

# SPIA Sales Solutions



## Your clients and prospects may qualify for increased SPIA payouts

### *Income Access*

#### **Payment Increase for Certain Medical Conditions**

Did you know that your clients' income payouts could be increased by 10 or even 20 percent, based on their health condition, if they purchase an Income Access policy?

These benefits are referred to as PERCs – Payment Enhancement Risk Classes. Clients need to complete a form to help determine if they qualify for the increased benefits (medical records may be required). And the great news for your clients – there is no additional cost for this option.

**Scenario:** A 75-year-old female with a health condition qualifies for a 20 percent increase.

**Standard payout if no qualifying health condition:** \$1,000

**20 percent PERC increase:** \$200

**Total payout including PERC increase:** \$1,200

#### **Conditions that may qualify your clients or prospects for an increased payout:**

- Coronary artery disease
- Diabetes
- Chronic lung disease
- Certain cancers
- Stroke

### *Ultra-Income*

#### **The Age Rating Advantage**

Annuities will naturally put you in front of older clients and prospects. Chances are some of those people have health conditions that could qualify them for increased payouts if they purchase an Ultra-Income single premium immediate annuity.

The payout increase is known as age rating, which essentially calculates the clients age based on their life expectancy and medical condition. With a higher age rating, your clients will receive a higher payout.

**Scenario #1:** A 65-year-old male has a health condition that gives him a “rated age” of 70. The client chooses a life-only payout option for a \$100,000 premium.

- Monthly payout without using age rating: \$719
- **Monthly payout with age rating: \$814**

**Scenario #2:** A 65-year-old male has a health condition that gives him a “rated age” of 70. The client wants to receive \$1,000 a month with the life-only payout option.

- Premium without using age rating: \$139,155
- **Premium using age rating: \$122,915**