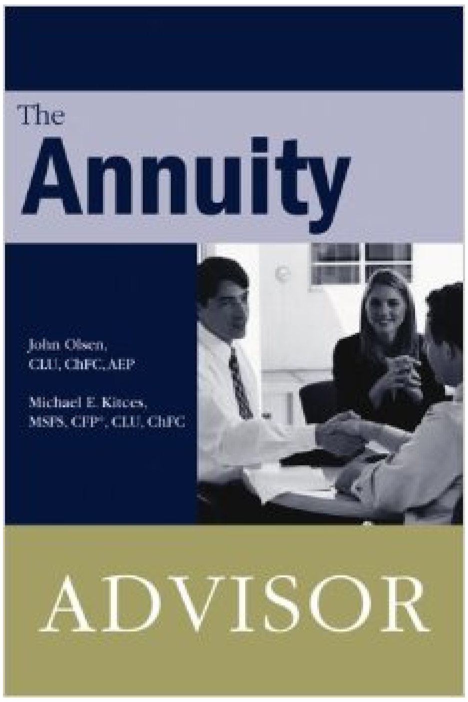
The Annuity Advisor



Synopsis

The Annuity Advisor, everything you need to know about Annuities!!

Book Information

Paperback: 225 pages

Publisher: National Underwriter Company; 1 edition (September 30, 2005)

Language: English

ISBN-10: 0872186717

ISBN-13: 978-0872186712

Product Dimensions: 0.5 x 6.2 x 9.2 inches

Shipping Weight: 10.4 ounces

Average Customer Review: 4.5 out of 5 starsÂ Â See all reviewsÂ (4 customer reviews)

Best Sellers Rank: #1,504,942 in Books (See Top 100 in Books) #84 inÂ Books > Business & Money > Taxation > Corporate #1334 inÂ Books > Business & Money > Personal Finance > Retirement Planning #6815 inÂ Books > Business & Money > Education & Reference

Customer Reviews

Highly Recommended, but even that doesn’t do appropriate justice to this work. John Olsen and Michael Kitces, both of whom are nationally known and held in the highest regard by many top attorneys and planners, combine and conspire to directly address the tough issues regarding annuities, i.e., tax considerations, commissions and their effect on performance, complex contracts, pressure by insurance companies to sell in unsuitable situations, and more optional provisions than the mind can grasp. This book takes on these issues and sorts out the reality from the hype by honestly and objectively examining the good and bad of all major types of commercial annuities, from fixed to variable to equity indexed, as well as trust structures involving annuities and the tough section 72(s) issues. The book also includes such useful things as the actuarial tables for taxing annuities, exclusion ratio calculations, and the most pertinent Internal Revenue Code Sections. If this is not the quintessential commercial annuity desk book for planners, then I don’t know what is or what ever will be. -- Jay Adkisson

FINALLY a book that explains what every financial professional, attorney and CPA should know (but doesn’t) PRIOR to recommending the purchase of an annuity contract. "The Annuity Advisor" explains the finer points of annuity taxation during the owner’s life and at death, trust owned contracts and the importance of a properly structured annuity contract. The chapters that relate to the functionality of an annuity contract and their correlation to the Internal Revenue Code alone are worth the price of the book. The authors are very factual and objective about the pros and cons of using an annuity. I work in an advanced planning department that supports an annuity business and this book finally made everything I had previously read "click". The comments made by another reviewer don’t make any sense and make me wonder whether they actually read the book?? This book is a valuable resource for anyone in the industry who needs to understand how annuities can be used as financial planning tools (and not necessarily the panacea other "experts" claim them to be). This book is the only one out there that explains clearly the relationship between the annuity as an investment, contract structure and the Internal Revenue Code.

This book contains everything you need to know about annuities, and then some. A lot of explanation and analysis goes into "special cases" (what is the tax treatment of a variable annuity purchased in a 401K but transferred out of a 401K and paying a different person than the actual owner of the annuity? OK, that is not really in the book, but you get the idea). There is way more here than an individual investor needs to know, and the book is targeted to financial advisors, so I guess that is reasonable.Anyway, this is a good resource if you really want to know a lot about annuities, but if it had been written with a couple of introductory chapters just reviewing what 99% of the investing public need to know, it would have been more useful (to me, at least).

John Olsen and Michael Kitces’s ’The Annuity Advisor’ has just the right size, depth and scope to be an invaluable resource to the Producer in today’s annuity market, and yet be readable and understandable for the consumer or purchaser who has an interest in understanding the inner workings and values offered by annuity products. I have given copies to buyers of annuities in excess of $500,000 where I want to be sure that they have ready access to answers to questions and a full product understanding. I’ve given it or referenced it in competitive situations where I saw critical details needed to assure full disclosure. Overall, the greatest asset is the objectivity of the work; it neither promotes nor denegrades any annuity design. It simply seeks to fully inform. Often, that’s what our clients need most since a "best solution" is more than just a "great idea." ’The Annuity Advisor’ will allow you to raise the suitiblity standard to a higher level to both your and your client’s benefit.

The Annuity Advisor The Essential Advisor: Building Value in the Investor-Advisor Relationship Insurance-Annuity Guide: Find the Best Deals on All Types of Insurance Weiss Ratings Guide to

Life & Annuity Insurers, Fall 2014 Weiss Ratings Guide to Life & Annuity Insurers, Summer 2014 Weiss Ratings Guide to Life & Annuity Insurers, Spring 2014 Annuity - Retirement Planning For Income By Investing In Annuities: How To Side-Step A Stock Market Crash - Boomers Multiple Mini Interview (MMI) for the Mind (Advisor Prep Series) Ferri's Clinical Advisor 2017: 5 Books in 1, 1e (Ferri's Medical Solutions) What's Your Business Worth? The entrepreneur and advisor's guide to discovering, monitoring, and optimizing business valuation The Advisor Playbook: Regain liberation and order in your personal and professional life New Life Insurance Investment Advisor: Achieving Financial Security for You and your Family Through Today's Insurance Products The Advisor's Guide to Life Insurance Simple Wealth, Inevitable Wealth: How You and Your Financial Advisor Can Grow Your Fortune in Stock Mutual Funds How to Retire Happy, Wild, and Free: Retirement Wisdom That You Won't Get from Your Financial Advisor The Trusted Advisor The Million-Dollar Financial Advisor: Powerful Lessons and Proven Strategies from Top Producers The Social Advisor (Social Media Secrets of the Financial Industry Book 1) The New Wealth Management: The Financial Advisor's Guide to Managing and Investing Client Assets Forging Bonds of Steel: How To Build A Successful And Lasting Relationship With Your Financial Advisor