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Annuity Products of the Month

FIA

American Equity – Choice Series

6, 8 & 10 year Option

Monthly Cap from 1.8% to 2.1%

Annual Cap from 4.5% to 5.25%

Annual w/ No Cap - 40% to 50% Participation

Fixed rate from 1.8% to 2.1%

Commission from 4% to 6%

MYG

Oxford Life – MultiSelect

2.00% Guaranteed for 3 Years

2.35% Guaranteed for 4 Years

2.65% Guaranteed for 5 Years

3.10% Guaranteed for 6 Years

2.90% Guaranteed for 7 Years

10% Annual Free Withdrawals

MYG

Equitrust Life Life – Certainty Select

2.60% Guaranteed for 5 Years

2.75% Guaranteed for 6 Years

3.00% Guaranteed for 8 Years

3.25% Guaranteed for 10 Years

3% Commission – issues up to age 90

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DOL Update!!

As previously mentioned, Star Capital is staying on top of the DOL ruling in order to keep all of our reps fully informed on the progress and changes that may still be coming.

The most recent news continues to be uplifting as a majority of insurance companies have now stated that they will not be implementing any changes for 2017 – NO JUNE DEADLINE! They want to see how things continue to play out with President Trump and his administration as it is still very possible that this ruling goes away all together.

For now and until further notice you should operate business as usual – but, take note that this ruling still may go into effect in 2018.

With that being said – Star Capital has several new products and sales ideas that should help you continue to grow your business in 2017 and for many years to come. Call Star Capital today for more info on these amazing opportunities.

Sales Idea of The Month

Repositioning of Assets

The hardest thing for a financial advisor to do is find clients with new money that they need to invest. This is why we highly recommend a different strategy – repositioning some of their assets.

This can be done in several different ways for several different benefits – like moving IRA money to the Asset Care listed above. The moral of the story is that in our experience a large majority of clients out there are not positioned correctly with their portfolio. There is almost always a way to benefit them by changing things up a bit.

Call today for more thoughts on this simple sales concept that could help you close more prospects & make more sales on your existing book of business.