THE COST OF **WAITING**

With interest rates at historic lows, investors may be reluctant to purchase longer term investments, even those providing principal protection. A sentiment that interest rates could rise is common among investors. If interest rates do increase, locking into multi-year investments today would come at the expense of forgoing high yields at a later date. For that reason, many investors are moving their money into safe and short-term, cash or cash equivalent types of investments, like Certificate of Deposits, (CDs). Investors are waiting for the interest rate environment to become more favorable before making a longer-term commitment with their assets.

Is that the investor's only option, or are there other reasonable solutions to address their concerns today? Consider the following side by side comparison between a 1-year CD and a Multi Year Guaranteed Annuity, (MYGA), which provides a set rate for the next 3, 5 or 7 years.

MYGA Rate in Year 1:	________	**1 Year CD Rate:**	________
MYGA Rate in Years 2+:	________	**CD Rate in Year 2:**	________
Total Return after 2nd Year:	________		________

HERE ARE THE QUESTIONS THAT YOU NEED TO CONSIDER:

What do you have to earn on your CD in year 2 to catch up to the MYGA?

What's the likelihood that your bank or financial institution will renew your CD at ________% this time next year?

Why wait around for higher rates when you can have them today?

For those individuals who have traditionally used CDs as their go-to safe growth option for their retirement savings, today's low interest rate environment has prevented them from receiving the kind of returns available during higher interest rate periods. A Multi Year Guaranteed Annuity (MYGA) can provide higher returns, tax deferral, and other benefits while still protecting these same funds.

a. Backing: Bank CDs are insured by the FDIC[1]. MYGAs are issued by an insurance company and the guarantees on a MYGA are backed by the financial strength and claims-paying ability of that insurance company.

b. Liquidity: Annuities generally have provisions that allow the owner to withdraw some money (typically 10%) penalty-free. Typically, a penalty is applied if funds are withdrawn from a CD prior to the CD's maturity date.

c. Income: As annuities are designed to meet long-term retirement goals, options do exist on MYGAs to convert them into lifetime income streams. While interest can be withdrawn from CDs, this is not guaranteed to stay constant nor last for a lifetime.

d. Interest Rate Guarantees: The interest rate a MYGA earns is guaranteed by the issuing insurance company for the life of the contact. In addition, upon renewal, the rate will never fall below the minimum guaranteed interest rate, even if economic conditions cause interest rates to drop dramatically.

DOES THIS PRODUCT PROVIDE...	BANK CD	MYGA
SAFETY OF PRINCIPAL?	YES	YES
INSTITUTIONAL BACKING? [a]	YES	YES
LIQUIDITY? [b]	YES	YES
TAX-DEFERRED GROWTH? [2]	NO	YES
LIFETIME INCOME? [c]	NO	YES
SOCIAL SECURITY ADVANTAGE BY REDUCING TAXABLE INCOME? [2]	NO	YES
PROTECTION FROM THE COSTS AND DELAYS ASSOCIATED WITH PROBATE?	NO	YES

Annuities are long term financial vehicles designed for retirement purposes. If you need access to your money in a year or two, a MYGA may not be right for you. If you have a three year, five year, or even longer time horizon, a MYGA may be an attractive option to protect and grow your retirement savings.

Bank CDs are insured by the FDIC up to $250,000 for more information visit: https://www.fdic.gov/deposit//deposits/faq.html

These statements are not tax advice. This brochure is designed to provide general information and education on the subjects covered. Pursuant to IRS Circular 230, it is not however intended to provide specific legal or tax advice and cannot be used to avoid tax penalties or to promote, market, or recommend any tax plan or management. Please note that WealthVest and their representatives and employees do not give legal or tax advice. You are encouraged to consult with your tax advisor or attorney.

Guarantees are backed by the financial strength and claims-paying ability of the issuing insurance company. Annuities are designed to meet long-term needs of retirement income. Annuity contracts typically require money being left in the annuity for a specified period of time, usually referred to as the surrender charge period. If you fully surrender your annuity contract at any time, guaranteed payments provided for in the contract and/or any rider will typically no longer be in force, and you will receive your contract's cash surrender value. Early withdraw charges will apply if money is withdrawn during the early withdrawal charge period.

Purchasing an annuity inside a qualified plan (retirement plan) that provides a tax deferral under the Internal Revenue Code provides no additional tax benefits. An annuity used to fund a tax qualified retirement plan should be selected based on features other than tax deferral. All of the annuity's features risks, limitations and costs should be considered prior to purchasing an annuity inside a qualified retirement plan.

This is not a comprehensive overview of all the relevant features and benefits of either bank CDs or multi year guaranteed annuities. Before making a decision to purchase a particular product, be sure to review all of the material details about the product and discuss the suitability of the product for your financial planning purposes with a qualified financial professional.

Not FDIC insured • May lose value • No bank or credit union guarantee • Not a deposit • Not insured by any federal government

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