



Premier VA Case Study

Chris Jordan contributes regularly to his investment accounts in hopes of building a comfortable nest egg for his retirement. He made some poor investment choices when he was younger that resulted in some financial setbacks, and although he has managed to recover successfully, the emotional scars have made him hesitant to invest in the stock market again.

That's when he reached out to his LPL advisor, Simona Wyatt, to develop a strategy that will grow his assets, preserve capital, and protect downside risk. Simona is an experienced advisor who has worked with clients of all ages and investment profiles. She understands the importance of balancing risk and reward and is determined to help Chris achieve his financial goals.

After reviewing his financial situation, Simona immediately recognized that the NYL Premier Variable Annuity would be a great fit. She calls the Sales Desk for more information and provides the following details.

Chris Jordan
Date of Birth: 2/17/1963
Lives in Chicago, IL
\$675,000 qualified funds

Run a quote using the details above. Choose the appropriate investment options for Chris given his risk tolerance. Print for review.

- 1) Explain the differences between the Level and Traditional M&E. Which option is proprietary to New York Life?
- 2) What is the surrender charge schedule for the Premier Variable Annuity-FP Series?
- 3) What are the minimum and maximum ages to purchase this product?



- 4) How many investment options are available?

- 5) Does this product offer an income or withdrawal rider?

- 6) Explain the IPR – Investment Preservation Rider. What is the fee for the 10-year holding period? Can you lock in market growth with the IPR? If so, how often?

- 7) Explain the ADBR – Annual Death Benefit Rider. Up to what age does it stop locking in market growth?

- 8) Run an illustration using the information Simona provided. Answer the following questions using the quote.
 - a. What is the average fund fee?
 - b. What is the average Net Annual Return?
 - c. What is the Average Net Annual Return Maximum Fees?

- 9) Is there any liquidity with this product? If so, how do withdrawals impact the IPR and/or ADBR?



- 10) Chris would like to ease into the market over a period of time. Do we offer any solutions that would address this need?

- 11) What is the current fixed rate, and when can a client allocate to the fixed account?

- 12) Explain the fee comparison page of the illustration.

- 13) Are additional premiums permitted in this product? If yes, what are the minimum/maximum amounts allowed for qualified and non-qualified funds?

- 14) Are transfers between funds permitted? If yes, how many transfers are allowed per policy year?

- 15) What is the annual policy service charge? Under what circumstances can the fee be waived?

**Copy the NYL Wholesalers on every email
that includes new opportunities in their territory.**