



Most Requested Guaranteed Rate Annuities

Toll Free: 800-825-5279

Email: pway@patrickway.com

Rates effective November 1, 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+	1.40%	1.40%	1.10%	1.00%	85	2.00% (0-80)
5	RNA	Choice 5	2.40%	2.40%	2.40%	2.40%	85	1.75% (18-75)
5	North American	Guarantee Choice 200k+	2.00%	2.00%	1.70%	1.70%	90	2.00% (0-80)
5	Standard	FGA 5	2.00%	2.00%	1.90%	1.90%	90	3.00% (0-80)
5	Liberty	Balance	4.15%	1.75%	4.00%	1.60%	85	4.00% (0-80)
5	Liberty	Foundation	2.65%	1.45%	2.50%	1.30%	85	4.00% (0-80)
5	American National	Palladium MYG	2.10%	1.30%	2.00%	1.20%	85	3.00% (0-79)
6	North American	Guarantee Choice 200k+	2.30%	2.30%	2.05%	2.05%	90	2.00% (0-80)
6	Standard	FGA 6	2.50%	2.50%	2.40%	2.40%	90	2.00% (0-80)
6	American National	Palladium MYG	1.80%	1.80%	1.70%	1.70%	85	2.50% (0-79)
7	North American	Guarantee Choice 200k+	2.60%	2.60%	2.40%	2.40%	90	2.00% (0-80)
7	Genworth	Rate Saver 7	2.55%	2.55%	2.45%	2.45%	85	2.75% (0-75)
8	North American	Guarantee Choice 200k+	2.85%	2.85%	2.65%	2.65%	90	2.00% (0-80)
10	North American	Guarantee Choice 200k+	3.20%	3.20%	3.05%	3.05%	90	2.00% (0-80)
10	Standard	FGA 10	2.85%	2.85%	2.75%	2.75%	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	4.00% initial rate 403(b), 457 3.65% initial rate IRA 3.50% initial rate non qualified	Return of Principal 10% starting year 2	ROP Guarantee & <u>no</u> MVA Base Rate 1.00% to 1.50% 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	2.20% for \$100k+ 1.20% guaranteed year 2 2.10% for <\$100k 1.10% 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% (0-80)
6 7,7,7,6,5,3	Standard SRA1	2.25% for \$100k+ guaranteed 1 st year 2.15% 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	4.80% \$250,000+ 4.05% \$100,000 - \$249,999 3.05% \$15,000 - \$99,999	Return of Principal 10% beginning 1 st year	<u>No</u> MVA & no renewal window Base rate is 2.05% 1.55% Bailout rate Confinement waiver	85	3.00% (0-75)
7 7,7,7,6,5,4,2	American National Citadel 7 Diamond	3.35% for \$100k+ 1.35% guaranteed year 2 3.25% for <\$100k 1.25% 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	3.50% (0-80)
8 8,7,6,5,4,3,2,1	Liberty Builder	1.90% for \$100k guaranteed for 4 years 1.75% for <\$100k guaranteed for 4 years	5% after the 1 st year Systematic monthly interest	Additional Modules available for a small cost such as ROP, 10% after the 1 st year, Confinement & terminal illness	85	4.00% (0-80)

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

Indexed Annuities

Toll Free: 800-825-5279

Email: nwav@patrickwav.com



Policy Term	Company/Product	Credit Method/Cap	Minimum Guarantee	Sizzle/Caveats	Max Age	Commission
5 8,7,6,4,2	Standard IGA 5	2.80% \$100,000+ 2.20% \$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	3.00% \$100,000+ 2.70% \$10k to \$99,999 Performance triggered when S&P= 0%+ 7.00% \$100,000+ 7.00% \$10k to \$99,999 2 year P2P	1.55% 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	3.00% \$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% (00-79) 3.00% (80-85)
7 9,8,7,6,5,4,3	VALIC Power Index 7	4.50% \$100,000+ 4.00% \$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	3.50% \$100,000+ 3.15% \$10k to \$99,999 Performance triggered when S&P= 0%+ 8.10% \$100,000+ 7.20% \$10k to \$99,999 2 year P2P	1.80% 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	5.00% \$100,000+ 4.50% \$10k to \$99,999	3.00% on 90%	RMD friendly Confinement waivers Level Commissions for all ages	75	5.20% (00-75)