INTERACTIVE SOFTWARE PRACTICE

RANKALYZER

- **Click the "Run Report" button in the RANKALYZER section of the NEW BUSINESS dashboard.**
- **Click the "New Report" button.**
- **Select your State, Client Age, Term, Reset Period(s), and Draw Down (*Leave Retro Pricing off).**
- **Click the "Print" button to either physically print the report, or to save it as a PDF.**
    - *What you want to point out to your client/prospect is that the rates shown are not accurate! These are the rates that correspond with the Carrier illustration, but they are based on today's crediting rates.*
- **Click the "New Report" button again.**
- **Leave everything the same, but turn on "Retro Pricing" (the button will turn blue)**
- **Click the "Print" button again to either physically print the report, or to save it as a PDF.**
    - *Now point out where the rates are based on actual back-testing. Draw their attention to the Par, Cap, Spread, Boost columns to show the rates from 10 years ago.*
    - *This proves that you are a step ahead of most of the agents selling Fixed Indexed Annuities. You don't show rates that are unrealistic! When you work with a client you set their expectations correctly!*

CHARTALYZER

- **Click the "Run Report" button in the CHARTALYZER section of the NEW BUSINESS dashboard.**
- **Click the down arrow in the "Index Option" box and select the Index you want to see.**
- **Click the "Display Charts" button.**
    - *Three charts will now be on your screen. The first chart shows you the Index performance from the most recent days close, going back 10 years.*
        - *This chart can be used to simply show the track record of the Index over the most recent 10 years. It can be useful to support an allocation to this Index in your sale, or it can be used against an Index being proposed by your competitor.*
    - *The second chart is a comparison of the Index you chose to the "INDEXALYZER Average". The INDEXALYZER Average is the average of every Index tracked at the Index Resource Center. The number of Indexes in this average will increase over time as more and more Indexes enter the Fixed Indexed industry.*
        - *This chart can be used similarly to the first one. It lends additional support to justify your allocations and to again be used against your competition.*
    - *The third chart is a comparison of the selected Index against Equities (represented by the S&P 500, well documented as a benchmark Index) and Bonds (represented by the Bloomberg US Agg as well documented bond benchmark)*
        - *The purpose of this chart is to show the strength of the selected Index. A good Index will track closer to equities and bonds. It is also useful when you are competing for a sale against a bond*

being purchased by your client/prospect. It also serves as a powerful way to demonstrate volatility control. If you select a vol control S&P Index and see it up against the actual S&P 500 you can ask the question, "Would you rather have 200% (example Par Rate) of the vol control version or 20% (example Par Rate) of the S&P 500?"

- **Click the down arrow again and select another Index.**
- **Click the "Display Charts" button to see the same charts on the new Index selected.**
  - *A good exercise is to look at a product you like and pull the charts for each of the Indexes used.*

COMPARALYZER

- **In the NEW BUSINESS dashboard click the "Run Report" button in the COMPARALYZER section.**
- **Click the "New Comparison" button.**
- **Enter the State, Client Age, Premium, Tax Status, click the down arrow to drop the Carrier box down and select the Carrier you want to use, click the down arrow to drop the Product box down and select the product you want to use, start with a 30% Draw Down, turn Retro Pricing on (it's blue when it's on), click the blue "See rates" link above the MYGA Rate box and look up the best 10-year MYGA rate and enter it in the box, click the "See rates" link above the Bond Yield box and obtain the highest bond yield and enter it in the box, click the "See rates" link above the CD Rate box and obtain the highest CD rate (you can use your local bank CD rate as well), enter a tax rate of 20% in the Tax Rate box then click the "Add New Annuity" box.**
- **A large table will appear on your screen with a list of all the crediting strategies in the Index product you selected. The last column is the "Allocation" section. For your first allocation, simply enter 25 into the top four strategies.**
  - *The "Total" number at the top of the column will read 100 and turn green. When you see this, you know you entered everything correctly.*
  - *Above that you will see the comparison numbers.*
  - *If you scroll to the bottom, you will see the chart comparing the different products*
- **At the top of the page click the "Print" button to either physically print the report or save it as a PDF.**
- **Click the "New Comparison" button and select a new carrier and product and repeat the process.**

INDEXALYZER

- **In the NEW BUSINESS dashboard click the "Run Report" button in the INDEXALYZER section.**
- **Click the "New Report" button.**
- **Enter the State, Client Age, Premium, Tax Status, click the down arrow to drop down the Carrier box and select a carrier, click the down arrow to drop down the Product box and select a product, start with a 30% Draw Down, and turn on "Retro Pricing" (it will turn blue)**
- **Click the "View Report" button**
- **The report will appear on your screen.**
  - *You will see your data entry to entered.*
  - *Then you will see each of the Indexes represented in the product.*
    - *The "Launch date" is the date the Index went live.*

        ▪ *You also get a short description of the Index so you can talk about it with your client/prospects.*
    - *Below that is the table that ranks the 10-year historical returns of each of the Crediting Strategies.*
    - *Next is the Strategy Comparison Chart showing the variance of the 10-year historical returns.*
    - *Next is the Diversification Optimizer that shows pre-set allocations examples. One of these is labeled "Custom". This allocation can be changed by clicking the "Custom Allocation" button and selecting any allocation you want to see.*
    - *The last section is the "Allocation Consent Affidavit". You can use this for to have the Client and you sign. The purpose of this form is to prove that you provided the research, and your client made the final allocation decisions. This satisfies the Carrier rules that some Carriers have about allocations.*
- **Scroll to the top and click the "Print" button to either physically print the report or save it as a PDF.**
- **Click the "New Report" button and select a new product or change the Draw Down.**

REVIEWALYZER PRO

- **Click the REVIEW BUSINESS link at the top of the page to launch REVIEWALYZER.**
- **Click the "Create New Case" button.**
- **Enter the First Name in the box, and the Last Initial in the box.**
    - *We use last initial only for the last name for security purposes.*
- **In the "Carrier/Product" box enter the carrier and product.**
    - *For this practice, enter "Athene/Performance Elite 10"*
- **In the "Policy Issue Date" you will enter the date the annuity was originally purchased.**
    - *For this practice, enter 2/27/2019.*
- **Then enter any state.**
- **Click the "Create" button.**
- **A window will appear telling you your entry was a success. Click the OK button.**

Use the following screenshot from an actual case for your practice:

What are the parameters for each interest crediting strategy for the upcoming year?

Strategy	Strategy Value (as of 1/30/2023)	Projected Total Rate of Return (as of 1/30/2023)[1]	Rates	Current Rate	Renewal Rate	Renewal Rate Guarantee Period
Fixed	$0.00	0.00%	Interest Rate	1.85%	1.85%	2/27/2023 - 2/27/2024
1-Yr Monthly Cap (SPX)	$0.00	0.00%	Cap Rate Participation Rate	1.85% 100.00%	1.85% 100.00%	2/27/2023 - 2/27/2024
1-Yr Point-to-Point (BNPIMAD5)	$173,192.98	0.00%	Participation Rate	95.00%	95.00%	2/27/2023 - 2/27/2024
1-Yr Point-to-Point (MSDIHDVA)	$0.00	0.79%	Participation Rate	70.00%	53.00%	2/27/2023 - 2/27/2024
1-Yr Point-to-Point (SPX)	$0.00	0.00%	Cap Rate Participation Rate	4.75% 100.00%	4.75% 100.00%	2/27/2023 - 2/27/2024
1-Yr Point-To-Point (SPX8UN2)	$0.00	0.00%	Participation Rate	50.00%	39.00%	2/27/2023 - 2/27/2024
1-Yr Point-to-Point (SGMDJMC2)	$0.00	0.00%	Participation Rate	40.00%	40.00%	2/27/2023 - 2/27/2024
2-Yr Point-to-Point (BNPIMAD5)	$0.00	0.00%	Participation Rate	135.00%	135.00%	2/27/2023 - 2/27/2025
2-Yr Point-to-Point (MSDIHDVA)	$0.00	6.16%	Participation Rate	85.00%	63.00%	2/27/2023 - 2/27/2025
2-Yr Point-To-Point (SPX8UN2)	$0.00	0.00%	Participation Rate Spread	100.00% 2.75%	100.00% 8.75%	2/27/2023 - 2/27/2025
2-Yr Point-to-Point (SGMDJMC2)	$150,000.00	0.00%	Participation Rate	85.00%	70.00%	2/27/2023 - 2/27/2025

- **Click the "+FIA Method" button.**
  - *This means add a Fixed Indexed Annuity Crediting Method. A window will appear.*
- **The first entry is the "Fixed" option. At the top of the window is a check box next to "Fixed Option", check that box.**
  - *On the statement there is $0.00 allocation, so enter that in the "Allocated Amount" box.*
  - *The Current rate is 1.85%, enter that into the "Current Fixed Rate" box.*
  - *The Renewal rate is 1.85%, enter that into the "New Fixed Rate" box.*
  - *Click the "Add Method" button*
- **Click the "+FIA Method" button again.**
- **Look at the next row in the statement.**
  - *The allocation amount is $0.00, enter that into the "Allocation Amount" box*
  - *The name of the strategy is 1-Yr Monthly Cap (SPX), this means the Reset is 1-yr. Drop down the list and select "1-Year" in the "Reset" box.*
  - *The (SPX) is the ticker symbol for the S&P 500. Drop down the "Index Option" box and select it.*
    - *They are in alphabetical order. You can type an "S" to get there quicker.*
  - *The "Monthly Cap" means it is a Monthly Sum Crediting Method. Drop down the "Crediting Method" box and select "Monthly Sum".*
  - *There is no fee referenced in the statement, so leave the "Fee" box empty*
  - *The statement lists the Current and the New Participation rate at 100%, enter that into both boxes un the "Par" section. (it may default to 100% already)*
  - *This is a "Cap" method, so enter the Current and New Cap in the respective boxes.*
  - *Click the "Add Method" button.*
- **Look at the next row in the statement and adding in the methods.**
  - *If you can't figure out the Index names, Google the ticker symbols.*
  - *Your final entry should look like the example below.*
    - *FYI, the 10 Year Returns may have slightly different numbers. This is due to the fact that we update the Index prices daily, so the numbers below were as of the creation date of this form.*

Allocation %	Allocation	Index Option	Reset	Crediting Method	Cur Par	New Par	Cur Spread	New Spread	Cur Cap	New Cap	Cur Fixed Rate	New Fixed Rate	10 Year Return	Action
0.00%	$0	Fixed Account	1 Year								1.85%	1.85%	**1.85%**	
0.00%	$0	S&P 500 (SPX)	1 Year	Monthly Sum	100%	100%			1.85%	1.85%			**1.55%**	
53.59%	$173,193	BNP Paribas MAD 5 (BNPIMAD5)	1 Year	Point-Point	95%	95%							**2.77%**	
0.00%	$0	Morningstar Dividend Yield Focus TV 5 TR USD (MSDIHDVA)	1 Year	Point-Point	70%	53%							**1.94%**	
0.00%	$0	S&P 500 (SPX)	1 Year	Point-Point	100%	100%			4.75%	4.75%			**3.12%**	
0.00%	$0	S&P 500 RC 8% (SPX8UN2)	1 Year	Point-Point	50%	39%							**2.65%**	
0.00%	$0	Janus SG Market Consensus II (SGMDJMC2)	1 Year	Point-Point	40%	40%							**1.82%**	
0.00%	$0	BNP Paribas MAD 5 (BNPIMAD5)	2 Year	Point-Point	135%	135%							**3.02%**	
0.00%	$0	Morningstar Dividend Yield Focus TV 5 TR USD (MSDIHDVA)	2 Year	Point-Point	85%	63%							**1.85%**	
0.00%	$0	S&P 500 RC 8% (SPX8UN2)	2 Year	Point-Point	100%	100%	2.75%	8.75%					**3.09%**	
46.41%	$150,000	Janus SG Market Consensus II (SGMDJMC2)	2 Year	Point-Point	85%	70%							**1.57%**	