

# How to Generate Guaranteed Income

## Income Rider

VS.

## SPIA

Single Premium  
Immediate Annuity

In this example, we compare Guaranteed Income from a current Income Rider annuity vs. using the same contract's cash surrender value to create Guaranteed Lifetime Income with a SPIA

Income Prospect

Income Prospect

### Male age 78



### Male age 78

Current Income Rider  
Income Base

Cash Surrender Value to Fund SPIA

## \$1,633,350



## \$1,131,260

Payment Guarantees:

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**Payments  
Guaranteed for a  
cumulative total of  
Accumulation Value**



**Payments  
Guaranteed for the  
equivalent  
cumulative total of  
the initial premium**

Annual Lifetime Income Payment

Annual Lifetime Income Payment

## \$81,667



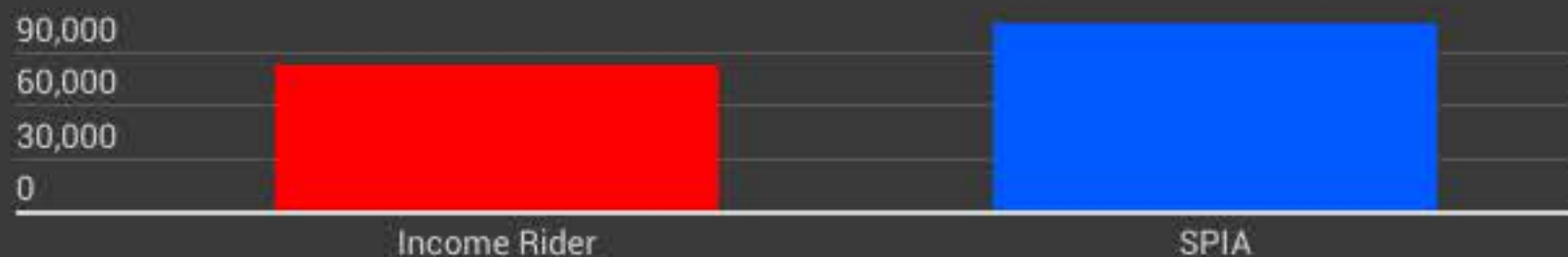
## \$104,984

## Let's Take a Closer Look at SPIAs

As interest rates has risen over the past few years, the income factors on Income Rider products have become less appealing.

If you have clients that own old Deferred annuities with Income Riders that are ready to turn on the switch for guaranteed lifetime income payments, make sure to check with us to see if we can upgrade that income amount.

## The Difference



In this instance, for the male age 78, he is able to improve his Guaranteed Lifetime Income by a whopping 29% a year. We are using an A+ Rated Mutual Insurance Carrier for the SPIA in this example.