



## IndexFlex Case Study

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Anika Kayoko is mourning the loss of her father who recently passed away after a long battle with Alzheimer's. As an only child, she inherited her father's qualified retirement account worth \$800,000. While she is grateful for the inheritance, Anika is also aware of the responsibility that comes with it. She wants to invest the money wisely to ensure its longevity and to honor her father's memory.

Anika has always been conservative with her investments, preferring safe and secure options. She is worried about the current market conditions and is apprehensive about investing in the stock market given the volatility in recent years.

Lance Vance, a financial advisor at Bancwest, has reviewed Anika's financial situation and believes that the New York Life IndexFlex product would be an excellent fit. Lance calls the Sales Desk and provides the following details.

Anika Kayoko  
Date of Birth: 11/15/1976  
Lives in Portland, OR  
\$800,000 Inherited IRA funds

Run a quote using the details above. Choose the appropriate strategy for Anika given her risk tolerance. Print for review.

- 1) What is the IndexFlex and how does it work?
- 2) Explain the differences between the two interest crediting methods: the Flat Rate and the Cap Rate.
- 3) What are the two market linked indexes that the IndexFlex offers?



- 4) How long does the initial rate remain in effect? When does NYL determine if the account is credited the Cap or Flat rate?
  
- 5) How many variable investment funds are available?
  
- 6) Anika wants the flexibility of reallocating her investments, is this permitted? If so, how many times can she reallocate?
  
- 7) What are the term options available at Bancwest?
  
- 8) Anika does not want to incur any fees. Which investment strategy would you recommend?
  
- 9) Lance recommends a 60/40 split between the index-linked options and the variable account options. Is this permitted?



- 10) Anika wants to allocate a portion of the funds in an income annuity, is this allowed? What other products are available for Inherited IRA funds?
- 11) Can Anika access the money in the IndexFlex before the initial term is over? If yes, how often?
- 12) Lance and Anika both happen to be in New York at the same time. What state application should be completed?

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