ATLAS ANNUITY MYGA REPORT

Atlas
Financial Strategies, Inc.

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INTRODUCTION

My name is Marty Becker, founder of Atlas Financial Strategies, Inc. I live in St. Louis, MO, with my wife, Kasey, and our two sons, Christian and Grayson. I am an expert in annuities and other safe money products.

I have not always been in this profession. My background is in professional Firefighting and Paramedicine. If I had to be honest, I fell into this industry out of desperation for a solution to a personal problem.

Firefighters, police officers, and other government employees have traditionally always had a Defined Benefit pension. In fact, many of them still do.

A Defined Benefit Pension is exactly what it sounds like — a defined retirement benefit for your years of service with an employer. Think, “I work 30-40 years for the same employer, and at age 65, my spouse and I will receive $3500 per month for the rest of our lives, no questions asked.”

Until the 1980s, there were no ‘Financial Planners’ or ‘Retirement Experts’ to speak of because you didn’t need one. At least not to the level that it is at in the 2000s.

Almost everyone had a Defined Benefit pension plan, along with some savings, cash value whole-life insurance, and maybe some blue-chip stocks. But all of that started to change with the creation of the 401(K).

Originally designed to be a tax-shelter for wealthy executives to defer their bonuses, it became an uncontrollable monster that opened Pandora's Box for the struggle of the middle-class to retire with confidence. Instead of having that 'defined benefit', now people had a 'defined contribution'. Meaning, now it was defined how they could save for their own retirements, and all of it was going to be at risk in the stock market.

Did you ever wonder why the '80s was such a boom time for Wall St.? Because millions of people were forced into the stock market and now had to risk their money to have any hope of retirement. We'll talk in-depth about this in future newsletters.

Back to my story of how I became an annuity expert — this change of benefits is not just a change that applies to the private sector. Many government agencies and unions are now having to drastically cut, or eliminate completely, the defined benefits they offer their employees due to mismanagement and overzealous projections. And mine was not the exception.

Around 2008, our guaranteed defined benefit was changed to a defined contribution. I am not the type to get angry; I just try to adapt and overcome. So, I started a financial journey that has led me to the point of running my own company and helping others that are fearful about running out of money before they run out of life.

My first stop in 2009 was to do what everyone else does, which is talk with a "Certified Financial Planner". Someone who has a bunch of letters behind their name and works for a huge company with beautiful office buildings. I handed this gentleman a lump sum of money because it sounded like he knew what he was talking about, and I just let it ride so he could prove his worth.

Fast forward to the beginning of 2013. Do you remember what happened in the market between 2009 and 2013? It exploded! In fact, the S&P 500, with dividends, had an actual ROR of 14.43%, PER YEAR! However, my balance with this gentleman had not only NOT grown 14.43% per year; he actually lost some of my money!

That set off a series of events that revealed that most, not all, but the vast majority of so-called "money experts", invest your money in what will make them and their companies the most money — *not* their clients. Then add in an average 2% fee (management + internal product fees), and now you have a recipe for losing a client's money in a market that is going straight up in value. This unacceptable scenario caused me to take complete control of my financial future. I spent years researching stocks, bonds, mutual funds, business opportunities, franchises, precious metals, real estate, and any other financial concept that could give me a *guaranteed* retirement to look forward to. And guess what? None of the above mentioned did that. Plus, most of them were extremely capital intensive to even make it worth the risk to get the returns you need to have a solid amount to retire on. Are any of them "bad", by nature? I guess not. There is a time and a place for all the above, however, not as rock-solid as the foundation that is needed for a guaranteed retirement income.

Fortunately, and I do mean *fortunately*, I received a random email from one of the investment newsletters I had subscribed to describing financial products that I had heard nothing but terrible things about my whole adult life. What financial concept or product could be so bad that I had been warned not to even talk to a representative in this field? Well, it was annuities and high cash value whole life insurance. Considered curse words by those ignorant to these products, annuities and other financial products offered by insurance companies are probably some of the most misunderstood products in the market today.

All you have to do is Google the word 'annuity', and you'll get a healthy mix of 'pro' articles that tend to over-exaggerate the benefits of annuities, along with some 'con' articles that tell you it's literally better to go to hell than to buy an annuity. That seems pretty extreme.

The point of this guide is to help you cut through the noise on the internet and give you the most pertinent points of annuities.

Thank you for reading,

Marty Becker

President, Atlas Financial Strategies

MYGA REPORT

So, what the heck is a "MYGA"? A MYGA stands for, Multi-Year Guaranteed Annuity. It is a category of annuity that has the same element of safety, but is very straightforward in how it works.

Unlike Fixed Indexed Annuities, there are no indexing options to choose from. No Caps, Spreads, or Participation Rates to decipher. It's a very simple product.

A MYGA is a financial product issued by an insurance company. It operates very much like a Bank CD does. It's a guaranteed amount of interest, for a guaranteed amount of time. However, it has been my experience that MYGA's sometimes pay 2-3 times more than a Bank CD.

For example: A 3-Year MYGA @ 3% interest will pay you 3% compounding interest for 3 years. It's really that simple.

MYGA's come in terms of 2-20 years. It has been my experience that you do not get much more benefit from committing to a 20-year MYGA than you would from a 5-year MYGA. You could be better off sticking with a shorter term, but a lot of people see the benefit of locking in the rate for longer. Especially at the time of this writing when rates are at a historic high.

If you are looking for a place to park money that is wasting away in a savings account or CD, is being attacked by inflation, or you just want a short-term product that guarantees your principal and will give you a predictable return, then a MYGA could be right for you.

FAQ'S

WHAT IS THE TERM-LENGTHS OF MYGA'S?

MYGA's are offered in terms of 2-20 years. However, it has been my experience that you do not get a drastically higher rate for a longer commitment. Usually, a 5-year MYGA will pay about the same as a 10 or 20-year MYGA. But at this moment in time, rates are historically high, so there are a lot of people that see the benefits for locking in a higher rate for a longer period of time. With a longer term, you won't have to settle for a lower rate in the future after the term is over. You can actually come up with a long-term plan based on today's interest rates.

CAN I ACCESS MY MONEY FROM A MYGA?

Yes! There are several options depending on which insurance company you are dealing with. Those options are:

1) Interest Only. You can receive your interest every year of your term.
2) Penalty Free Withdrawal. You can access 5%-15% of your total Account Value (principal + interest) throughout the term. Normally, this will start at the beginning of the 2nd year of the term. Every company offers different options.
3) Lump sum at the end of the term. The entirety of your principal and interest will be paid to you at the end of the term you have selected.
4) Long-Term Care or Terminal Illness Diagnosis. If you find yourself if the unfortunate situation of needing Long-Term Care or you are diagnosed with a terminal illness, 100% of the funds are released with no penalties.

WHAT HAPPENS IF I NEED THE MONEY BACK?

MYGA's follow a surrender schedule like every annuity. So, if you believe you will need more than the interest or the 5%-15% Penalty Free Withdrawal, then this is probably not the product for you. You may be better off just keeping the money liquid in a bank account or money market.

HOW DOES THE INSURANCE COMPANY PAY MORE THAN A BANK CD?

Without getting too much into the weeds, because I do not have the mind of an actuary, the Insurance Company buys long-term investment grade bonds with your premium. They can get a much better return than you or I can as individuals because they are doing it with hundreds of millions of dollars, and they can hold them a lot longer than you or I could.

Whatever the difference is between the return they can get on their portfolio, minus their operating cost and small percentage for profit, that is the rate that they will guarantee you.

HOW DOES THE INSURANCE COMPANY GUARANTEE MY PRINCIPAL?

Insurance companies must operate on a very different playing field than investment banks. They are not allowed to risk your money. They are much more regulated, and they have several safety nets that can protect you in case of insolvency (very, very rarely ever happens to *life insurance* companies). Things such as re-insurers and the State Guarantee Fund are a couple of those safety nets. I am not allowed to talk about the benefits of those things, but you can certainly research them on your own.

If you really want to be floored, look up how much the FDIC would owe if there was a major banking collapse. Then look up how much they actually have to meet those obligations. It should make you think twice about keeping too much of your money in a bank.

When it comes to life insurance companies that issue annuities, it's probably a good idea to stick with a B++ rating or above. Although the "letter grade" is important, it's not everything. You should also check out the insurance company's "solvency ratio", and/or their "risk-based capital" score.

ARE THERE ANY FEES WITH MYGA'S?

No. At least not the ones I offer.

HOW DOES THE ADVISOR GET PAID?

The advisor gets paid a one-time commission directly from the insurance company's general fund. Nothing comes out of your pocket, and you will earn interest on 100% of your principal.

CAN I GET A GUARANTEED INCOME FROM A MYGA?

Yes! However, that is not very common. You could be better off transferring your money to another annuity that is designed for maximum income payout. But yes, you could get an income.

The downfall to using a MYGA for a guaranteed income is that you would have to "annuitize" the principal, i.e., you would have to surrender it to the insurance company in exchange for the income.

CAN I USE QUALIFIED MONEY (IRA, 401(K), 403(B), ETC.)?

Yes! You can transfer money from an IRA, or any other tax-deferred account, without penalty or paying taxes to fund a MYGA. All the same rules apply in regard to RMD's.

ARE THERE AGE LIMITS ON MYGA'S?

Yes, there are age limits. But there are companies will except funds until the age of 90. However, some of those companies may offer a lower interest rate due to age. It is more for protection on their part for having to free up the funds early in-case of a death benefit being paid to your beneficiaries.

HOW DO I FUND A MYGA?

I'm glad you finally asked! The first thing you can do is check out my Atlas Annuity Rate Report at www.atlasfinancialinc.com that is released monthly to see if any of the rates and terms meet your expectations. And then, call me at 636.926.6500, or book a time at www.atlasannuity.com so we can have a short conversation to determine if a MYGA is a good fit for you and your financial goals!

All the best,

Marty

DO YOU WANT TO SEE A RETIREMENT INCOME STRATEGY THAT OUTPERFORMS 99.9% OF ALL ANNUITY-BASED RETIREMENT PLANS?

Book your 100% free consultation now to receive an independent assessment of your situation and compare the options you've already been presented with...

- **Personalized Application Of Index Annuities For Your Retirement Plan** (I'll show you how to apply the concepts from this guide to your retirement and how they stack up against other plans)
- **A Crystal-Clear View Of The Numbers** (Numbers don't lie, and I'll give you a complete, fact based look at your current options compared to my strategy)
- **Zero Obligations To Buy Anything From Me** (I don't use fear or pressure for a sale in any way ever.)

To Speak With Me Directly, Call: 636-926-6500