



Most Requested Guaranteed Rate Annuities

Toll Free: 800-825-5279

Email: pway@patrickway.com

Rates effective June 27, 2011 and are subject to change. Call for more specific policy details.

Policy Term	Company	Product	Rate >\$100k/200k	Avg Yield >\$100k/\$200k	Rate <\$100k	Avg Yield <\$100k	Max Age	Commission
4	North American	Guarantee Choice 200k+	1.85%	1.85%	1.55%	1.55%	85	2.50% (0-79)
5	RNA	Choice 5	3.15%	3.15%	3.15%	3.15%	85	1.75% (18-75)
5	American Equity	Guarantee Series - MVA	3.15%	3.15%	3.15%	3.15%	80	3.00% (0-75)
5	Standard	FGA 5	2.25%	2.25%	2.15%	2.15%	90	3.00% (0-80)
5	North American	Guarantee Choice 200k+	2.45%	2.45%	2.20%	2.20%	90	2.50% (0-85)
5	American National	Palladium MYG	2.90%	2.10%	2.80%	2.00%	85	4.00% (0-79)
6	Standard	FGA 6	2.50%	2.50%	2.40%	2.40%	90	2.00% (0-80)
6	North American	Guarantee Choice 200k+	2.90%	2.90%	2.65%	2.65%	90	2.50% (0-80)
6	American National	Palladium MYG	2.60%	2.60%	2.50%	2.50%	85	2.50% (0-79)
7	North American	Guarantee Choice 200k+	3.25%	3.25%	3.05%	3.05%	90	2.50% (0-80)
7	Genworth	Rate Saver 7	2.95%	2.95%	2.75%	2.75%	85	2.75% (0-75)
8	North American	Guarantee Choice 200k+	3.55%	3.55%	3.35%	3.35%	90	2.50% (0-80)
8	American National	Palladium MYG	3.20%	3.20%	3.10%	3.10%	85	2.50% (0-80)
9	North American	Guarantee Choice 200k+	3.75%	3.75%	3.55%	3.55%	90	2.50% (0-85)
10	North American	Guarantee Choice 200k+	3.90%	3.90%	3.75%	3.75%	90	2.50% (0-80)
10	Standard	FGA 10	3.20%	3.20%	3.10%	3.10%	80	4.00% (0-80)



Traditional Deferred Annuities

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Policy Term	Company/Product	Rates	Withdrawals	Sizzle/Caveats	Max Age	Commission
5 5,5,5,5,5	VALIC Proflex	4.50% initial rate 403(b), 457 4.15% initial rate IRA 4.00% initial rate non qualified	Return of Principal 10% starting year 2	ROP Guarantee & <u>no</u> MVA Base Rate 1.50% to 2.00% Confinement & terminal illness <u>No</u> rate hold on transfers	85	4.80% 0-55 3.80% 56-75 2.60% 76-85
5 7,7,7,6,5	American National Citadel 5 Diamond	2.90% for \$100k+ 1.90% guaranteed year 2 2.80% for <\$100k 1.80% guaranteed year 2	Return of Principal 10% beginning 1 st year	ROP guarantee & <u>no</u> MVA 2% bonus in 1 st year Confinement Terminal illness	80	3.00% (0-75)
6 7,7,7,6,5,3	Standard SRA1	2.50% for \$100k+ guaranteed 1 st year 2.40% for <\$100k guaranteed 1 st year	Return of Principal Systematic monthly interest 10% beginning after 1 st yr	<u>No</u> MVA ROP Guarantee <u>Quarterly</u> statements Confinement Waivers Bailout provision	90	4.00% (0-80)
6 9,9,8,7,6,5	Genworth SL Liberty	5.05% \$250,000+ 4.30% \$100,000 - \$249,999 3.30% \$15,000 - \$99,999	Return of Principal 10% beginning 1 st year	<u>No</u> MVA & no renewal window Base rate is 2.30% 1.80% Bailout rate Confinement waiver	85	3.00% (0-75)
7 7,7,7,6,5,4,2	American National Citadel 7 Diamond	3.90% for \$100k+ 1.90% guaranteed year 2 3.80% for <\$100k 1.80% guaranteed year 2	Return of Principal 10% beginning 1 st year	ROP Guarantee & no MVA 2% bonus on 1 st 3yrs of deposits Confinement & terminal illness Flex - can add money at anytime	85	4.50% (0-80)
7 9,8,7,6,5,4,2	Standard PGA 7	2.50% for \$100k+ guaranteed 1 st year 2.40% for <\$100k guaranteed 1 st year	Return of principal 10% after 1 st year Systematic monthly interest	No MVA & ROP guarantee Flex – can add money at any time Confinement Waivers Bailout	90	5.00% (0-80)

These are our most requested traditional deferred annuities. Call or email us for a more comprehensive listing.



Indexed Annuities

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Policy Term	Company/Product	Credit Method/Cap	Minimum Guarantee	Sizzle/Caveats	Max Age	Commission
5 8,7,6,4,2	Standard IGA 5	3.45% \$100,000+ 2.75% \$15k to \$99,999 Annual reset P2P	1.00% on 100%	Cap with a bailout Fixed account Terminal illness & confinement waivers Optional principal guarantee	90	4.00% (0-80) 2.25% (81-85) 1.85% (86-90)
6 9,8,7,6,5,4	Lincoln Financial New Directions 6	4.10% \$100,000+ 3.80% \$10k to \$99,999 Performance triggered when S&P= 0%+ 9.65% \$100,000+ 9.00% \$10k to \$99,999 2 year P2P	1.75% on 100%	Easy to sell and communicate Fixed rate guaranteed for 6 years 10% withdrawal beginning 1 st year Terminal illness & confinement waivers	85	3.50% (00-75) 2.75% (76-80) 1.75% (81-85)
6 8,8,7,6,4,2	American National Equity Indexed Annuity	3.50% \$10,000+ Performance triggered when S&P= 0%+	3.00% on 90%	No moving parts Easy to sell and communicate Terminal illness & confinement waiver	85	5.00% (00-75) 4.00% (76.80) 3.00% (81-85)
7 9,8,7,6,5,4,3	VALIC Power Index 7	5.50% \$100,000+ 5.00% \$10k to \$99,999	3.00% on 90%	RMD friendly Confinement waivers Level Commissions for all ages	75	4.40% (00-75)
8 9,8,7,6,5, 4,75,3,5,2,75	Lincoln Financial New Directions 8	4.50% \$100,000+ 4.25% \$10k to \$99,999 Performance triggered when S&P= 0%+ 10.90% \$100,000+ 10.15% \$10k to \$99,999 2 year P2P	2.00% on 100%	Easy to sell and communicate Fixed rate guaranteed for 6 years 10% withdrawal beginning 1 st year Terminal illness & confinement waivers	85	4.50% (00-75) 3.50% (76-80) 2.25% (81-85)
9 9,8,7,6,5,4,3,2,1	VALIC Power Index 9	6.00% \$100,000+ 5.50% \$10k to \$99,999	3.00% on 90%	RMD friendly Confinement waivers Level Commissions for all ages	75	5.20% (00-75)