

Are You Missing Out On Federal Market Sales Opportunities?

Of the federal employees working for the government as of October 1, 2006, 36% of them will be eligible to retire this year. By 2016, 60.8% of these federal employees will be eligible for retirement. This means that over this 10-year period, 956,613 federal employees will retire. The average age of a retiring federal employee is 58.7 with 28 years of service.

Many of you are enjoying great success selling life insurance to federal employees, but who will be helping these 956,613 retiring federal employees put their Thrift Savings Plan (TSP) monies to work for them? Since you are already working with federal employees, why not you? Many of these prospective clients have \$150,000 plus dollars in their TSP and you have the annuity products with American National Insurance Company to get them the best value on this investment at retirement.

For example, using the annuity calculator at www.tsp.gov, if a 65 year old federal employee had \$250,000 in the TSP at retirement and elected the Thrift Savings Plan's Single Life

Annuity option, the monthly payout for the federal employee's lifetime would be \$1,499. Through American National's SPIA, a female would receive a lifetime monthly payout of \$1,578 and a male would receive a monthly lifetime payout of \$1,701.

A Joint Life Annuity with Spouse looks good also. Let's say this 65 year old is a male with a 63 year old wife. The monthly lifetime payout under the TSP would be \$1,232 and, using our SPIA, it would be \$1,388.

What if the retiree does not need the full monthly payout from the TSP for a few more years, but will want to increase it later. Perhaps they have started a second career after retirement from the federal government. Our Split Annuity concept can meet this need. Why not take the time to learn about our Palladium Immediate Annuity and Palladium Multi-Year Guarantee Annuity and be ready to help one of those 956,613 baby-boomers getting ready to retire from government service. Questions? Contact your National Sales Manager.