

Annuity **Power** *Phrases*

- “When do you want to stop paying taxes on your retirement assets?”
- “Ms. Prospect, how satisfied are you with the performance of your IRA?”
- “Do you realize there is an insurance product that offers tax-deferred interest accumulation?”
- “Are you happy with the rate of return you are getting on your savings at the bank?”
- “Are you maximizing contributions and deferrals with your current retirement plan?”
- “Are you interested in reducing your current taxes?”
- “Do you really believe that the bank is the only place where you can safely accumulate money?”
- “Which would you prefer: 10% liquidity, for 365 days a year (for the next 3, 5, 7 or 10 years only) or 100% liquidity 7 days a year forever with your bank CD?”
- “When you buy a 1-year CD, 4 months of interest goes to Uncle Sam.”
- “An SPDA offers you the power of tax-deferred compound interest: you earn interest on your principal, interest on the interest you earn and interest on money that you would have paid in taxes.”

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11448 (3/08)

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