



Fixed Annuity Case Study

Tom Walker, an LPL advisor in Boise, Idaho, met with his client Cynthia Hobbes, who recently inherited qualified funds after her aunt's passing. Cynthia is seeking a short-term fixed annuity to temporarily secure her inheritance while she considers her next financial steps.

Tom recommends the New York Life Secure Term Choice Fixed Annuity II, emphasizing its security through a principal guarantee and the company's strong financial ratings.

Cynthia agrees to Tom's recommendation but would like more information before making her decision. She also has questions about the SECURE ACT 2.0, which she recently came across online.

Tom calls the Sales Desk for more information on the Secure Term Choice Fixed Annuity II and provides the following details.

Cynthia Hobbes
Date of Birth: 4/7/1973
Lives in Boise, ID
\$300,000 Inherited Qualified funds

Run a 3yr STC II illustration using the information provided. Save for review.

- 1) What is the Secure Term Choice Fixed Annuity II and what are the available term options?
- 2) What is the minimum premium amount required?
- 3) What are the specific features that distinguish this annuity from the Secure Term MVA Fixed Annuity II?



- 10) How does the SECURE ACT 2.0 impact the distribution period for non-spouse beneficiaries inheriting qualified funds?

- 11) Are there any specific considerations within the SECURE ACT 2.0 that affect the taxation or distribution requirements for fixed annuities inherited by a non-spouse?

- 12) Tom is worried about possible rate drops in light of current market conditions and wishes to understand New York Life's rate lock procedures for fixed annuities. Explain how rate lock works.

- 13) Tom wants to review the product fact sheet. Please email the saved illustration and fact sheet to the individual reviewing this case study with you.



When emailing actual quotes: Copy the External/Internal that covers the territory.