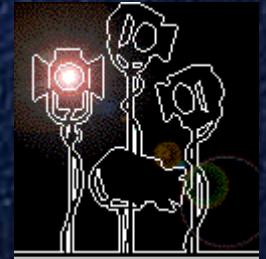
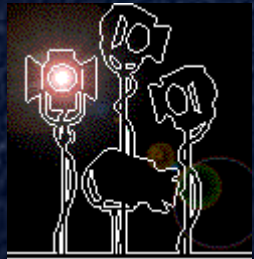


David Royer
Guaranty Income Life

Presents
for
Capital Care America



Three Market Strengths

- Traditional Fixed Annuities
- Multigenerational IRA
- Annuicare Rider

Guaranty Income Life Insurance Company (GILICO)

- ✓ **Founded in 1926**
- ✓ **79 Year Old Company**
- ✓ **Innovative Products and Friendly Service**

GILICO RE INSURERS A OR A+

- SCOTTISH RE
- GENERAL COLOGNE
- SWISS RE

Introducing The Flex Series

Flexibility With True Liquidity

Three Plans To Choose From

- ✓ **Flex 12 12 Yr. Surrender Period**
- ✓ **Flex 10 10 Yr. Surrender Period**
- ✓ **Flex 7 7 Yr. Surrender Period**
- ✓ **Full Commission to Age 85**

Three Plans To Choose From

- ✓ **Flex 12** 12 Yr. Surrender Period 8%
- ✓ **Flex 10** 10 Yr. Surrender Period 7%
- ✓ **Flex 7** 7 Yr. Surrender Period 5%
- ✓ **Full Commission to Age 85**

Bonus Annuities

- ✓ Built in 1% Bonus.
- ✓ Optional Bonus 2%,3% or 4%
 - **Corresponding Reduction in Commissions**
- ✓ Non-Qualified, Qualified, Stretch IRA

GILICO Has Consistently Credited Competitive Interest Rates On All Our Annuities



INDUSTRY LEADING LIQUIDITY

- ✓ Interest Monthly After 30 Days
- ✓ Cumulative Interest Anytime
- ✓ 10% FREE WITHDRAWAL (full accumulation value)
- ✓ RMD
- ✓ Surrender penalties apply to principal only

Comparison of Penalty Free Withdrawal All Interest Vs. 10% Free Withdrawal

Annuity Premium	5 % Interest for 7 Years	Total Value
\$100,000	\$40,710	\$140,710
100% of Interest Withdrawal	=	\$ 40,710
10% Free Withdrawal	=	\$ 14,071
Difference	=	\$ 26,639

Comparison of Penalty Free Withdrawal All Interest Vs. 10% Free Withdrawal YOU HAVE A CHOICE!!

		10% Withdrawal	Total Account Value			100% Interest Withdrawal	Total Account Value
Initial Premium \$100,000	@ 5% Interest for 7 Years			Initial Premium \$100,000	@ 5% Interest for 7 Years		
1 st Year		NA	\$105,000	1 st Year			\$105,000
2 nd Year		\$10,500	\$99,225	2 nd Year			\$110,250
3 rd Year		\$9,923	\$93,767	3 rd Year			\$115,762
4 th Year		\$9,377	\$88,610	4 th Year			\$121,551
5 th Year		\$8,861	\$83,736	5 th Year			\$127,628
6 th Year		\$8,374	\$79,130	6 th Year			\$134,010
7 th Year		\$7,913	\$74,778	7 th Year		\$40,710	\$140,710
Total Withdrawn		\$54,948	\$74,778	Total Withdrawn		\$40,710	\$100,000

THE BEST OF BOTH WORLDS

- 10% Annually end of 1st year or
- Cumulative Interest without restrictions
- Whichever is Greater

Commission Advantages

- ✓ Full Commissions Through Age 85
- ✓ No Chargebacks at Death



Election Of Beneficiary Spendthrift Protection Option

Let The Person Who Earned
The Money Decide

Medicaid Friendly

- ✓ Request to Change Annuitant
- ✓ Annuitant Change Endorsement

Although GILICO believes these endorsement conditions are required by Medicaid rules, GILICO does not guarantee or warrant that these changes will satisfy all current or future Medicaid rules and guidelines.

Summary

- ✓ GILICO's Flex Series Annuities Are Among The Finest Available
- ✓ Flexibility
- ✓ Liquidity
- ✓ Great Service
- ✓ 3% GUARANTEED

THE
NEW GENERATION
IRA
TURN THE CONCEPT INTO
REALITY!!!

This Meeting is About Three Concepts That Can Change Your Life:

- POSITIONING
- EMPOWERMENT
- MONEY IN MOTION

POSITIONING

- Positioning is the Number ONE Key to becoming Successful in the Financial Services Industry
- Being at the Right Place at the Right Time
- Find the Money in Motion
- Position Yourself to Capture it
- The Money in Motion today is in IRAs, 401Ks, and all other Qualified Retirement Accounts.

EMPOWERMENT

- IRA Distribution EXPERT
- Expert in Capturing the Qualified Money
- Empowered to take the Qualified Money away from the Broker and the Banker
- They are currently Controlling 90% of the Qualified Retirement Money in America
- It's all about Capturing MONEY in MOTION
- Training is the Key

Three Major Events in 36 Years: Millionaires Were Made

- By Term and Invest the Difference
- The Exploding Senior Market
- Baby Boomers and Pre-Baby Boomers
Qualified Plan Distribution
(\$14 Trillion Event)

The Present and Future of *Making a Million*

In the Financial Services Industry:

- Position yourself to Capture Money in Motion
- The Money in Motion TODAY is in IRAs, 401Ks, 403Bs, and all other Qualified Accounts

THE "STRETCH" HAS MANY NAMES

- Multi-Generational IRA
- Family Legacy IRA
- Multi-Stretch IRA
- Stretch-IRA
- Next Generation IRA
- New Generation IRA
- Family Stretch IRA

The Concept

- In 2002, the IRS reduced the amount of income “RMD” that you must take from your IRA beginning at age 70 1/2.
- That means there will be more money left in your IRA at death for your heirs.
- The inherited IRA may now be used to create a lifetime of income for children and grandchildren.

The Market

- MILLIONS of DOLLARS “LOST” IN THE MARKETS!!!!
- BABY BOOMERS are RETIRING with LARGE 401Ks, IRAs and other QUALIFIED PLANS!!!!
- THE PENDULUM IS SWINGING
- THE MARKET IN 5 YEARS
- THOSE WHO ARE TRAINED WILL DOMINATE!!!

\$14 TRILLION OF QUALIFIED MONEY

- IRAs
- 401Ks
- TSAs
- PENSIONS
- 90% IN THE HANDS OF STOCK
BROKERS AND BANKERS

Average Annuity sale

\$44,000

Average Stretch IRA Sale

Over \$200,000

Four Important Facts

- Most people DON'T HAVE MONEY. It's been tied up in their retirement accounts. They couldn't get it without BIG PENALTIES!!!!
- Most financial advisors know LITTLE or NOTHING about the STRETCH. The \$14 TRILLION IS "UP FOR
- GRABS!!!!"
- The Stretch IRA is HIGH MAINTENANCE!!! Brokerage Firms and Banks are NOT into maintenance.
- *You have the advantage!!!*

4 EASY STEPS TO STRETCH AN IRA

- 1 GUARANTEE THE PRINCIPAL
- 2 PRESENTATION SOFTWARE
- 3 CHOOSE THE **IDEAL** CUSTODIAN
- 4 IRA BENEFICIARY FORM

STEP #1

GUARANTEE

3%

ON 100%

STEP #2

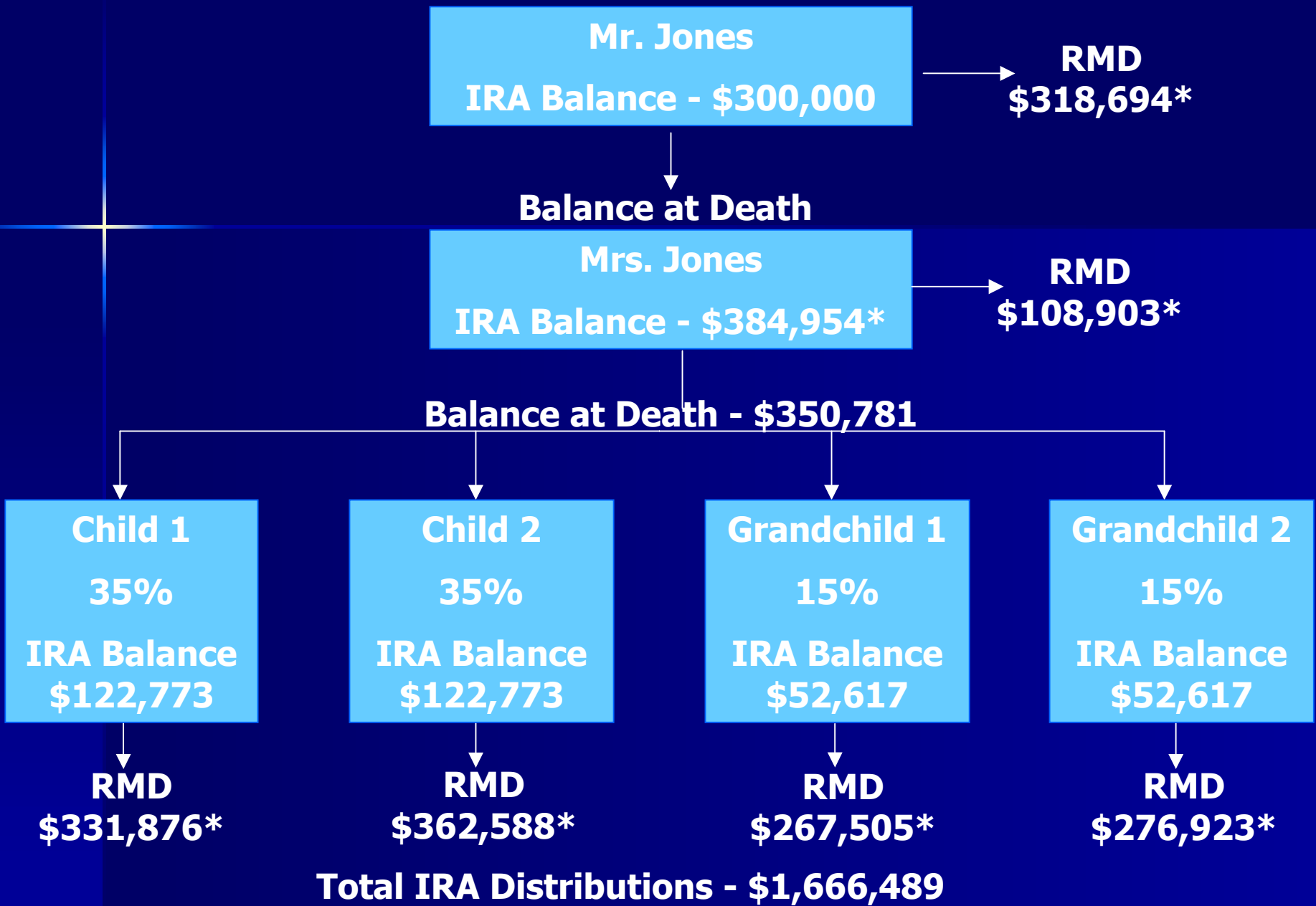


***Presentation
Software***

Example:

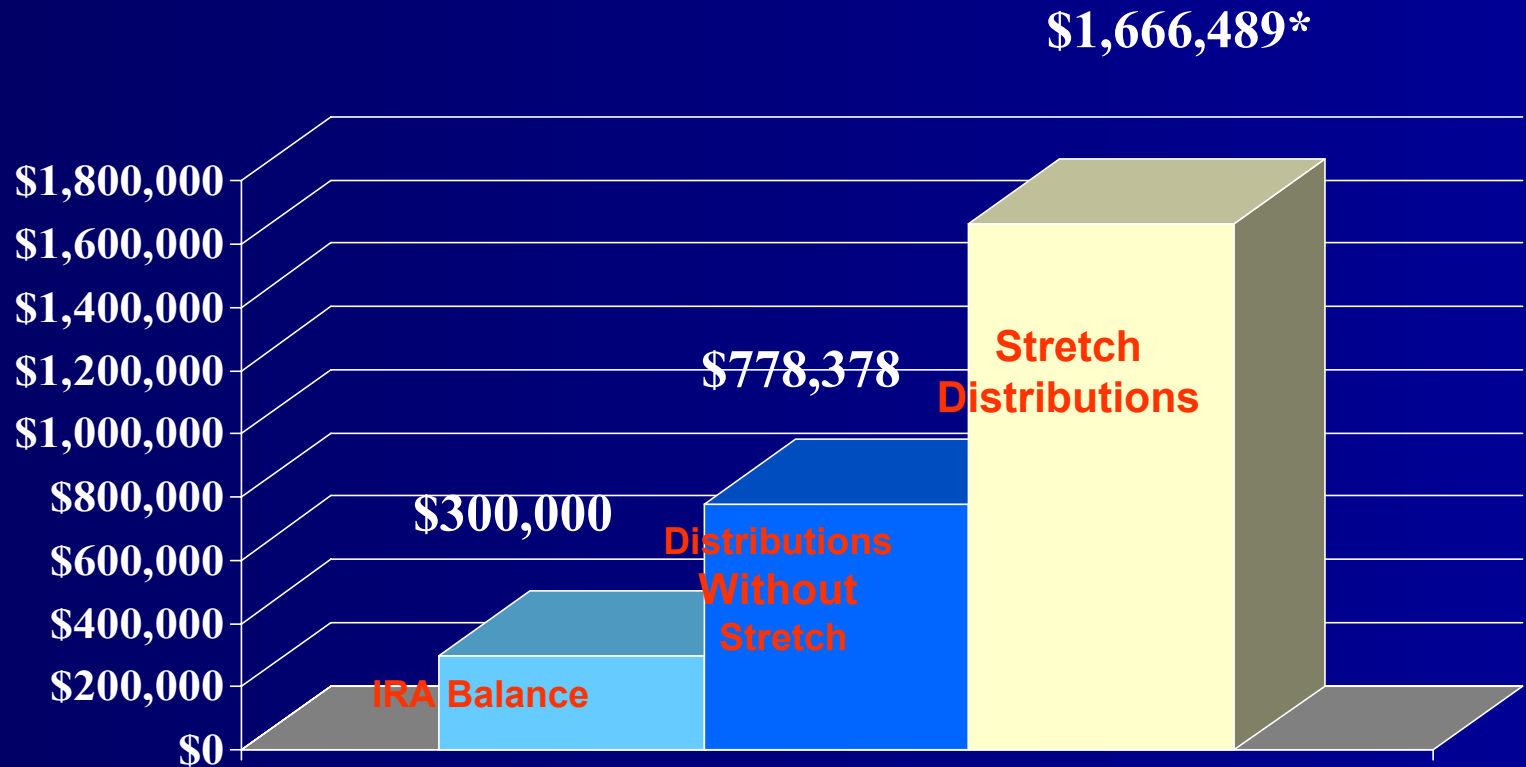
IRA Balance \$300,000

Mr. Jones	age	65
Mrs. Jones	age	64
Child 1	age	25
Child 2	age	22
Grandchild	age	5
Grandchild	age	4



* Assuming a 5% rate of return (3% guaranteed) and current mortality rates.

The Bottom Line



** Assumes a 5% rate of return.*

New Generation (stretch) IRA Software Provided by GILICO

- Easy to use.
- Easy to understand.
- Free
- Download from Web site
www.GILICOlink.com

Family Stretch IRA Proposal

<input checked="" type="checkbox"/>	Proposal Request for Stretch IRA	
<input checked="" type="checkbox"/>		
<input checked="" type="checkbox"/>		
<input checked="" type="checkbox"/>	Primary Beneficiary	
<input checked="" type="checkbox"/>		
<input checked="" type="checkbox"/>		
<input checked="" type="checkbox"/>	Contingent Beneficiary	
<input checked="" type="checkbox"/>		
<input checked="" type="checkbox"/>		
	<input type="checkbox"/>	<input type="checkbox"/>

STEP #3

CHOOSE THE IDEAL
CUSTODIAN

THE MOST IMPORTANT
ISSUE!!!!

My Recommendation

- Transfer your qualified money into an annuity that is *administered* by an insurance company.

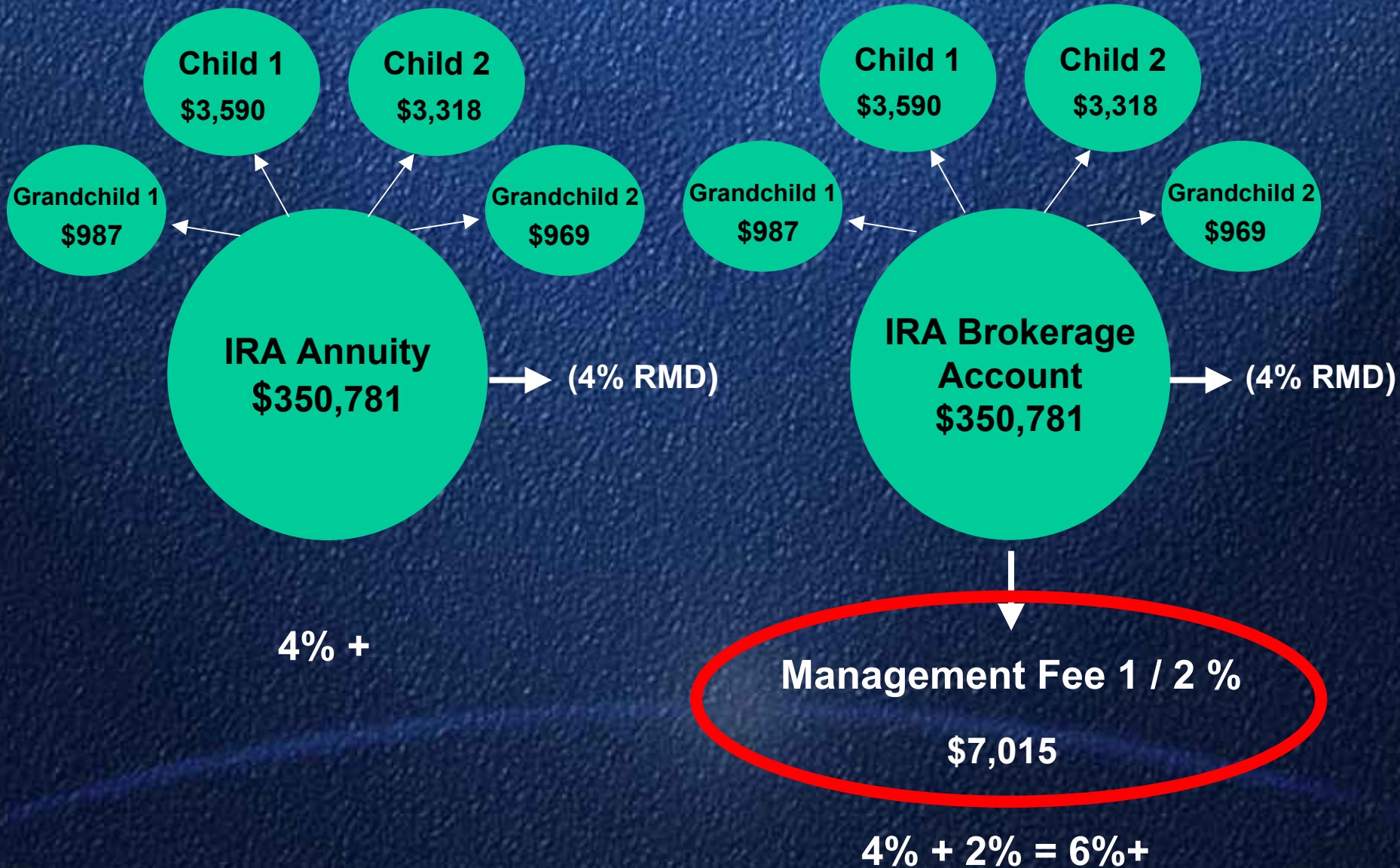
WHY?

- Stock Brokers ?
- Bankers?

The Ideal Custodian Should Offer The Following Benefits

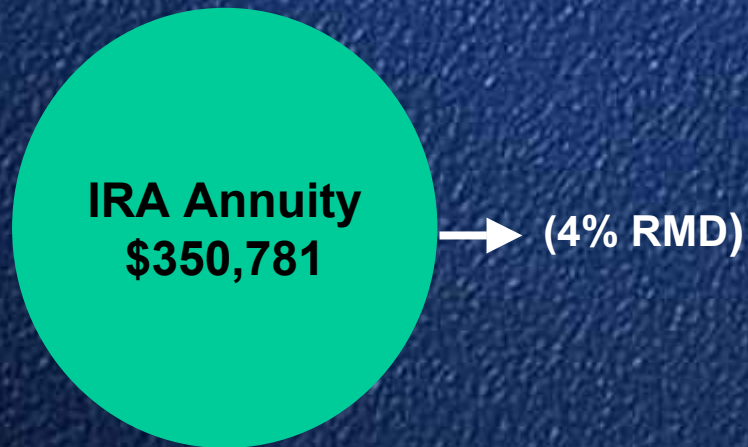
- Guarantee the principal.
- Guarantee 3% *minimum* rate of return.
- Administer the distribution to all of your beneficiaries at **NO COST**.
- Provide a binding beneficiary document that will *control* the distributions after your death.

The Ideal "Stretch" Custodian

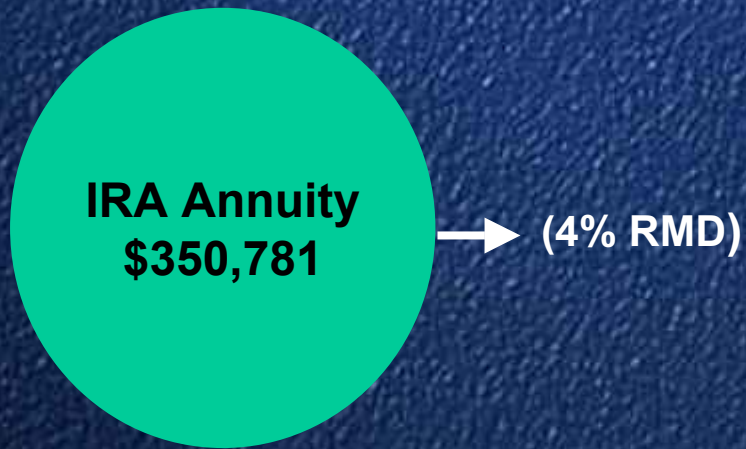


The Ideal “Stretch” Custodian

The Ideal “Stretch” Custodian



The Ideal “Stretch” Custodian

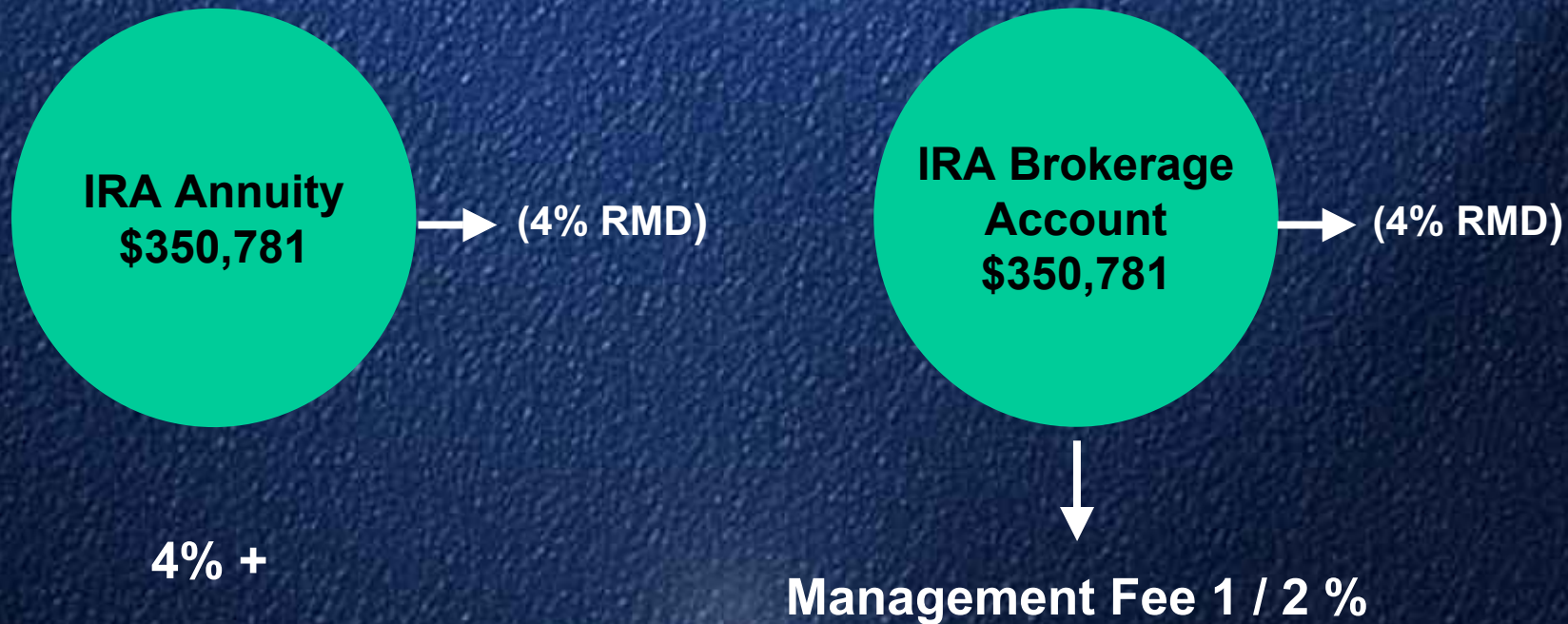


4% +

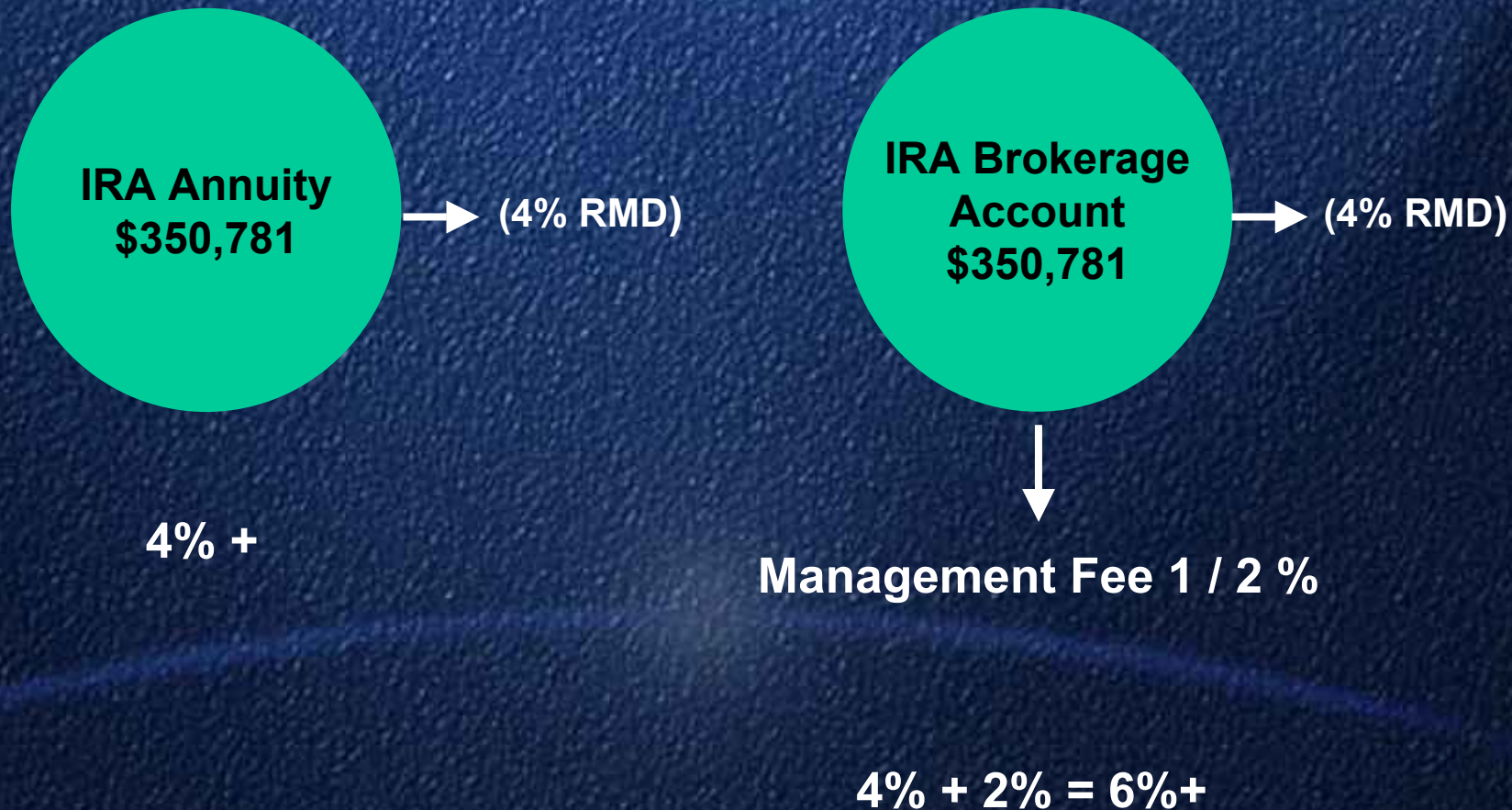
The Ideal “Stretch” Custodian



The Ideal “Stretch” Custodian



The Ideal “Stretch” Custodian



The Ideal “Stretch” Custodian



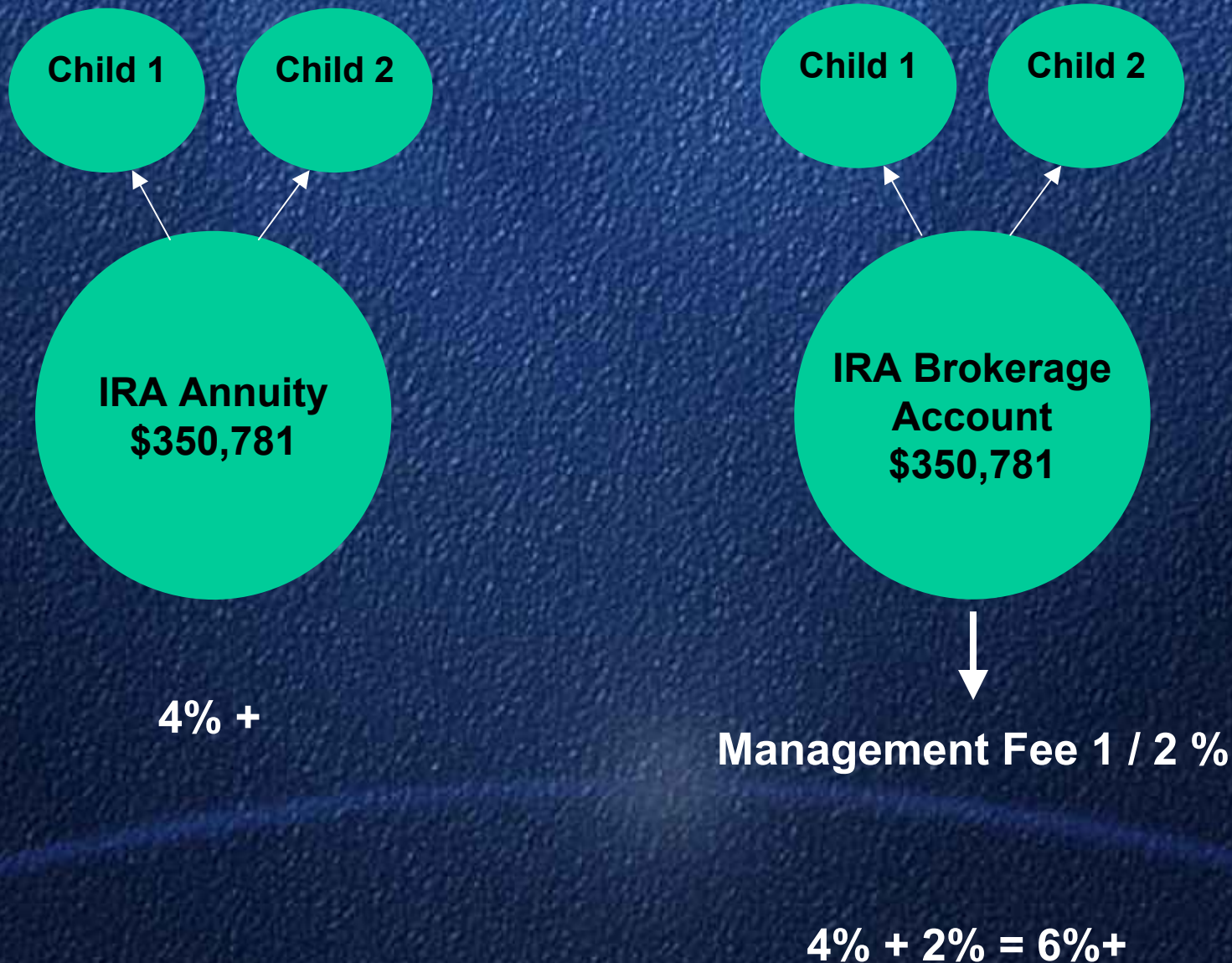
4% +



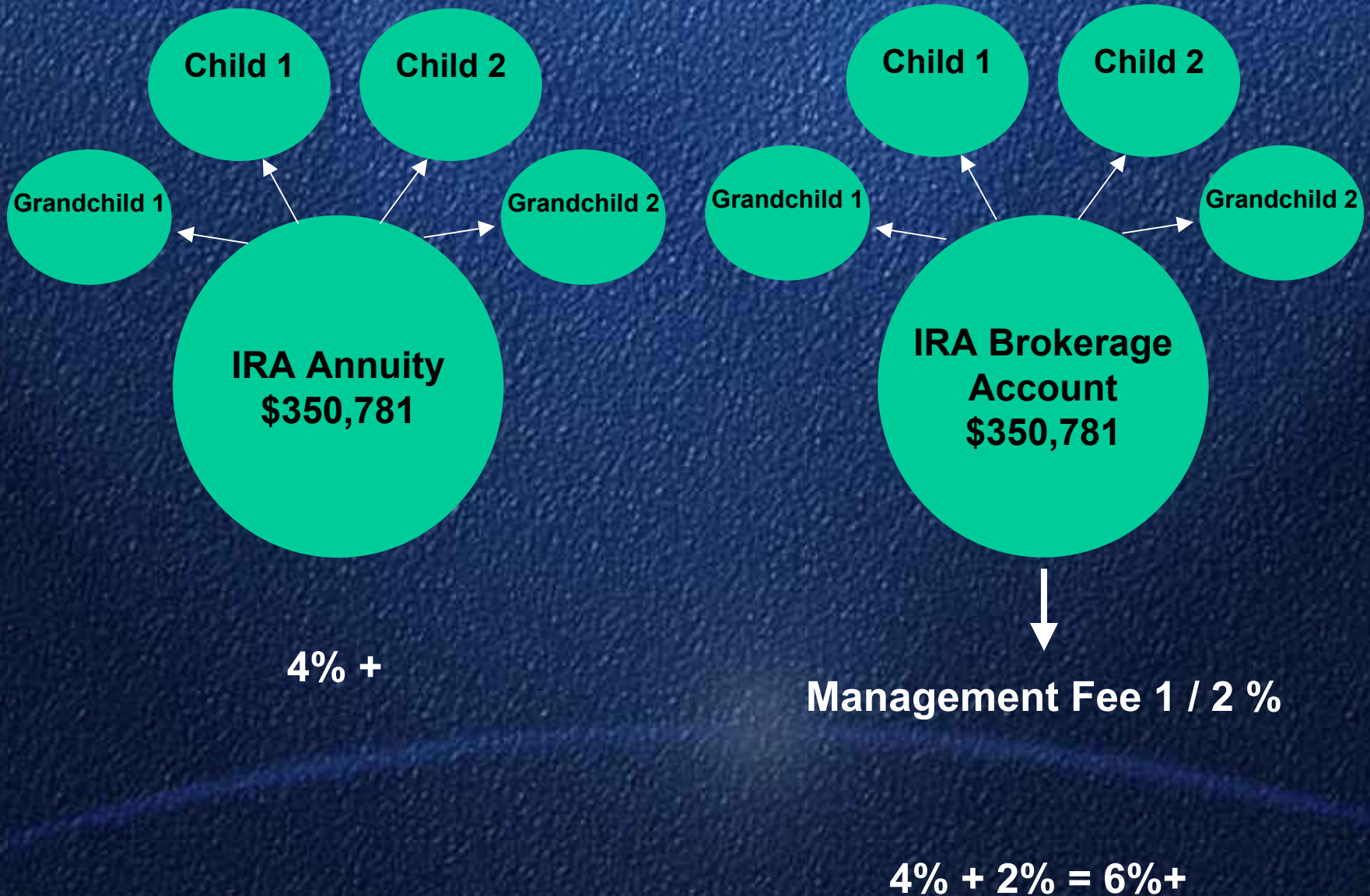
Management Fee 2 / 3 %

4% + 2% = 6%+

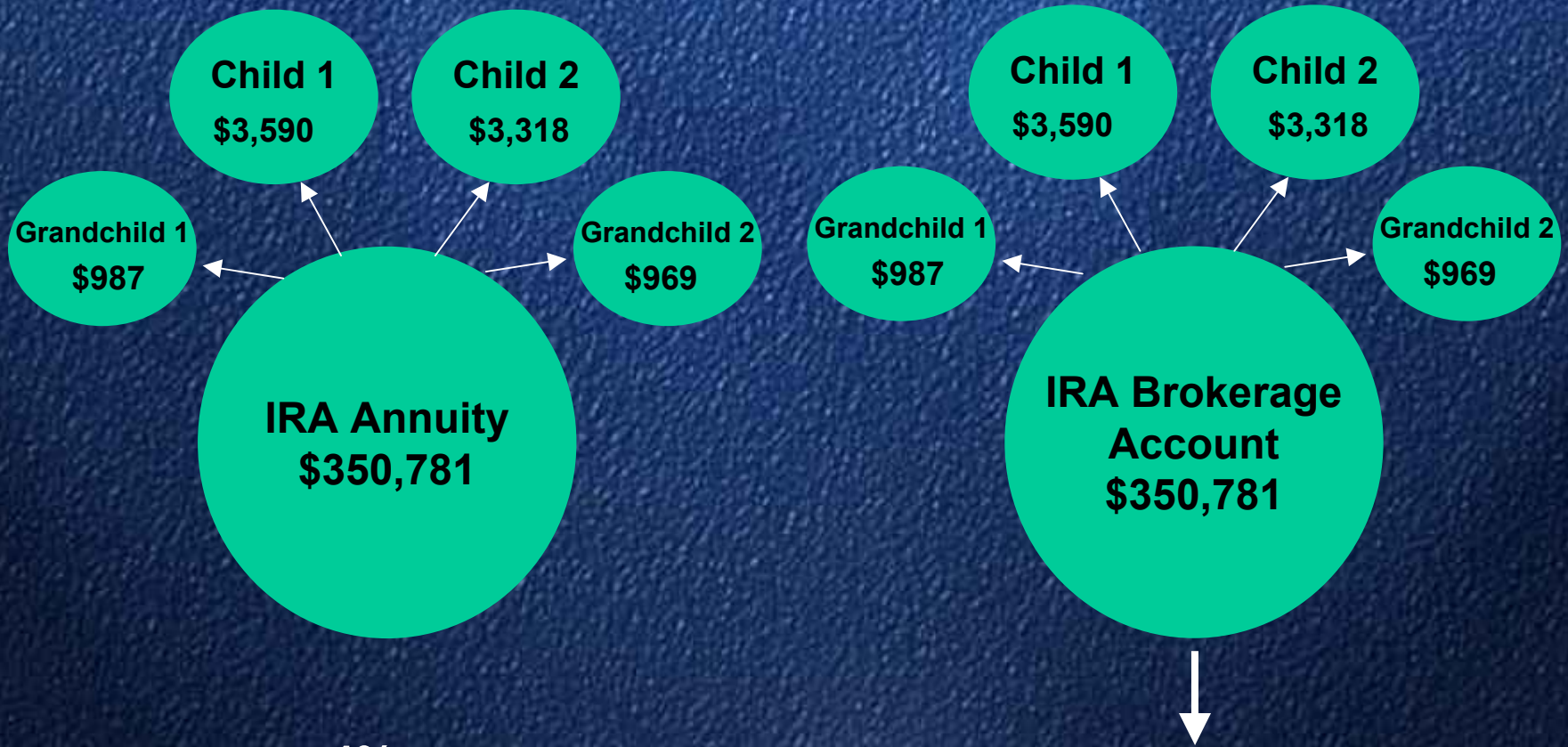
The Ideal “Stretch” Custodian



The Ideal “Stretch” Custodian



The Ideal "Stretch" Custodian

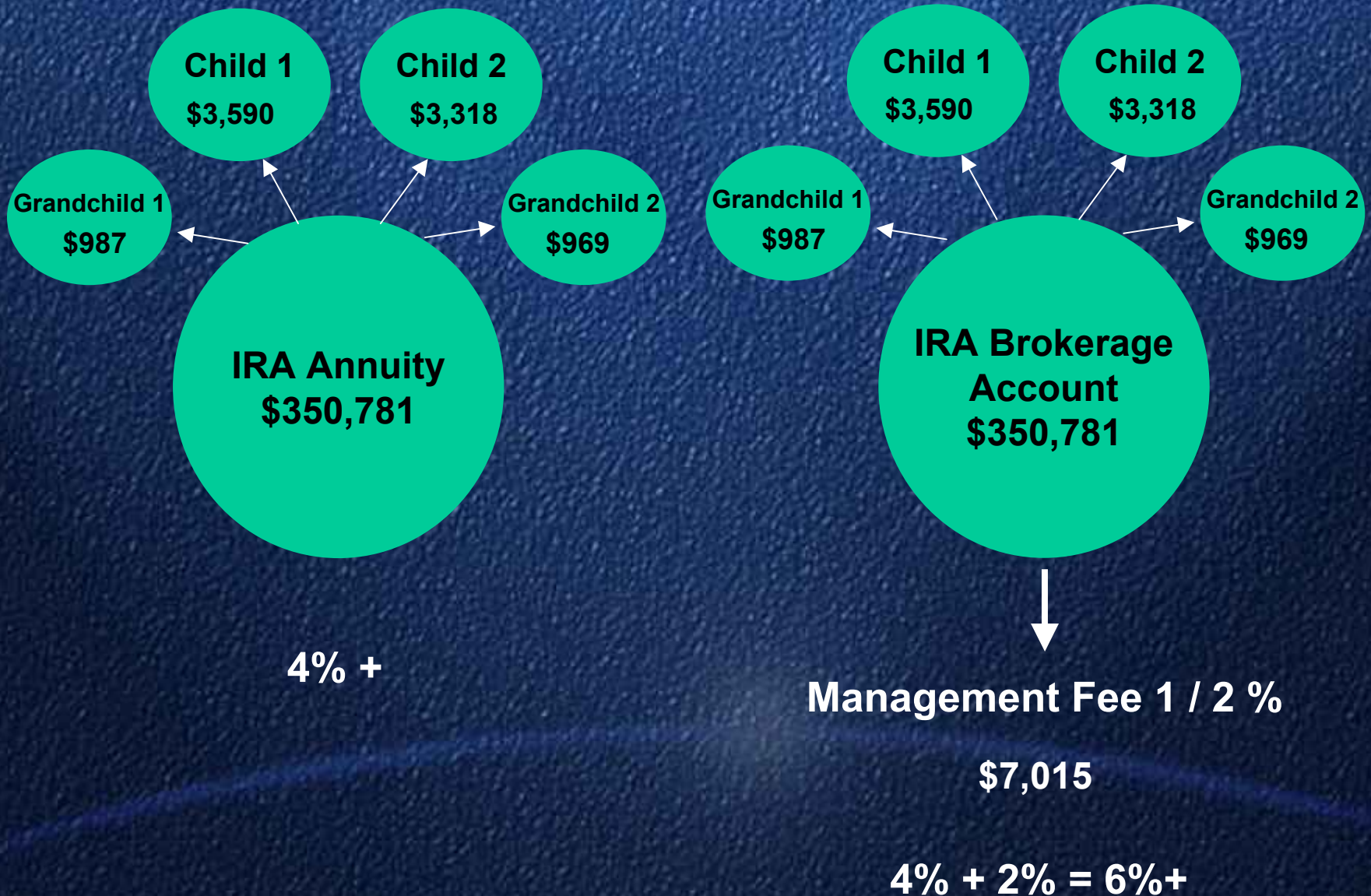


4% +

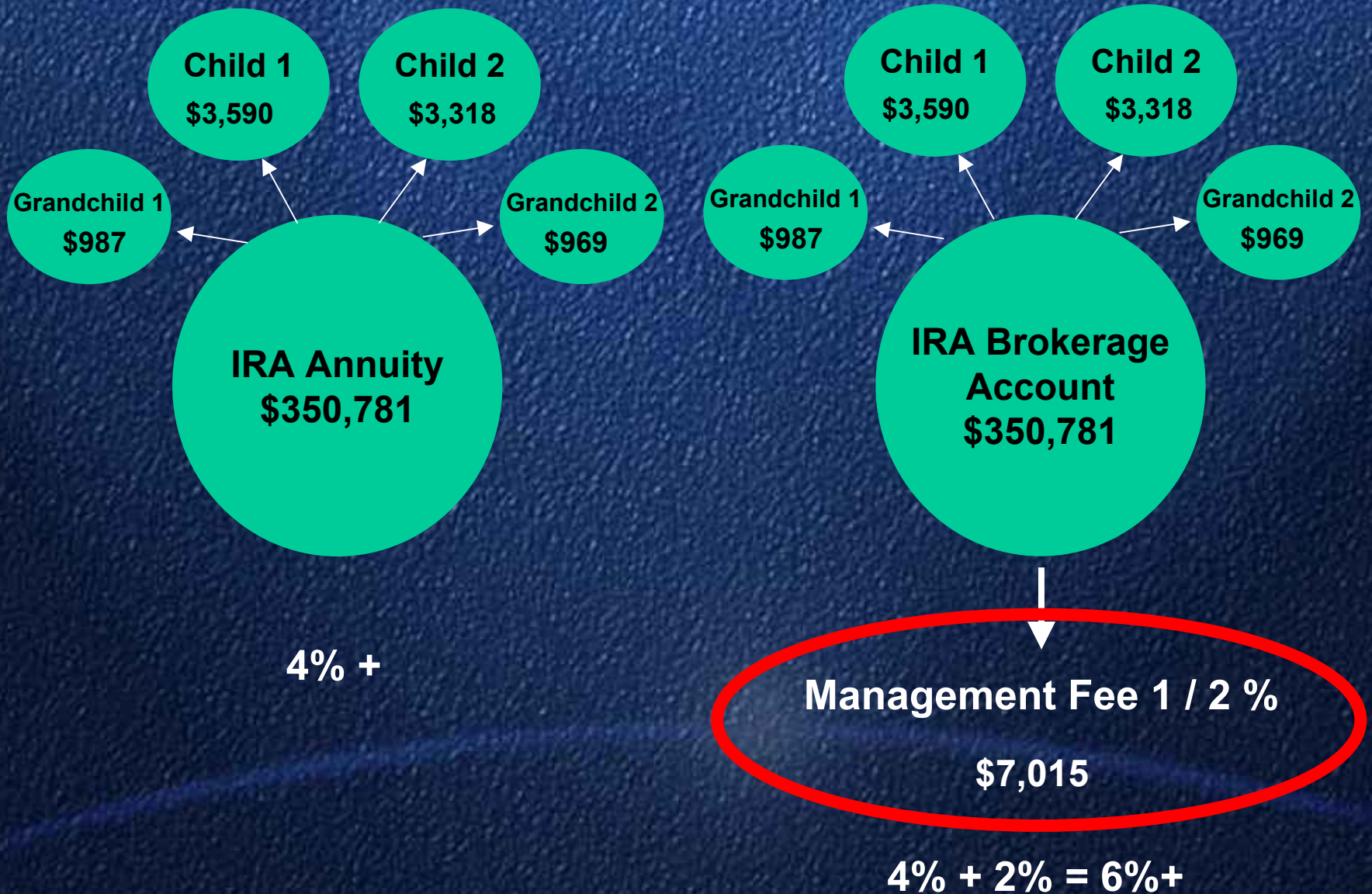
Management Fee 1 / 2 %

4% + 2% = 6%+

The Ideal "Stretch" Custodian



The Ideal "Stretch" Custodian



For over 200 years, the insurance industry has been in the business of making lifetime distributions to beneficiaries at no cost!!!

Payouts ADMINISTERED Through ANNUITIES

- All State Lotteries
- Court Awarded Recipients
- School Teachers
- Non Profit Entities
- Churches
- Pension Recipients
- And Others

My Recommendation

- Transfer your qualified money into an annuity that is *administered* by an insurance company.

STEP #4

A BENEFICIARY FORM THAT
TAKES THE CONCEPT TO
REALITY

The “Separate Account Rule”

Each beneficiaries share must be placed into a separate account. If separate accounts are not established all beneficiary’s RMDs will be based on the life expectancy of the “OLDEST BENEFICIARY”

IRA Owner Has Two Options To Set Up Beneficiaries

- ✓ Pass Through Trust As Beneficiary
- ✓ IRA Beneficiary Form

When To Consider A Trust

1. Beneficiary Is A Minor
2. Beneficiary Is Incompetent Or Disabled
3. Beneficiary Will Need Help Managing The Inherited IRA
 - Large IRA
 - Potential Of Divorce
4. Second Marriage
 - Spousal Rights
 - Children From A Prior Marriage

Downside of Naming a Trust as Beneficiary of an IRA

The Trust Must Be Valued Under IRS Regulation
401(a)(9)-4,A-5

1. Valid Under State Law
2. Irrevocable At Death
3. Identifiable Beneficiaries (Rule of 98.6)
4. The Trust Must Be Provided To The Custodian No Later Than October 31st In The Year Following Death.

If the Trust Meets the Four Rules and Is Valid, There Are Still Some Problems.

- ✓ Separate Account Rule
- ✓ Life Expectancy of the Oldest Beneficiary
- ✓ The Value Of The Stretch Is Diminished To the Younger Beneficiaries.

If the Trust Fails To Be Valid Under
IRS Rule 401(a)(9)-4,A-5,

*The Stretch Is Lost
Forever!!*

The Six Reasons You May Not Want To Name A Trust As Beneficiary Of an IRA

1. Four Rules to Be Valid
2. Not Valid (Lose The Stretch)
3. Separate Account Rule (Oldest Beneficiary)
4. Trust Attorney (Stretch Expert?)
5. Agent Can Lose Control At
The Point Of Sale
6. Cost

The Ideal Custodian Is the Ideal
Solution To The Pitfalls Of Naming
A Trust As Beneficiary.

The Solution

Use An IRA Beneficiary Form
Acceptable To The Insurance
Company And To The IRS

The Guaranty Income IRA

Beneficiary Form Addresses all the Key issues

- Definitions
- Three Choices of Restriction
- Beneficiaries Rights
- Spouses Rights
- Beneficiaries Under Age 18
- Presumption of Death
- Separate Account Rule
- RMD Arrangements for the IRA Owner while Still Living

The Six Advantages Of Using The Insurance Company's IRA Beneficiary Form

1. Cost
2. Separate Account Rule
3. The Client can Control The Distribution
 - Restricted
 - Partially Restricted
 - Non-restricted

4. Simple

5. No Need For A Trust

6. The Agent / IRA Expert Is In Control
Of All Aspects Of The Sale.

How Do You Pull It All Together?

The Client Presentation

The New Generation IRA

Get the most out of your IRAs and
401Ks and other qualified
retirement accounts!!

Significant New Tax Laws Were Enacted in 1999 and 2002

These new laws benefit you in many ways, and include **reducing the payout requirement** (“RMD”) from your qualified retirement plan.

Taxes Are Due When Most IRAs and 401(k)s Are Distributed.

You must begin distribution no later than age 70 ½*.

***Excludes Roth IRAs.**

Why Choose A New Generation IRA?

Choosing a New Generation IRA rather than a lump sum distribution can mean a legacy of lifetime income for you, your spouse, children, and grandchildren.

How Does The New Generation IRA Work?

- A lower RMD means there is more money left in your IRA at death.
- The remaining money can be paid to your beneficiaries over their lifetimes.
- The new tax laws now allow you to increase the payout from your IRA/401(k) to as much as five(5) times its original value.*
- \$300,000 can pay out as much as \$1.5 million over several generations.*

* Assuming a 5% rate of return (3% guaranteed) and current mortality rates.

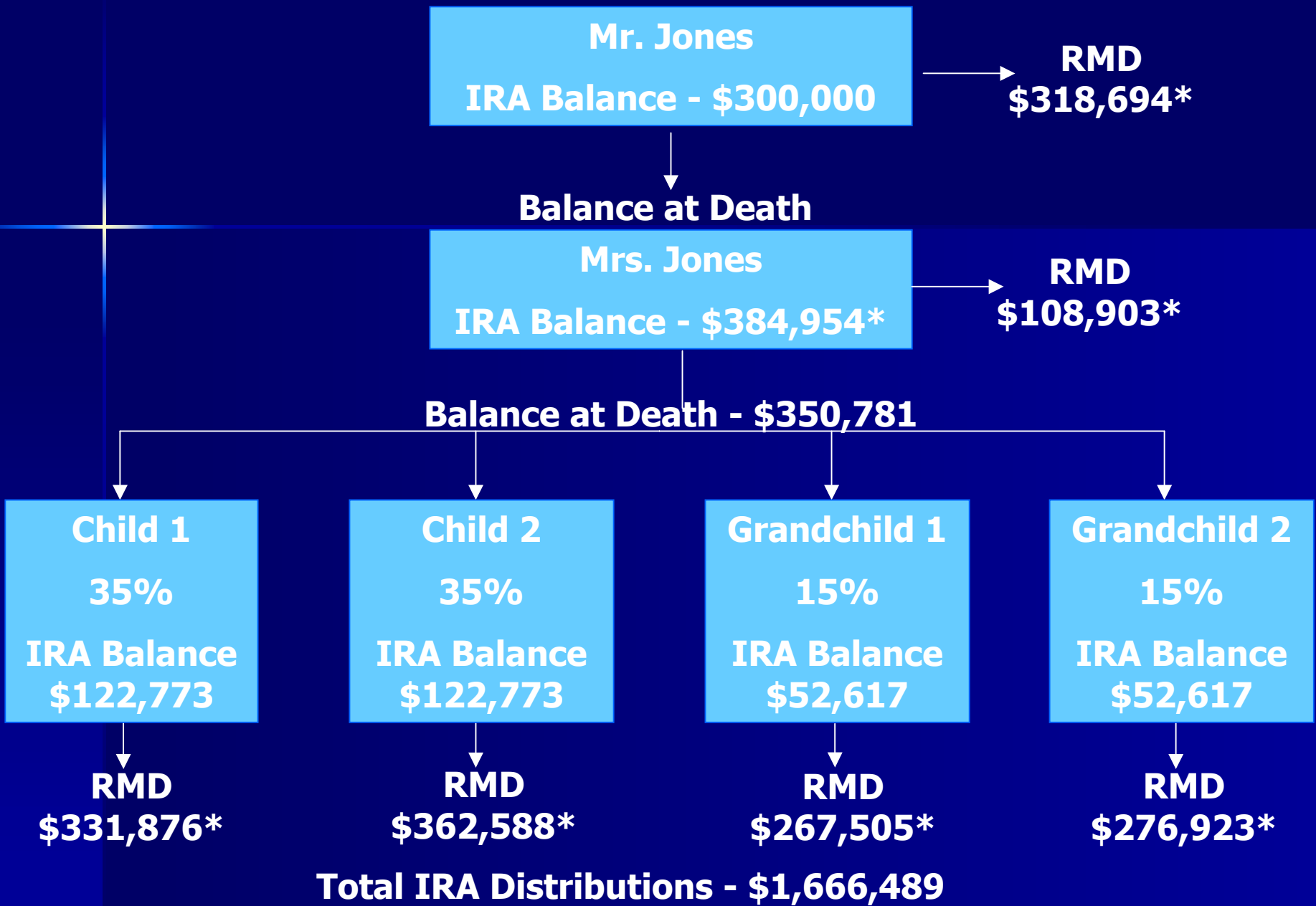
What Are The Advantages?

- Reduce your federal income tax.
- Possibly reduce income tax on your Social Security.
- A lasting legacy - not a tax burden to your spouse and children.
- Peace of mind that years of savings will not be depleted by the IRS.

Example:

IRA Balance \$300,000

Mr. Jones	age	65
Mrs. Jones	age	64
Child 1	age	25
Child 2	age	22
Grandchild	age	5
Grandchild	age	4



* Assuming a 5% rate of return (3% guaranteed) and current mortality rates.

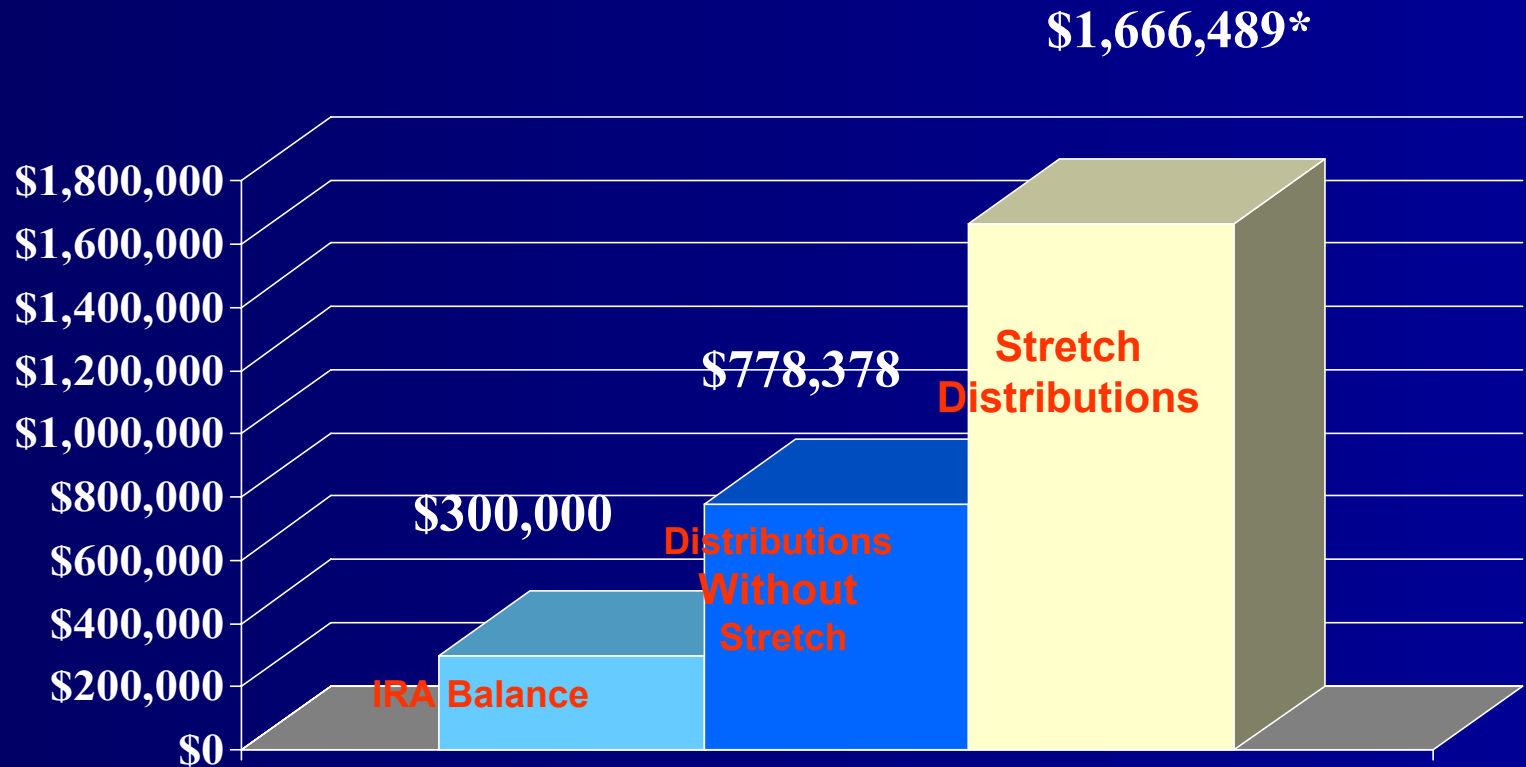
Beginning IRA Balance

\$300,000

Generation	Name	Relationship	Years	Distributions*
1	Mr. Jones	Owner	21	\$318,694
1	Mrs. Jones	Spouse	4	\$108,903
2	Child #1	NA	35	\$331,876
2	Child #2	NA	37	\$362,588
2	Grandchild #1	NA	54	\$267,505
2	Grandchild # 2	NA	55	<u>\$276,923</u>
Total IRA Distributions:				\$1,666,489*

* Assuming a 5% rate of return (3% guaranteed) and current mortality rates.

The Bottom Line



* Assuming a 5% rate of return (3% guaranteed) and current mortality rates.

Reposition Your Qualified Stock Accounts and CDs To A New Generation IRA By Doing Just Two Things:

- Request an illustration of the NEW GENERATION IRA
- Choose the best custodian for your NEW GENERATION IRA

The Ideal Custodian Should Offer The Following Benefits

- Guarantee the principal.
- Guarantee 3% *minimum* rate of return.
- Administer the distribution to all of your beneficiaries at no cost.
- Provide a binding beneficiary document that will *control* the distributions after your death.

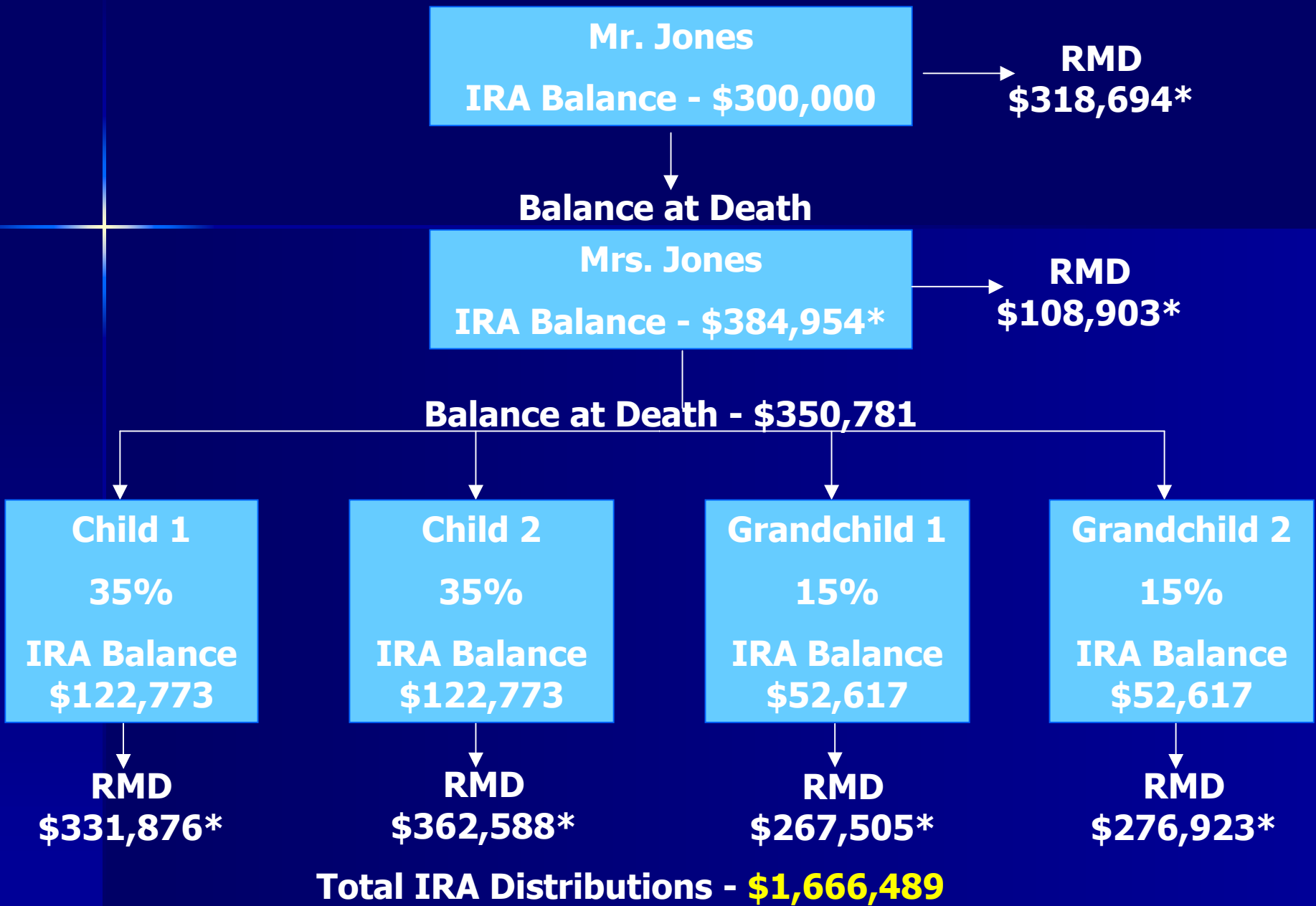
**To Get Started, I'll Need
Some Information To
Make Your Personalized
Illustration.**

STRETCHING A ROTH IRA

SHOULD I CONVERT MY IRA TO A ROTH IRA????

- Let's go back to the Jones family
- \$300,000 IRA (two children and two grandchildren)
- In the tradition IRA using the "STRETCH" \$300,000 stretched to \$1,666,000
- Let's see what would happen if the Jones family converted to a "ROTH"
- Using the same interest rate and mortality assumptions.

TRADITIONAL IRA



* Assuming a 5% rate of return (3% guaranteed) and current mortality rates.

*CONVERTED TO A ROTH-TAXES
PAID OUT OF THE IRA*

ROTH IRA Mr. Jones
IRA Balance - \$200,000

Balance at Death

ROTH IRA Mrs. Jones
IRA Balance - \$557,191*

Balance at Death - \$677,270

Child 1

35%

IRA Balance
\$237,045

RMD

\$640,771*

Child 2

35%

IRA Balance
\$237,045

RMD

\$700,059*

Grandchild 1

15%

IRA Balance
\$101,591

RMD

\$516,474*

Grandchild 2

15%

IRA Balance
\$101,591

RMD

\$534,650*

Total IRA Distributions - \$2,391,954

** Assuming a 5% rate of return (3% guaranteed) and current mortality rates.*

*CONVERTED TO A ROTH -
TAXES PAID FROM OTHER NON
IRA FUNDS*

ROTH IRA Mr. Jones
IRA Balance - \$300,000

Balance at Death

ROTH IRA Mrs. Jones
IRA Balance - \$835,787*

Balance at Death - \$1,015,904

Child 1

35%

IRA Balance
\$355,566

RMD

\$961,144*

Child 2

35%

IRA Balance
\$355,566

RMD

\$1,050,085

Grandchild 1

15%

IRA Balance
\$152,386

RMD

\$774,691*

Grandchild 2

15%

IRA Balance
\$152,386

RMD

\$801,976*

Total IRA Distributions - \$3,587,896

** Assuming a 5% rate of return (3% guaranteed) and current mortality rates.*

TO ROTH OR NOT TO ROTH?

- TRADITIONAL IRA
\$300,000 = \$1,666,489 **TAXABLE**
- ROTH AFTER CONVERSION
\$200,000 = \$2,391,954 **TAX FREE**
- ROTH AFTER CONVERSION-TAX PAID WITH
NON IRA FUNDS
\$300,000 = \$3,587,896 **TAX FREE**
- IF THE OWNER AND SPOUSE DON'T NEED
TO TAKE DISTRIBUTIONS CONSIDER
CONVERTING TO A ROTH

WHEN CAN YOU CONVERT FROM A TRADITIONAL IRA TO A ROTH?

- Adjusted gross income can not exceed \$100,000
- Can not file married-separate
- AGI (\$100,000) is the same for single and married-joint returns
- The income generated by the conversion is taxable but is not included in the (AGI) \$100,000 limit
- There is no limit to the amount you can convert!!!

ESTATE TAXES

"ESTATE TAX" AND THE "STRETCH" IRA

- Proper planning today can prevent estate and income taxes from gobbling up your IRA
- Without a well thought out plan over 80% of your IRA could go to the IRS
- Knowing how to take advantage of the DOUBLE estate tax exemption could save hundreds of thousands in taxes
- This is the biggest TAX TRAP of all time!!!

THREE THINGS YOU MUST KNOW

- Your spouse can not inherit your estate tax exemption
- If you leave your IRA to your spouse your children will not be able to take advantage of your estate tax exemption
- If you have a large estate and your spouse won't need your IRA you should consider bypassing your spouse and leaving your IRA directly to your children and grandchildren

Estate Tax – The Stretch

	Estate Tax Exemption	Top Estate Tax Rate
2005	\$1.5 M	47%
2006	\$2.0 M	46%
2007	\$2.0 M	45%
2008	\$2.0 M	45%
2009	\$3.5 M	45%
2010	<i>*Estate Tax is Nullified</i>	<i>*0</i>
2011	\$1.0M	55%

**The Economic Growth and Tax Relief Reconciliation Act of 2001*

The Smith Family

- Mr. Smith has a gross estate of \$3 million. \$2 million is in his IRA and the balance is in non-liquid assets.
- Mrs. Smith has \$1 million in her IRA.
- They have 1 child (Jim) who will inherit all after Mr. and Mrs. Smith die.
- That's \$3 million of qualified money and \$1 million non-liquid (\$4 million total)
- The \$1 million non-liquid is the family home.
- Jim would never sell the family home!!!

The Stretch “Without” an Estate Tax Plan

Mr. Smith dies in 2007 leaving all his assets to Mrs. Smith. Mrs. Smith dies in 2008 leaving the combined estate of \$4 million to their only son JIM.

The Stretch Without An Estate Tax Plan

Mr. Smith Dies in 2007

\$2 Million IRA

½ Home \$500,000

Mrs. Smith Dies in 2008

\$3 Million IRA

\$1 Million Home



***Estate Tax Exemption Lost**

Jim Smith Inherits

\$3 Million IRA

\$1 Million Home

\$4 Million Total

\$4,000,000	Inheritance
- <u>2,000,000</u>	Estate Tax Exemption
\$2,000,000	Estate Taxable
<u>45%</u>	Estate Tax
\$900,000	Estate Tax
<u>\$297,000</u>	33% Income Tax
\$1,197,000	Total Tax

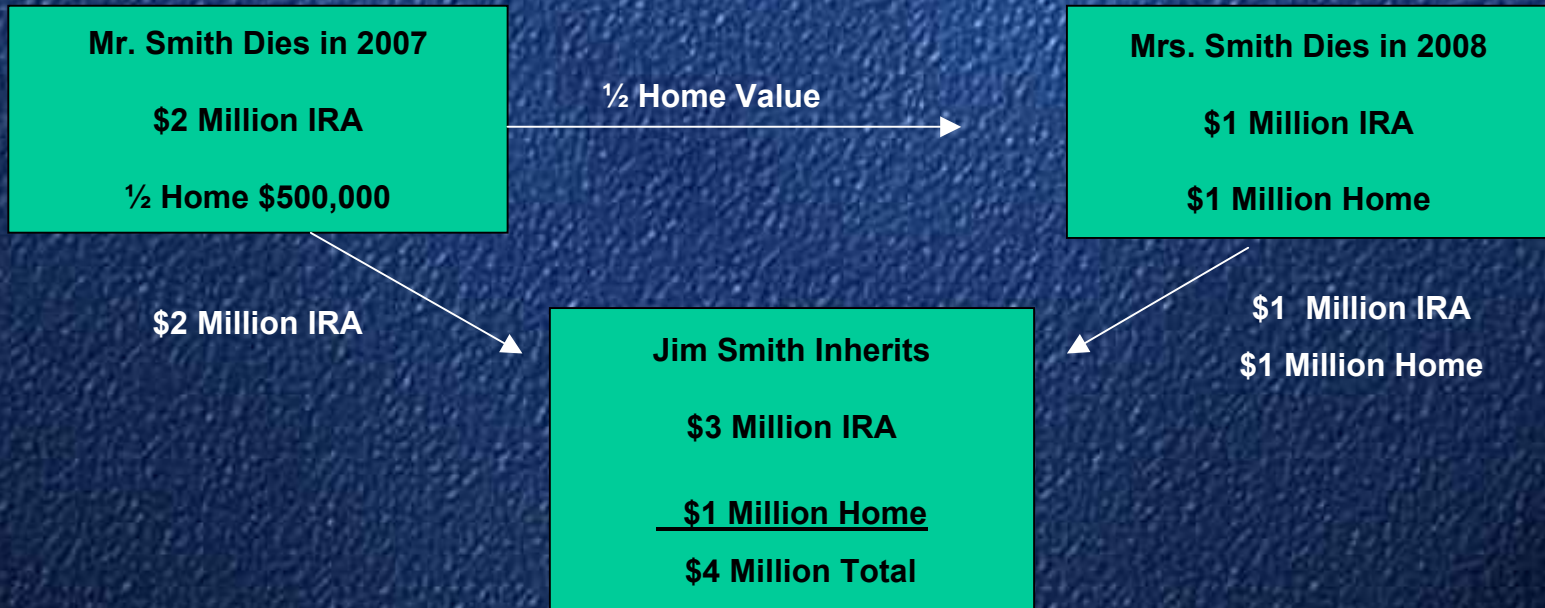
\$3,000,000	IRA
- <u>1,197,000</u>	Taxes
\$1,803,000	Left to Stretch

The Stretch “With” an Estate Tax Plan

Mr. Smith dies in 2007 leaving his IRA directly to his son Jim (\$2million) and the \$1 million home is now in the estate of Mrs. Smith

Mrs. Smith dies in 2008 and leaves the family home and her IRA (\$1 million) to her son Jim.

The Stretch With An Estate Tax Plan



\$4,000,000	Inheritance
<u>-4,000,000</u>	Estate Tax Exemption
= 0	Estate Tax
\$3,000,000	IRA
\$3,000,000	Left To Stretch

Jim Smith inherits at age 40 His life expectancy is 43 years

- \$3,000,000 will stretch to \$11,197,963
- \$1,803,000 will stretch to \$6,729,992
- How much will Jim lose? \$4,467,971

- Why? Because of \$1,197,000 of *unnecessary* Estate and Income Taxes

- Assumes a 5% rate of return

What did we learn?

- If your client has a large IRA and lots of other property you should take into account Estate Taxes
- The worst place to get the money to pay Estate Taxes is from an inherited IRA. It will trigger Income Taxes in addition to Estate Taxes
- If your spouse won't need your IRA it might be good advise to bypass the spouse and leave your IRA directly to your children
- Bypassing the spouse can double the Estate Tax Exemption for your children

Is there a better source of liquidity to pay Estate Taxes on your IRA?

- If you don't have enough nonqualified money you can withdrawal funds from your IRA to purchase life insurance providing tax free dollars to pay Estate Taxes
- To avoid estate tax on the life insurance you can use your \$11,000 annual gift tax exemption (\$22,000 if married) to pay the premium and let your children or a trust own the policy
- Any source of money to pay Estate Taxes is probably better than paying the taxes out of an inherited IRA. Don't trigger Income Tax on top of Estate Taxes

*The four "deadly"
objections you should
expect and be prepared to
overcome!!!*

My broker said he can handle the Stretch

- Separate Account Rule
- RMD based on life expectancy of oldest beneficiary
- Market Risk
- IRA Beneficiary Document
- Is the broker a Stretch IRA expert???
- Management Fees

*THIS WON'T WORK MY CHILDREN
WILL TAKE THE CASH AND SPEND
IT*

- REVIEW THE RESTRECTIONS SECTION OF THE BENEFICIARY FORM
- IF THE CHILDREN ARE SPENDTHRIFTS YOU HAVE THE PERFECT SOLUTION
- CONSIDER A TRUST

I want to discuss this with my children/beneficiaries

- Great Idea-set appointment
- Remember non-restricted beneficiary
- The beneficiaries will want the same privileges as the IRA owner (RMD)
- If you sell the advantages of RMD as an option the children will help you close the sale

This sounds too good to be true!!!

- Go back to the basics
- 1- The IRS reduced the RMD
- 2- There will be more money left in your IRA at death
- 3- The beneficiary (under the new tax laws) now has the right to take RMD based on their life expectancy not yours
- IRS Publication 590

POWER CLOSERS

"BEST "of the "BEST "

CALIFORNIA

“I recommend that you transfer your qualified accounts into an ANNUITY so it can be ADMINISTERED by an Insurance Company”

TEXAS

“Stretching your IRA is similar to setting up a TRUST FUND for those you LOVE the most!!”

FLORIDA

“Making the right beneficiary choices today could pay
for your Grandchildren’s College Education

Or

Provide the down payment for their 1st HOME
At no cost to you!!!”

COLORADO

“You can provide a Birthday or Christmas Present for your Children and Grandchildren each year for the rest of their lives by completing the IRA beneficiary form **TODAY!!!!**”

CALIFORNIA

**“Don’t let your IRA become an
Internal Revenue Account”**

ARIZONA

“You can leave your IRA to your children or leave it to the IRS!!!!”

OHIO

“I recommend that you transfer your qualified stock accounts and CDs to the Stretch IRA so your family can take advantage of the new tax laws”

New York

“I recommend the Stretch to all my clients. Why wouldn't you take advantage of the new IRA laws? Your children will inherit a fortune and it won't cost you a dime.”

NORTH CAROLINA

“The new tax laws only apply to IRAs. You should convert your 401ks, 403Bs, SEPs, and other qualified accounts to an IRA today.”

UTAH

“If you qualify to convert to a Roth IRA your children can easily receive 3 to 5 times the payout. It will all be tax free and you wont be forced to take distributions if you don't want or need to”

MY PERSONAL FAVORITE

Your retirement account is currently
exposed to two unacceptable risks.

MARKET LOSSES and TAXES

I can show you how to fix both TODAY

GOOD NEWS!

for IRA and 401k Owners

NEW TAX LAWS now allow you to increase the payout from your IRA or 401k to as much as 5 times their current value. \$300,000 can pay out \$1,500,000 over three generations.

- Create a legacy of lifetime income for your spouse, children & grandchildren
- Reduce TAXES on your IRA or 401k
- Transform your stock accounts and CDs to a Generational IRA

Call Today for a **FREE** Consultation!

(800) 746-8397

Dallas Financial Wholesalers

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THE TOOLS

- ILLUSTRATION SOFTWARE
- CLIENT PRESENTATION
- IRA BENEFICIARY FORM
- SAMPLE ILLUSTRATION
- STRETCH IRA FACT FINDER
- ONE ON ONE CASE PREPARATION

THE “PERFECT OPPORTUNITY”

- THE STARS ARE LINED UP FOR ANNUITY PRODUCERS TO WIN!!
- WE ARE THE IDEAL CUSTODIANS!!
- OUR COMPETITION DOESN'T GET IT OR DOES NOT WANT TO DO THE ADMINISTRATION
- THE *OPPORTUNITY* IS GIGANTIC!!!
- WE ARE UNPREPARED BECAUSE THE CONCEPT IS NEW AND WE ARE NOT TRAINED
- ARE YOU READY TO TAKE THE NEXT STEP??
- GET TRAINING AND MAKE THE COMMITMENT
- BE PART OF CREATING THE “*PERFECT STORM*”

TWO THINGS

- CONTRACT WITH GUARANTY INCOME
- SELL ONE GILICO ANNUITY

MY CELL #

214-850-7859

**FOR ILLUSTRATIONS
CONTRACTING
AND ALL THE TOOLS CALL
CAPITAL CARE AMERICA**

800-810-5108

Let Guaranty Income Life Be
Your **GENERATIONAL IRA**
Company!

A Revolutionary

Approach to

Long-Term Care

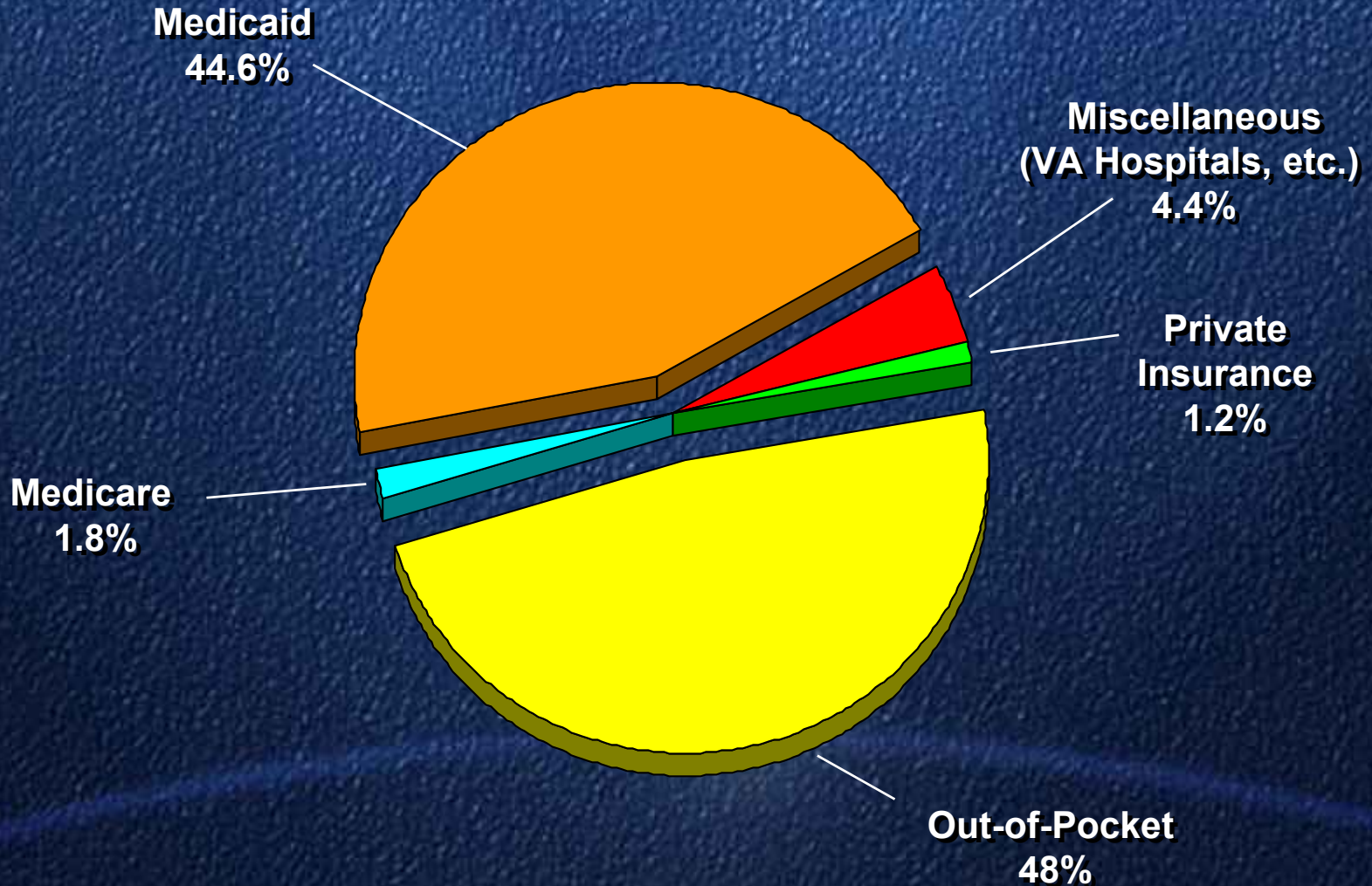
AnnuiCare[®]

AnnuiCARE rider is a completely unique approach to Long-Term Care, offered exclusively by Guaranty Income Life, specifically geared toward the annuity agent.

Why did we create an Annuity with LTC benefits?

- ✓ **Because the majority of people self-insure.**
- ✓ **Traditional LTC is expensive and difficult to qualify.**
- ✓ **Seniors are reluctant to purchase something they may never use.**

Who's Paying LTC Costs?



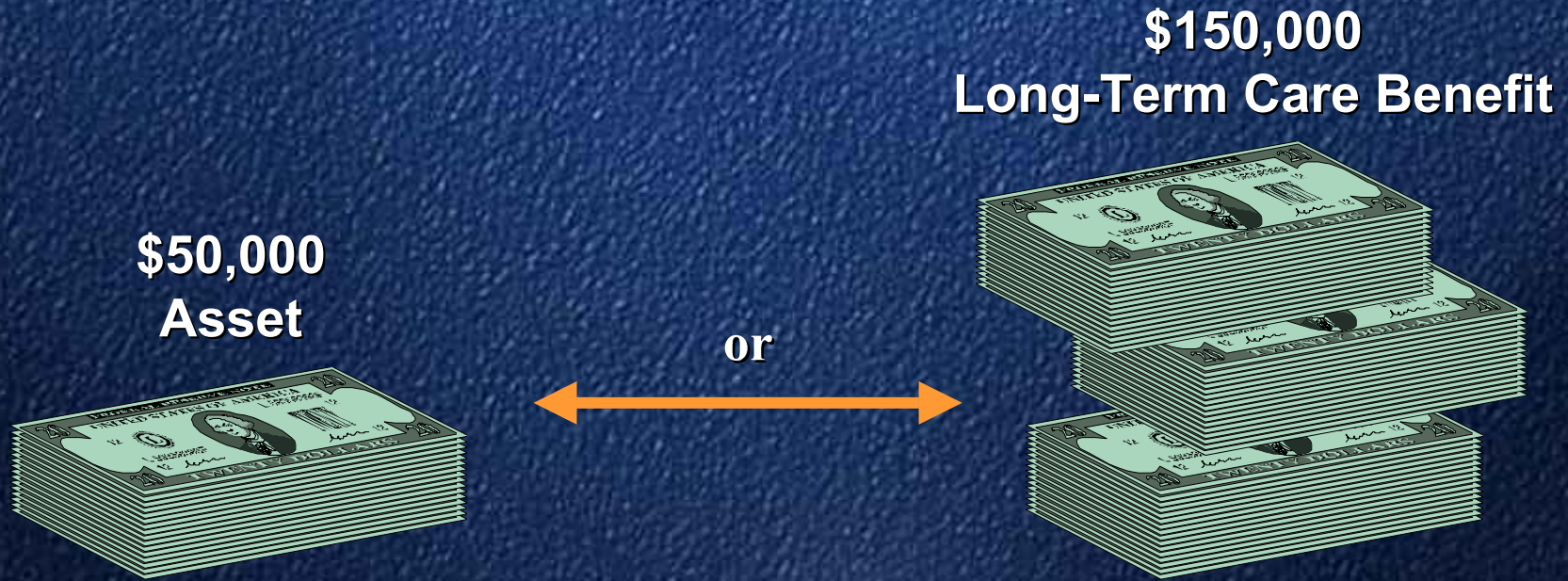
Is There a Better Way to Self-Insure?

Where your money is:

- ✓ **Safe**
- ✓ **Free from market risk**
- ✓ **Liquid**
- ✓ **Growing Tax-Deferred**
- ✓ **Worth 3x its value for Long-Term Care needs**

Benefit Linked to Your Asset

(Create More Money for LTC)



You can draw from the dollars that meet your most urgent need.



AnnuiCare[®]

*A Revolutionary Approach
to Long-Term Care*

*The
Concept*

Kate Jones (Female 65)

AnnuiCare[®] at Issue

\$219,000 Total Benefit

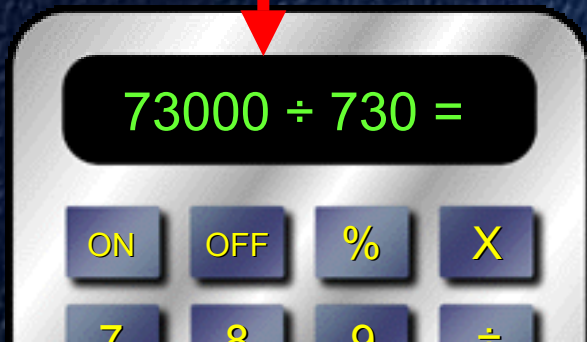
\$73,000

+

\$146,000
LTC Benefit

=

\$73,000
\$146,000
LTC Benefit



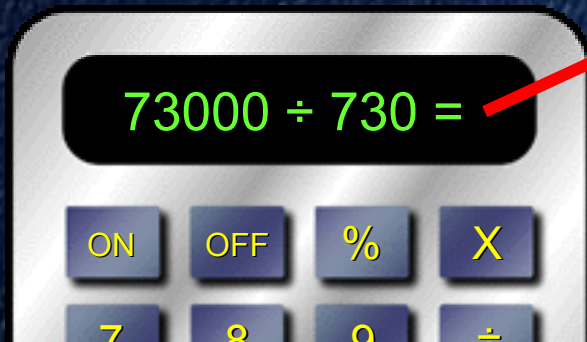
Kate Jones (Female 65)

AnnuiCare® at Issue

\$219,000 Total Benefit



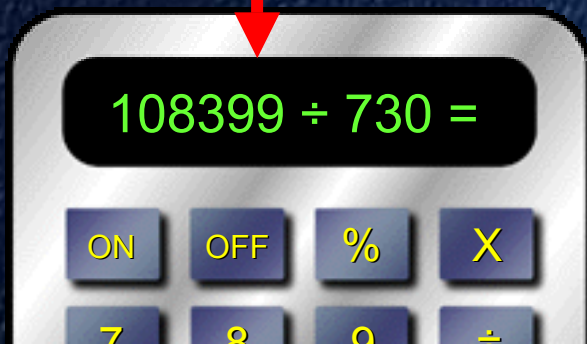
\$100
(Daily Benefit)



Kate Jones

AnnuiCare[®] at Age 75

\$325,196 Total Benefit



*Assumed Interest Rate 5.00%

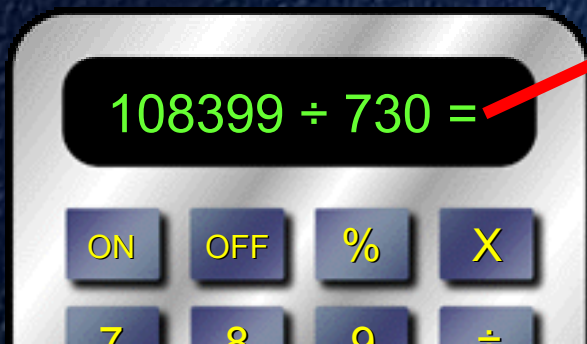
Kate Jones

AnnuiCare[®] at Age 75

\$325,196 Total Benefit



\$148.49
(Daily Benefit)



*Assumed Interest Rate 5.00%

Kate Jones

AnnuiCare[®] at Age 80

\$396,117 Total Benefit

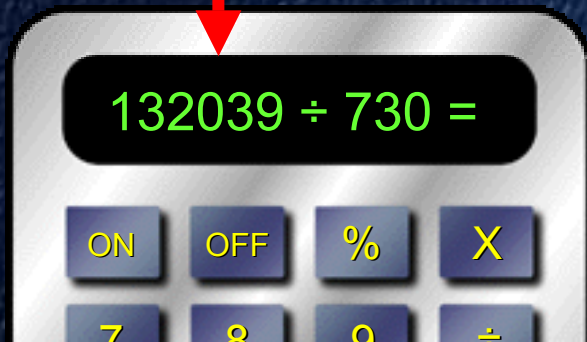
\$132,039

+

\$264,078
LTC Benefit

=

\$132,039 Cash
\$264,078
LTC Benefit

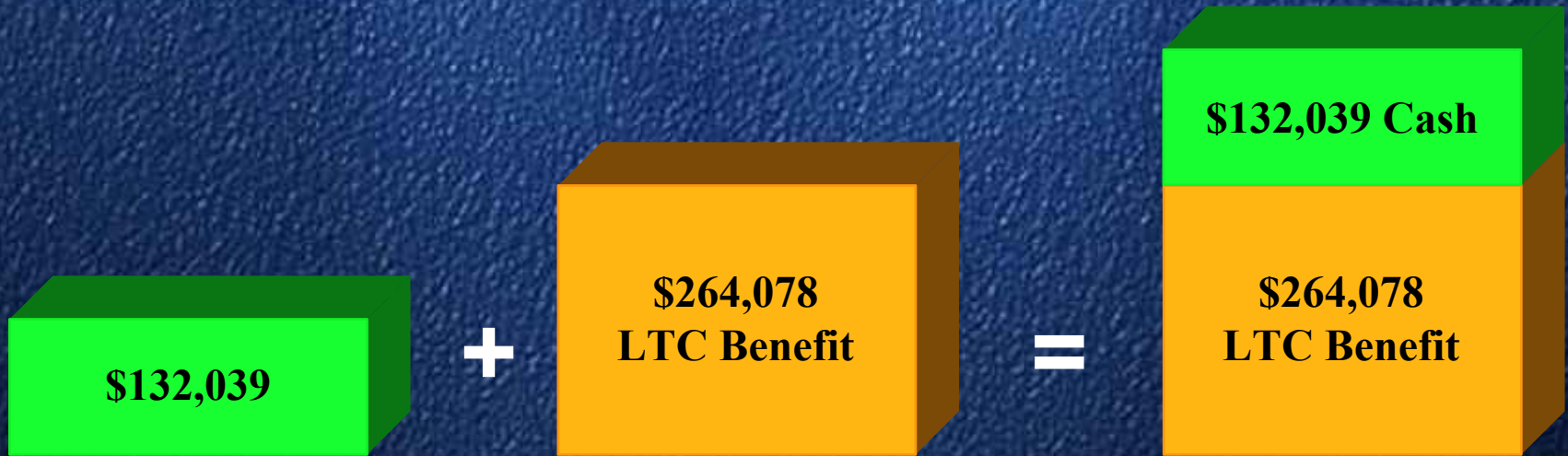


*Assumed Interest Rate 5.00%

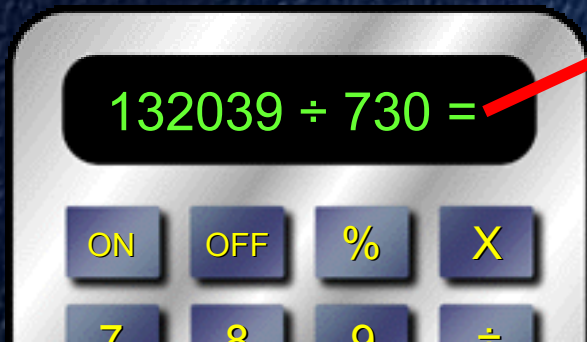
Kate Jones

AnnuiCare[®] at Age 80

\$396,117 Total Benefit



\$180.88
(Daily Benefit)



*Assumed Interest Rate 5.00%

AnnuiCare® Illustration Example

GUARANTY INCOME LIFE INSURANCE COMPANY
AnnuiCare® Long-Term Care Benefits Illustration
Plan: AnnuiCare® 12 - Flexible Premium Deferred Annuity (Form 1FP-12)

Illustration Date:	May 15, 2001	LTC Current Annual Premium Rate:	0.95%
Agent:	Valued	LTC Initial Monthly Premium:	\$57.79**
Residence State:	LA	LTC Initial Long-Term Care Benefit:	\$219,000
Annuitant/Owner:	Valued Client	Initial Daily Maximum Benefit:	\$100.00
Age/Sex:	65 Female	Minimum Benefit Period:	6 years***
Initial Annuity Premium: \$73,000			

END OF YEAR	CURRENT ANNUITY INTEREST RATE*					GUARANTEED ANNUITY INTEREST RATE*				
	ACCUM VALUE	SURR VALUE	**LTC MONTHLY PREMIUM DEDUCTION	LONG-TERM DAILY MAXIMUM BENEFIT	CARE BENEFIT LIMIT	ACCUM VALUE	SURR VALUE	**LTC MONTHLY PREMIUM DEDUCTION	LONG-TERM DAILY MAXIMUM BENEFIT	CARE BENEFIT LIMIT
1	75,999	67,239	57.79	104.11	227,996	74,545	65,785	57.79	102.12	223,634
2	79,057	71,027	60.17	108.30	237,171	76,062	68,032	59.01	104.19	228,185
3	82,239	74,939	62.59	112.66	246,716	77,609	70,309	60.22	106.31	232,827
4	85,548	78,978	65.11	117.19	256,645	79,188	72,618	61.44	108.48	237,564
5	88,991	83,151	67.73	121.91	266,974	80,799	74,959	62.69	110.68	242,398
6	92,573	87,463	70.45	126.81	277,718	82,443	77,333	63.97	112.94	247,330
7	96,298	91,918	73.29	131.92	288,895	84,121	79,741	65.27	115.23	252,362
8	100,174	95,794	76.24	137.22	300,521	85,832	81,452	66.60	117.58	257,497
9	104,205	100,555	79.30	142.75	312,615	87,579	83,929	67.95	119.97	262,736
10	108,399	104,749	82.50	148.49	325,196	89,361	85,711	69.33	122.41	268,082
11	112,761	110,571	85.82	154.47	338,284	91,179	88,989	70.74	124.90	273,536
12	117,299	115,839	89.27	160.68	351,898	93,034	91,574	72.18	127.44	279,102
13	122,020	122,020	92.86	167.15	366,060	94,927	94,927	73.65	130.04	284,780
14	126,931	126,931	96.60	173.88	380,792	96,858	96,858	75.15	132.68	290,574
15	132,039	132,039	100.49	180.88	396,117	98,829	98,829	76.68	135.38	296,487
20	160,835	160,835	122.40	220.32	482,504	109,300	109,300	84.80	149.73	327,901
25	195,910	195,910	149.10	268.37	587,730	120,882	120,882	93.79	165.59	362,645
30	238,635	238,635	181.61	326.90	715,905	133,690	133,690	103.73	183.14	401,069
Age 100	290,678	290,678	221.22	398.19	872,033	147,855	147,855	114.72	202.54	443,565

AnnuiCare®

What Does It Pay?

AnnuiCare® will pay Long-Term Care expenses up to 100% of the daily maximum benefit for:

- Home Health Care
- Homemaker Services
- Hospice Services
- Maintenance or Personal Care Services
- Respite Care
- Assisted Living Facilities Care
- Alzheimer's Care
- Nursing Home Care

... and up to 50% of daily maximum benefit for:

- Adult Day Care

AnnuiCare®

Accessing Your Benefits

To qualify for benefits, the insured must be chronically ill as certified by a licensed healthcare practitioner as:

① Being unable to perform at least two out of six activities of daily living

- **Bathing**
- **Contenance**
- **Dressing**
- **Eating**
- **Toileting**
- **Transferring**

or

② Requiring substantial supervision to protect the individual due to a severe cognitive impairment.

**AnnuiCare[®]
Commission**

Full Compensation

Through Age 85

Guaranty Underwriting

- ◆ Up to age 75—Telephone Interview by RN

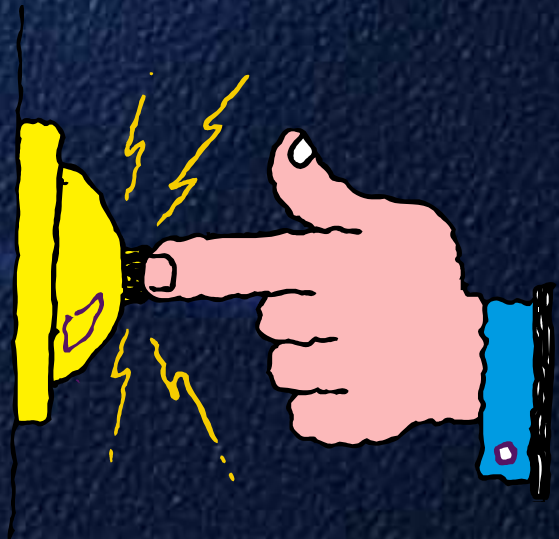


Guaranty Underwriting

- ◆ Up to age 75—Telephone Interview by RN



- ◆ Age 75 plus —Face to Face Interview



72 Hour Challenge

**Underwriting decision
within 3 business days of
interview or...**

\$100 Cash to Agent

The agent should approach this sale as an annuity first. That way, if the client is not approved for the AnnuiCARE rider, the agent maintains the Guaranty Income annuity sale.

GUARANTY INCOME
2006
INCENTIVE CONVENTION

Chairman's Club – Alaska 2006

Enjoy a 7 day cruise on Norwegian Cruise Line in August 2006!

Qualifications:

Paid Annuity Premium - \$1.00 = 1 point

Paid Annuicare® Premium - \$1.00 = 1.25 points

Paid Annualized Life Premium - \$1.00 = 10 points

Production points of 1,000,000 qualify you and one adult guest for the Chairman's Club. Your paid premiums less any free look surrenders from January 1, 2005 to June 30, 2006 determine your winning level.

Elite Producers: 2.0 million points earns upgraded cabins with balconies, a fabulous prepaid cruise excursion, prepaid ship charges for any on board purchases of \$250, a pre-boarding feast with cocktails in Seattle, and a very special surprise evening with the Chairman. Bigger trophies and more commissions!!



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