The Advisor's Guide to Annuities

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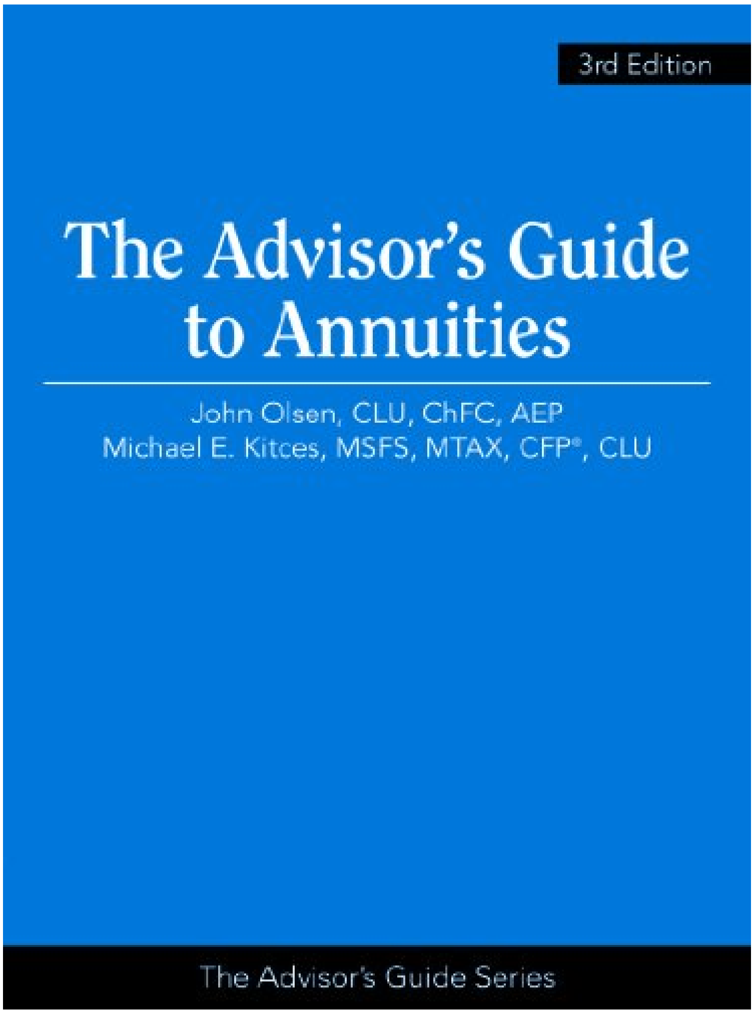

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John L. Olsen, MSFS, MTAX, CFP, CLU Kitces Michael : The Advisor's Guide to Annuities before purchasing it in order to gage whether or not it would be worth my time, and all praised The Advisor's Guide to Annuities:

0 of 0 people found the following review helpful. Well though out, very completeBy Edward SchaiderWell though out, very complete8 of 8 people found the following review helpful. I truly enjoyed reading this very thorough and clearly written reference book ...By Arthur R Prunier JrI truly enjoyed reading this very thorough and clearly written reference book covering annuities available within the U.S. marketplace. Pay heed to the book title, which tells you right away that it is targeted at financial professionals ("advisors"). If you are looking for an introductory book about annuities, other books will better fit your need. But if what you want is an authoritative and detailed guide to the subject matter, there is no need to search further. Order this book! (Or rather, order the latest 4th edition, which came out after I purchased this 3rd edition.)Amazingly, I didn't find any weaknesses in this book. The explanations are thorough, with numerous examples from the current annuity marketplace.Taxation of annuities, a very complicated

topic indeed(!), is covered exhaustively in Chapter 3 (Taxation of Annuity Death Benefits). The explanation here is probably as clear as is humanly possible given the nature of the Internal Revenue Code. But don't fool yourself - the topic IS complicated!Chapter 5 (Optional Benefits in Variable Annuities) has the very best coverage of Living Benefit Riders that I've encountered. If you've wondered about the sometimes subtle differences between GMIB's, GMAB's, GMWB's and GLWB's, then reading this book will enable you to understand the similarities and differences.My personal favorite topic was "The Great Debate: Are Annuities Good or Bad?" (Chapters 10 and 11). The authors dig into this topic in depth, discussing arguments about the strengths and weaknesses of the many types of annuities. I can honestly say that some of my personal objections about certain types of annuities were clearly and logically dispelled after reading these chapters. The authors' discussion made me THINK about the topic, and that is always valuable.

Designed for professionals who need to know how and when annuities work, The Advisorrsquo;s Guide to Annuities provides objective, impartial guidance on what annuities can and cannot do, their costs, and what risk-management features annuities offer. All delivered in easy-to-read language. Fully cited and sourced, this one-of-a-kind resource covers:raquo; New, vital information on the 12 suitability factorsraquo; The many aspects of annuities (their structure and variations)raquo; Investment and risk-management purposes for incorporating annuities into financial management plansraquo; Updated discussion of Living Benefits in deferred variable annuity contractsraquo; Tax traps that can get you into troubleraquo; Revised and updated material on the changing standard of care with regard to all annuity advisorsraquo; The effect of section 989J of the Dodd-Frank Act and its relation to the Suitability in Annuity Transactions Model Reg. of 2010The day when advisors could rely on the old, tried-and-true rules is long gone. This book covers key developments, including:raquo; Why having the clientrsquo;s deferred annuity payable to the Revocable Living Trust can get you suedraquo; The potential nightmares associated with annuities owned by or payable to a trustraquo; Determining who should be the owner and who should be the annuitantraquo; Whose death triggers which death benefit on the annuity yoursquo;re showing?raquo; Why the owner and annuitant should be the same personraquo; Why jointly held annuities can get you in troubleraquo; And much, much more!