

Star Capital News

March 27th 2018



www.starcapitalannuity.com

Products of the Month

FIA

American National – ASIA Plus

7 & 10 year Option

1% Premium Bonus

Monthly Cap from 1.8% to 1.95%

Trigger Rate from 3.85% to 4.15%

Annual Cap with 50% Part. From 11.45% to 13.7%

Fixed rate from 2.55% to 2.70%

Commission from 5% to 7%

MYG

Oxford Life – MultiSelect

2.45% Guaranteed for 3 Years

3.00% Guaranteed for 4 Years

3.10% Guaranteed for 5 Years

3.50% Guaranteed for 6 Years

3.60% Guaranteed for 8 Years

10% Annual Free Withdrawals

MYG

F&G Rate Special

3.60% for 5

3.85% for 7

2% & 3.25% Commissions

Issues up to age 90

Rates are on the Rise!

Star Capital is extremely happy to say that interest rates are on the rise!! With a few recent Fed rate hikes and 2 more scheduled soon it should be no time before fixed annuities are up to 4% again.

As rates continue to rise the opportunity for you to close more fixed annuity sales also increases. Fixed annuities continue to be a fantastic safe no fee alternative to managed money and investments. As clients get close to retirement age they need to own fixed annuities as part of a proper diversified portfolio.

Remember though, DON'T WAIT!! The past has shown us nothing is certain and although more rate hikes are scheduled, there is no guarantee of that happening, as well as no timetable for when fixed annuity rates will actually increase. Even if rates go up there is always the cost of waiting that needs to be figured in when making a decision.

Call Star Capital today more information on the great rates available today. We have several proven sales ideas and concepts that will help you close more fixed annuity business and better diversify your client's investment portfolios.

Sales Idea of the Month

Replacing Old Annuities' Penalty Free

Finally rates have gotten back up over 3%. And with that comes an amazing opportunity. There are currently thousands upon thousands of annuity contracts out of surrender that haven't been moved. They haven't been moved because the clients are earning old minimums of 2 or 3%. With rates now getting back over 3% you need to contact all of your clients with these annuities to let them know you can finally increase their interest and yield. Call us today for more info on this lucrative sales idea!

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