

Finding A Safe Place

For Your Client's Money

Annuities were first introduced in the 1970s as a way for teachers to accumulate funds for retirement. Today annuities are offered to virtually every age group and demographic. As they grew in popularity, annuities gained variations that allowed persons to fund education opportunities, experiment with different levels of financial risk or meet long term care needs, to name a few. There are fixed annuities, variable annuities, market value adjusted accounts, and the list goes on and on. While the industry gets creative on new benefits, or twists to existing benefits, we want to bring your attention back to the fundamental value and attraction of annuities.

The original concept of the annuity was as an insurance product designed for the tax-deferred accumulation of funds for a later payout as income. **The most powerful attribute of the annuity** is the one feature typically ignored in the marketing of the product. That attribute is **the guaranteed payout of income that cannot be outlived**. However, fully 90% of all annuity benefits are paid out in lump sum cash payments, rather than income.

While accumulation of funds and the tax-deferral aspect are definitely attractive features of annuities, don't forget that only life insurers can guarantee that the income generated by the accumulation within the product will be available when it is needed and last as long as the person is receiving it. Many of your prospects and customers are looking for 'safe' places to put their money. Suggest an annuity!

Features of UA's Flexible Premium Annuity

Attractive Income Options

- Fixed amount (specific monthly payments)
- Fixed period (monthly payments for a specific period)
- Life income (two choices)
 - monthly checks to an individual
 - monthly direct deposit to an individual account



Tax-deferred Savings - funds increase more rapidly when there is no tax on interest earnings until they are withdrawn.

Liquidity - free withdrawal of interest earnings, available immediately. Seven-year withdrawal charge period for withdrawals (8-8-7-6-5-4-3); one withdrawal schedule per contract.

Simple to Start - Available to customers age 0-90. Minimum deposit is \$5,000; maximum deposit is \$100,000.

PLEASE NOTE: NEW INTEREST RATE

Effective **September 1, 2003**, the Lifestyle and Flexible Premium Annuity **guaranteed minimum interest rate will be 3% in approved states**. The remaining states will continue with the 4% minimum guarantee rate until that state is approved at 3%. Branch Offices will be notified of future approvals. We have updated the brochures to reflect this new change and also added a PASSform application. A special mailing will be sent to all Branch Offices announcing the new interest rate and including a sample app/brochure. Check the charts below for approvals.

The 3% FPA802 is available in states marked with an "X" beginning 9/1/03.									
AL		GA		MD	X	NM		TN	X
AK	X	ID	X	MI	X	NC	X	TX	
AR	X	IL	X	MN		ND	X	UT	X
AZ	X	IN	X	MS	X	OH		VA	X
CA	X	IA	X	MO	X	OK	X	VT	X
CO		KS		MT	X	OR		WA	X
CT	X	KY	X	NE	X	PA		WI	X
DE	X	LA	X	NV		RI	X	WV	X
DC		ME		NH	X	SC	X	WY	X
FL	X			NJ		SD	X		

The 3% Lifestyle Annuity is available in states marked with an "X" beginning 9/1/03.									
AL		GA		MD	X	NM	X	TN	X
AK		HI	X	MI	X	NC	X	TX	
AR	X	ID	X	MN	X	ND	X	UT	X
AZ	X	IL	X	MS		OH	X	VA	X
CA	X	IN	X	MO	X	OK	X	VT	X
CO		IA	X	MT		OR		WA	X
CT		KS		NE	X	PA		WI	X
DE	X	KY	X	NV	X	RI	X	WV	X
DC	X	LA	X	NH	X	SC	X	WY	X
FL	X	ME	X	NJ		SD	X		

NOW APPROVED!

The **Hospital and Nursing Home Waiver of Withdrawal charges** (not available in all states), formerly only available with the Flexible Premium Annuity, is now also available with the Lifestyle Annuity! This Waiver allows the annuitant to make a partial or complete withdrawal of their annuity funds without incurring any withdrawal charges as long as the following situations apply: A special mailing will be sent to all Branch Offices announcing the new withdrawal feature.