



Annuity Myths & Tips



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Are you searching for the truth about Annuities?

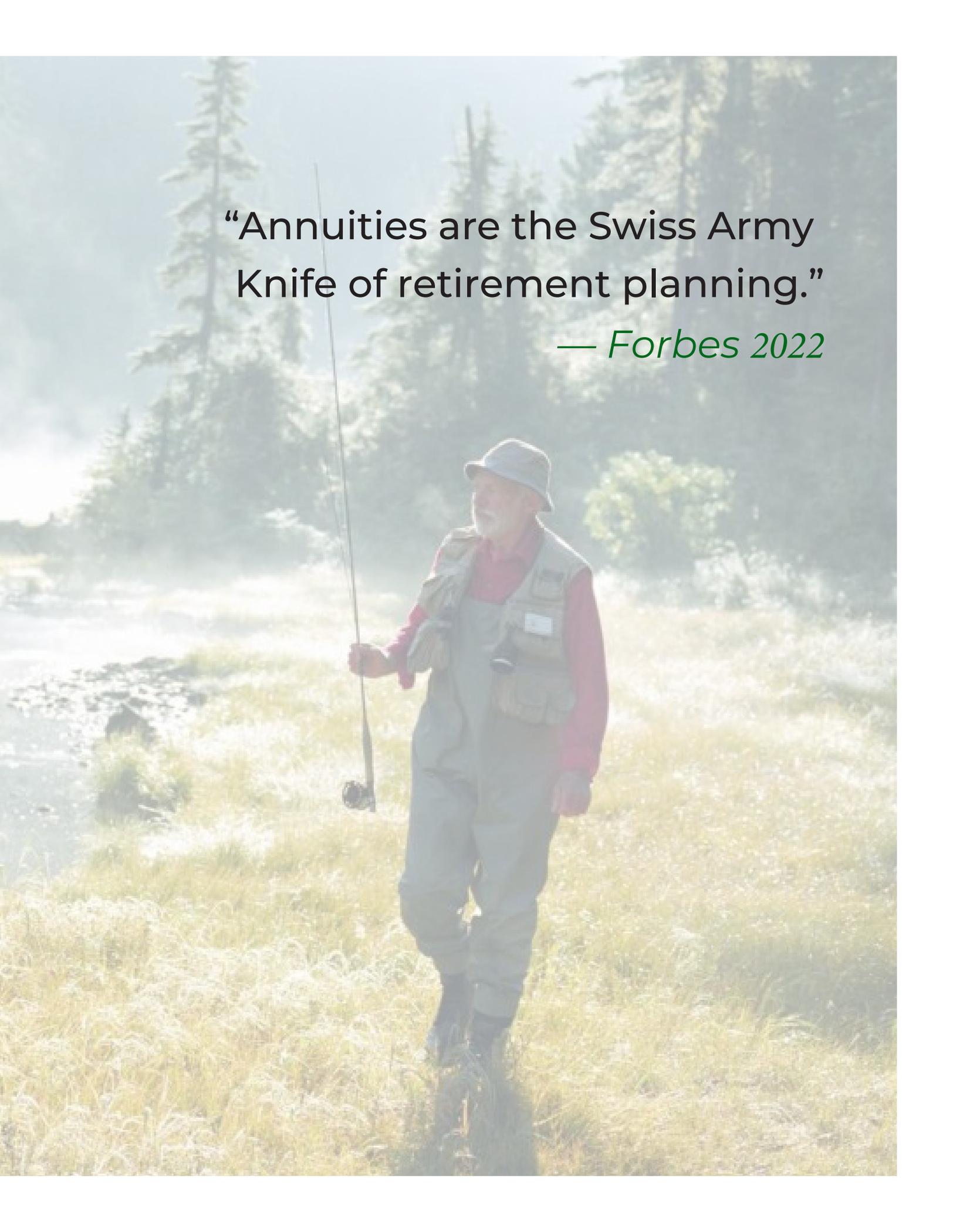
Here are the most common myths...

MYTH — ANNUITIES HAVE HIGH SERVICE FEES

The Truth — Depending on the type of annuity — immediate, fixed or fixed indexed — your annuity should not have any service fees. Only variable annuities have annual servicing fees similar to other managed accounts such as IRAs and 401(k) plans. If you are seeing such fees being charged, let us know and we can help.

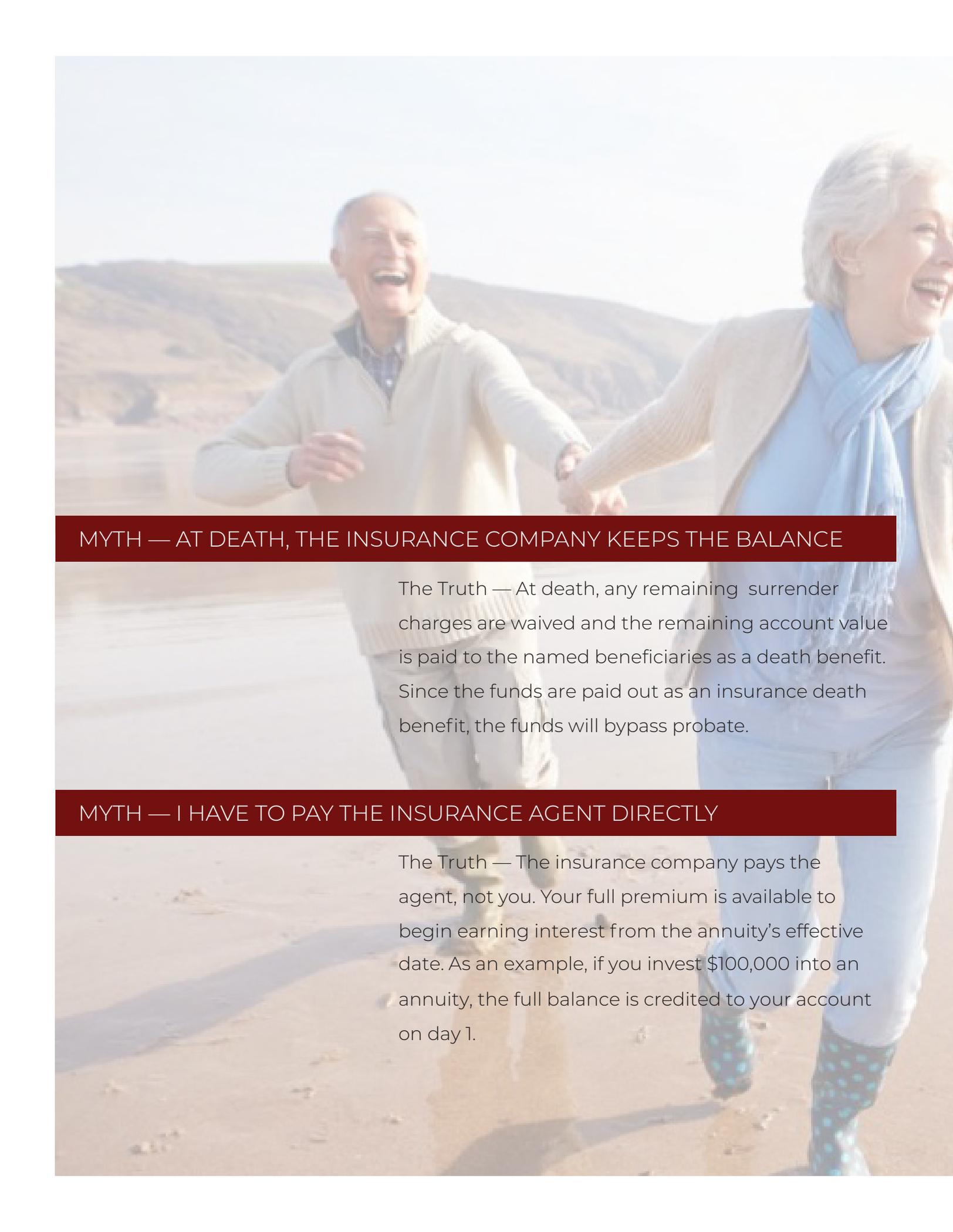
MYTH — ANNUITIES ARE COMPLICATED

The Truth — They are quite simple, yet very powerful in the benefits provided: 1) Lifetime income stream you cannot outlive; 2) Assistance to cover certain healthcare costs; 3) Ability to bypass probate; 4) At death, the remaining annuity balance is paid to heirs as a death benefit; 5) Ability to defer required minimum distributions at age 72, and defer those taxes until age 85. 6) Protection of principal and growth.

A man with a white beard, wearing a grey bucket hat, a red long-sleeved shirt, a tan fishing vest, and grey waders, is walking through tall grass towards a stream. He is holding a fishing rod. The background shows a forest of evergreen trees and a misty atmosphere.

“Annuities are the Swiss Army
Knife of retirement planning.”

— *Forbes 2022*

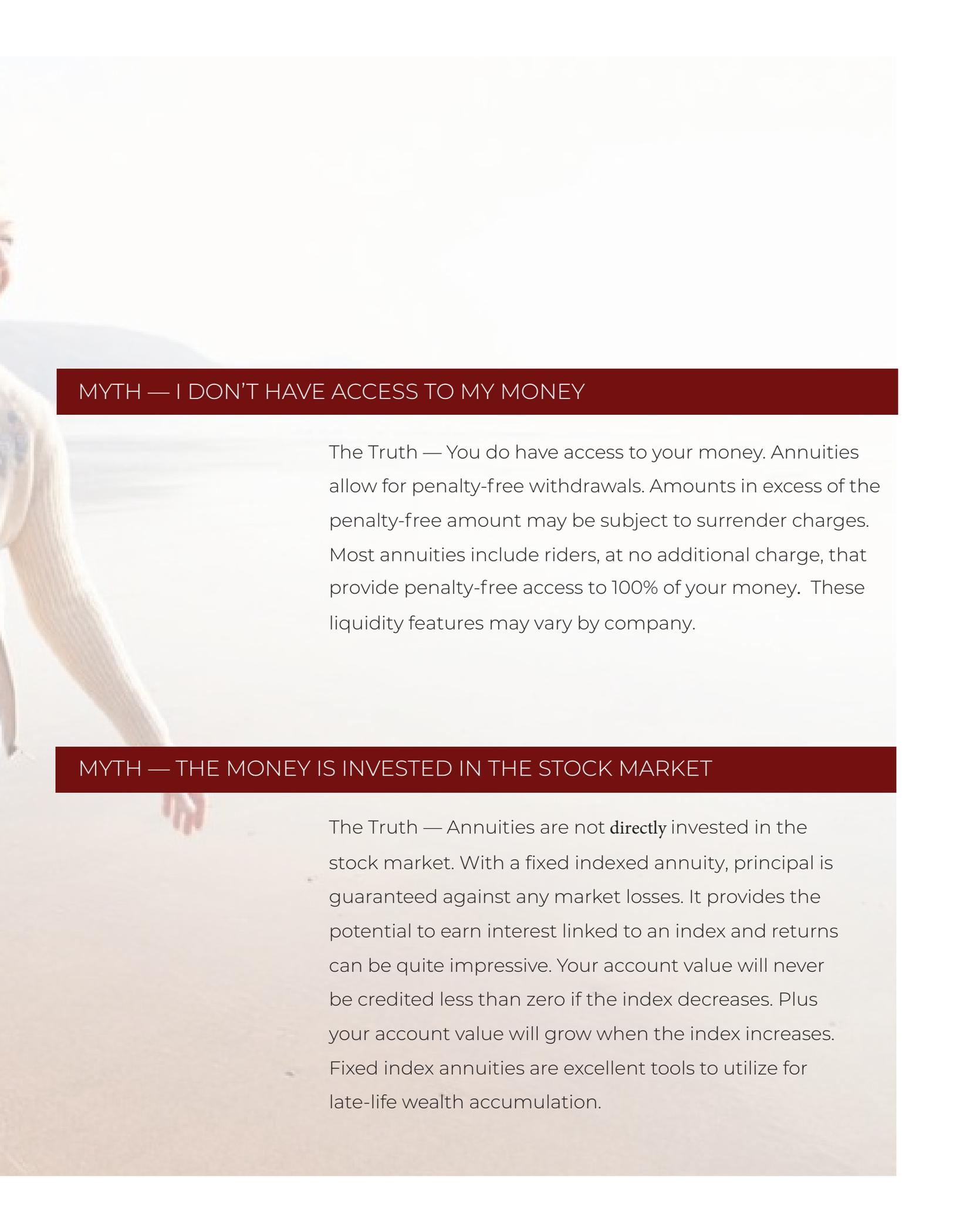


MYTH — AT DEATH, THE INSURANCE COMPANY KEEPS THE BALANCE

The Truth — At death, any remaining surrender charges are waived and the remaining account value is paid to the named beneficiaries as a death benefit. Since the funds are paid out as an insurance death benefit, the funds will bypass probate.

MYTH — I HAVE TO PAY THE INSURANCE AGENT DIRECTLY

The Truth — The insurance company pays the agent, not you. Your full premium is available to begin earning interest from the annuity's effective date. As an example, if you invest \$100,000 into an annuity, the full balance is credited to your account on day 1.

A background image showing a person's arm and hand on a beach, with the ocean and sky visible. The person is wearing a light-colored, long-sleeved shirt. The background is a soft-focus view of a beach with waves and a clear sky.

MYTH — I DON'T HAVE ACCESS TO MY MONEY

The Truth — You do have access to your money. Annuities allow for penalty-free withdrawals. Amounts in excess of the penalty-free amount may be subject to surrender charges. Most annuities include riders, at no additional charge, that provide penalty-free access to 100% of your money. These liquidity features may vary by company.

MYTH — THE MONEY IS INVESTED IN THE STOCK MARKET

The Truth — Annuities are not **directly** invested in the stock market. With a fixed indexed annuity, principal is guaranteed against any market losses. It provides the potential to earn interest linked to an index and returns can be quite impressive. Your account value will never be credited less than zero if the index decreases. Plus your account value will grow when the index increases. Fixed index annuities are excellent tools to utilize for late-life wealth accumulation.

The differences between Annuities

Which is best for you?

Variable Annuity

- No guarantee on the principal
- Upside market growth (direct investment)
- High growth potential
- Annual management fees

Fixed Index Annuity

- Guarantee on principal
- Upside market growth (tied to market index)
- High growth potential
- No annual management fees

Fixed Annuity

- Guarantee on principal
- No market growth
- Fixed interest rate

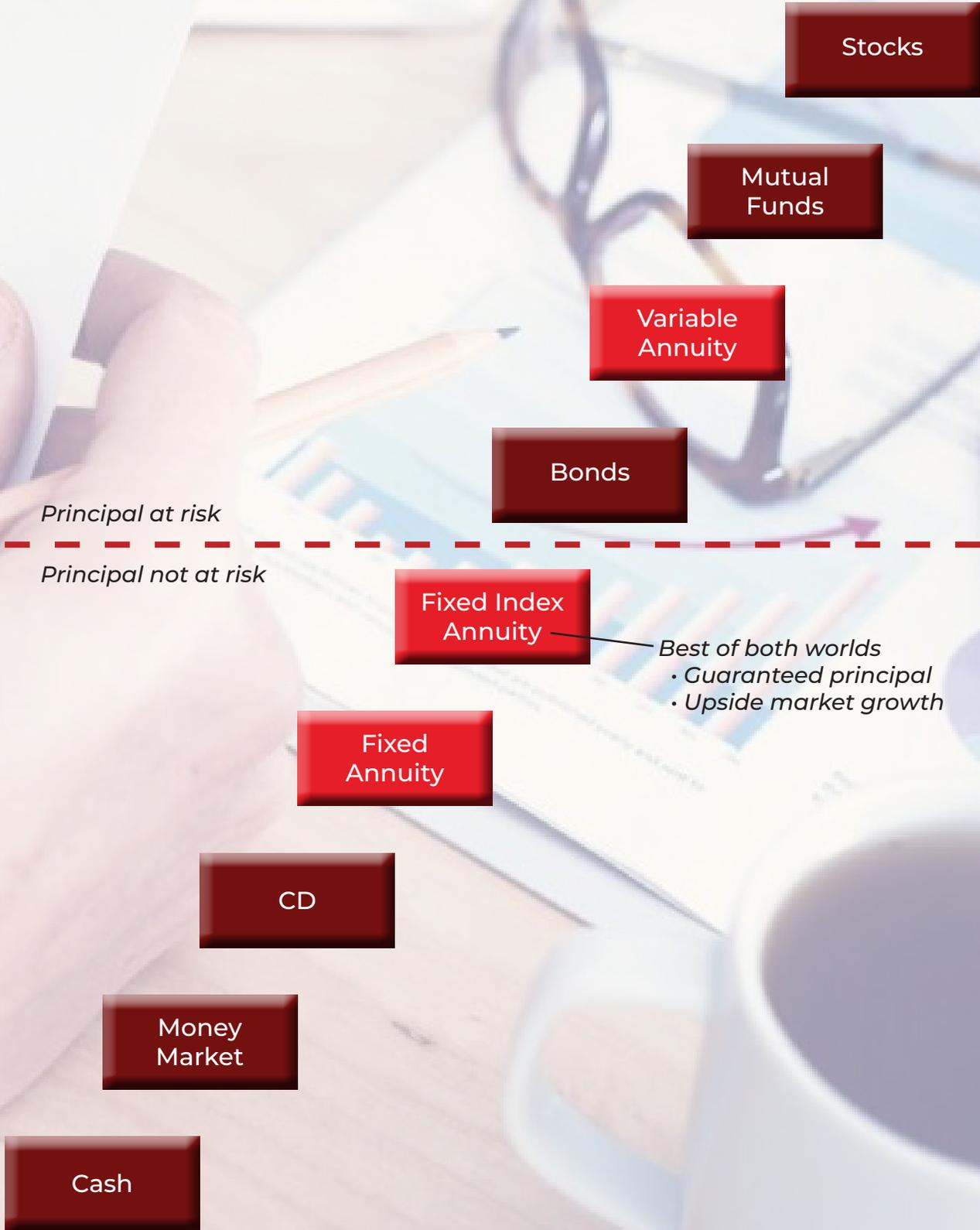
Single Premium Income Annuity (SPIA)

- Guarantee on principal
- No market growth
- Fixed interest rate
- Lump sum for immediate income generation

Annuities on the investment scale

High Risk & Return

Low Risk & Return



Principal at risk

Principal not at risk

Fixed Index Annuity

- Best of both worlds
- Guaranteed principal
- Upside market growth

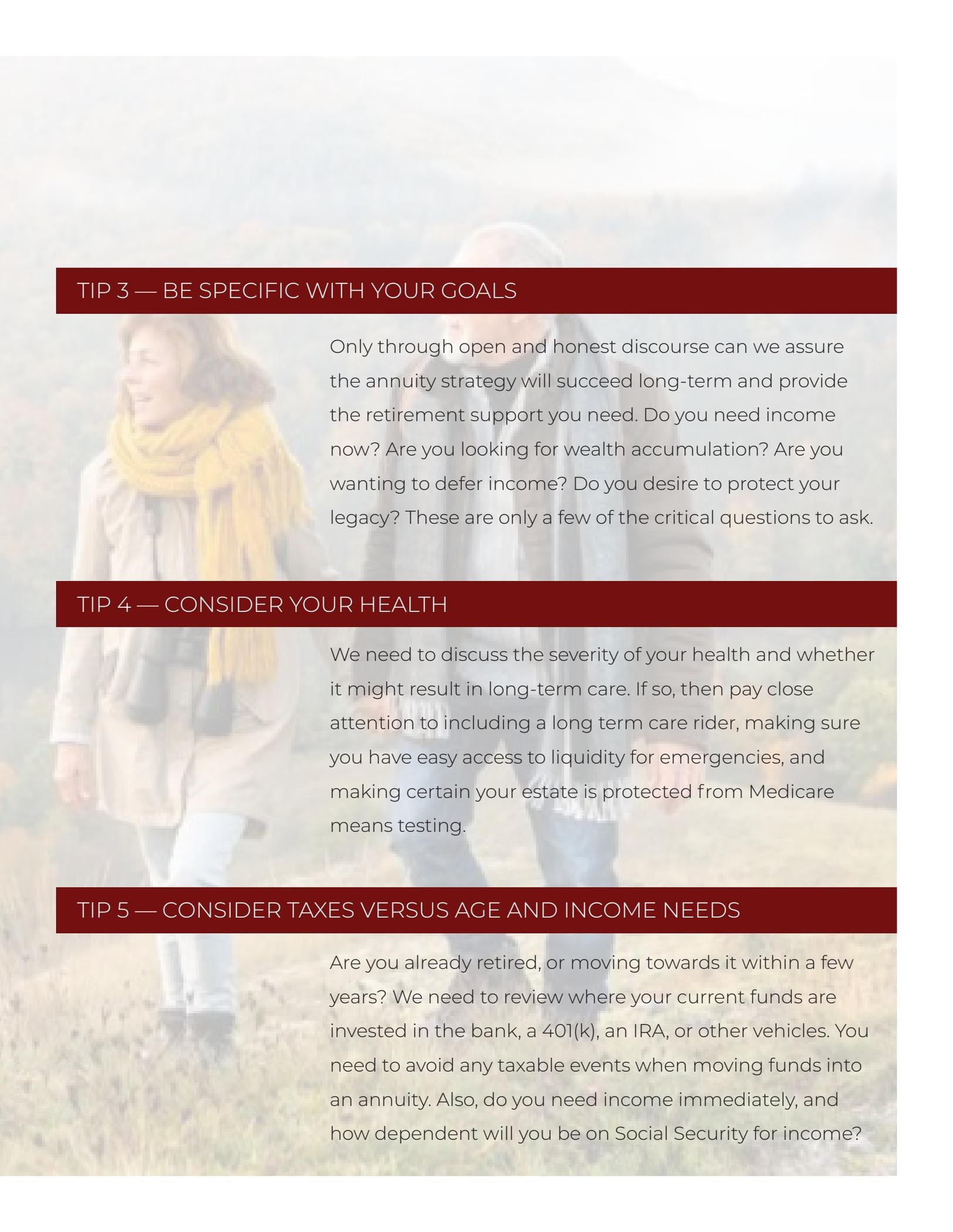
Tips for choosing the best annuity for your situation.

TIP 1 — DON'T SHOP FOR ANNUITIES

Don't "shop" for annuities, but rather choose annuities based upon your specific situation and future needs. No two fixed or indexed annuities are the same... or fill the same needs. We assist clients through in-depth engagement regarding your goals, finances, health, and other such issues. We utilize specialized software to analyze your financial situation in real time. And we have access to specialists such as CPAs and attorneys when the need arises.

TIP 2 — UNDERSTAND THE DIFFERENCE BETWEEN ANNUITY TYPES

Whether it's a fixed, fixed index, deferred, or variable annuity... we make sure your understanding of annuities and how they apply to your situation is something you are comfortable with. The more comfortable you are, the more confident you will be with the long-term strategy we help you develop.



TIP 3 — BE SPECIFIC WITH YOUR GOALS

Only through open and honest discourse can we assure the annuity strategy will succeed long-term and provide the retirement support you need. Do you need income now? Are you looking for wealth accumulation? Are you wanting to defer income? Do you desire to protect your legacy? These are only a few of the critical questions to ask.

TIP 4 — CONSIDER YOUR HEALTH

We need to discuss the severity of your health and whether it might result in long-term care. If so, then pay close attention to including a long term care rider, making sure you have easy access to liquidity for emergencies, and making certain your estate is protected from Medicare means testing.

TIP 5 — CONSIDER TAXES VERSUS AGE AND INCOME NEEDS

Are you already retired, or moving towards it within a few years? We need to review where your current funds are invested in the bank, a 401(k), an IRA, or other vehicles. You need to avoid any taxable events when moving funds into an annuity. Also, do you need income immediately, and how dependent will you be on Social Security for income?

TIP 6 — CONSIDER ANNUITY RIDER OPTIONS

The need for riders is dependent on your situation, especially when considering health. If your health is poor, a long-term care rider may be a wise choice. An income rider and or cost-of-living rider may also be considered.

TIP 7 — BE PREPARED FOR THE SUITABILITY REVIEW

It's important to know you have to pass a Suitability Review with the insurance company before an annuity is issued. The insurance company wants to assure you have the financial means, income, liquidity, and understanding for wanting an annuity. We don't want to waste your time or ours, so we cover this very early in our discussions.

TIP 8 — ASK ABOUT THE FINANCIAL RATINGS OF CARRIERS

As brokers, we are not beholden to any company, but to you as our client. As such, we work only with A-rated carriers with the strongest financial stability, excellent history, and long-term financial outlook. Annuities are a long-term investment and company strength is vital to make the right choice.

TIP 9 — BE SURE THE AGENT EDUCATES YOU

To build long-term relationships with clients, we work hard to assure you fully understand the annuity strategy. It's a mutual decision based on needs, recommendations, and what you are comfortable with. Also, we can bring in other experts and welcome you to include other family members.

What to expect from **Jarvis Financial Inc.**

We offer a range of annuities for income, wealth accumulation, legacy building and so much more



CUSTOM STRATEGIES

We conduct thorough fact finding to determine what will best fit your particular situation.



INDUSTRY LEADING CARRIERS

We place you with A-Rated leading companies that provide the best performance for your situation.



ADVANCED PLANNING

We have access to CPA's, legal assistance, and other expertise if such a need arises.



PREMIUM CUSTOMER SERVICE

Your situation is unique and ongoing, so our goal is to establish trust early in our work.



ONLINE POLICY MANAGEMENT

Once your annuity is in place, we empower you to access and review its performance.



CLIENT CONFIDENTIALITY

We protect your situation and information by never sharing data with outside parties.



**Have you completed your
personal Annuity Assessment?**

30-minute consultation with an approved
Advisor.

jarvisfinancialinc.com



Call today for more information
1-386-677-8158

