25	Jefferson Pilot Life Ins Co	7.05	25	MONY Life Ins Co	6.63
26	Principal Life	7.02	26	Hartford Life Ins Co	6.62
27	Sentry Life Insurance Co	7.00	27	Transamerica Life & Annuity	6.62
28	Transamerica Life & Annuity	6.98	28	USAA Life Insurance Company	6.58
29	EMC National Life Co	6.94	29	EMC National Life Co	6.51
30	United Heritage Mutual Life	6.93	30	Sentry Life Insurance Co	6.50
31	Peoples Benefit Life (Aegon)	6.92	31	Peoples Benefit Life (Aegon)	6.49
32	AMEX Life	6.89	32	AMEX Life	6.45
33	USAA Life Insurance Company	6.88	33	Thrivent Fincl for Lutherans	6.44
34	Thrivent Fincl for Lutherans	6.87	34	Farm Bureau Life Ins Co	6.43
35	Jackson National Life Ins Co	6.85	35	Jackson National Life Ins Co	6.43
36	Woodmen of the World Life	6.85	36	Woodmen of the World Life	6.43
37	Golden Rule Insurance Co	6.83	37	National Life Ins of Vermont	6.39
38	Horace Mann Life Ins Co	6.80	38	United Heritage Mutual Life	6.39
39	National Life Ins of Vermont	6.76	39	Golden Rule Insurance Co	6.38
40	Allianz Life Ins Co of N.A.	6.71	40	Teachers Ins & Anty of Amer'	6.37

Rank	Company/Program	Male Factor	Rank	Company/Program	Female Factor
1	Farm Bureau Life of Michigan	8.20	1	Farm Bureau Life Ins Co	7.77
2	Farm Bureau Life Ins Co	8.15	2	Life Ins Co of the Southwest	7.76
3	Minnesota Life Ins Co	8.13	3	Horace Mann Life Ins Co	7.67
4	First Colony Life Ins. Co.	8.05	4	ING USA Life & Annuity Ins Co	7.67
5	GE Capital Assurance	8.05	5	United of Omaha Life Ins Co	7.66
6	ING USA Life & Annuity Ins Co	8.05	6	Western United Life Assur	7.65
7	Western United Life Assur	8.04	7	Farm Bureau Life of Michigan	7.64
8	United of Omaha Life Ins Co	8.03	8	AXA/Equitable Life Assurance Co	7.63
9	Life Ins Co of the Southwest	8.01	9	First Colony Life Ins. Co.	7.60
10	Penn Mutual Life	8.01	10	GE Capital Assurance	7.60
11	Fidelity & Guaranty Life	7.98	11	AIG American General Life Ins Co	7.59
12	AXA/Equitable Life Assurance Co	7.96	12	Fidelity & Guaranty Life	7.53
13	Physicians Life Ins Co	7.96	13	Physicians Life Ins Co	7.53
14	AIG American General Life Ins Co	7.92	14	Integrity Life Insurance	7.52
15	Catholic Knights Insurance	7.91	15	Minnesota Life Ins Co	7.52
16	American National Ins Co	7.89	16	American National Ins Co	7.50
17	Kansas City Life Ins Co	7.89	17	Catholic Knights Insurance	7.50
18	Sunset Life Ins Co of Amer'	7.89	18	National Integrity Life	7.49
19	Presidential Life Ins Co	7.87	19	Kansas City Life Ins Co	7.47
20	Integrity Life Insurance	7.86	20	Sunset Life Ins Co of Amer'	7.47
21	MONY Life Ins Co	7.83	21	MONY Life Ins Co	7.45
22	National Integrity Life	7.83	22	Lincoln Benefit Life Company	7.44
23	Sentry Life Insurance Co	7.83	23	Penn Mutual Life	7.42
24	Lincoln Benefit Life Company	7.79	24	Presidential Life Ins Co	7.42
25	United Heritage Mutual Life	7.79	25	Jefferson Pilot Life Ins Co	7.39
26	Jefferson Pilot Life Ins Co	7.77	26	Sentry Life Insurance Co	7.39
27	EMC National Life Co	7.75	27	Principal Life	7.38
28	AMEX Life	7.69	28	EMC National Life Co	7.36
29	Golden Rule Insurance Co	7.68	29	Transamerica Life & Annuity	7.35
30	Transamerica Life & Annuity	7.68	30	Hartford Life Ins Co	7.31
31	Horace Mann Life Ins Co	7.67	31	United Heritage Mutual Life	7.31
32	Hartford Life Ins Co	7.66	32	USAA Life Insurance Company	7.31
33	Principal Life	7.65	33	AMEX Life	7.29
34	Thrivent Fincl for Lutherans	7.65	34	Golden Rule Insurance Co	7.28
35	Woodmen of the World Life	7.63	35	Thrivent Fincl for Lutherans	7.26
36	Peoples Benefit Life (Aegon)	7.57	36	Woodmen of the World Life	7.25
37	USAA Life Insurance Company	7.56	37	Teachers Ins & Anty of Amer'	7.16
38	Security Benefit Life Ins Co	7.50	38	Peoples Benefit Life (Aegon)	7.15
39	Security Mutual Life of NY	7.47	39	Keyport Life (Sun-Canada) Ins Co	7.14
40	Jackson National Life Ins Co	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

*** Indicates program has a 1st year only Bonus Rate added to the Base 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.

**** Projected Account and Cash Values for Flexible Premium Deferred Annuity (FPDA)** are based on a **\$200 per month deposit** (12 per year) for **20 years**; and for **Single Premium Deferred Annuity (SPDA)** programs projected values are based on a **one-time deposit of \$100,000** held for **10 years**. **Note**, all values quoted are computed using the plan's **current base interest rate** for the above deposit amounts. Please note, all total dollar amounts **do include** any accrueable **year one bonus** amounts. By way of explanation the **Projected Account Value** is the amount available **only for use on a payout (retirement) option with that company**. The **Projected Cash Value** is the amount payable to the annuity holder **in cash or for transfer (rollover) to another annuity or if qualified funds to a mutual fund company**. (See **** Added Note** at bottom of next column).

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; Moody's; 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**.

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.

**** Added Note: Projected Account and Cash Values** 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 rate depending on size of deposit or account balance.

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 Annuity 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 /Annuity 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 publication.

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 Annuity 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.

Annuity Waiver: 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.