

The Fixed Annuity Exchange (SPDA)

The CANNEX Fixed Annuity Exchange is an online platform that allows you to survey the market for client-specific Deferred Fixed Annuity rates from providers across the industry.

The rates provided on the Fixed Annuity Exchange are **guaranteed** by each insurance carrier because they maintain their own pricing parameters on the CANNEX system. Users can survey the market based on the state of residence, level of maturity or by the level of rate available for a particular product. Users can also filter the results and receive only the Top 5 in a category or see the entire range of products.

What is a SPDA?

A Fixed Deferred Annuity (sometimes referred to as a Single Premium Deferred Annuity or SPDA) is an accumulation annuity where the investor can obtain a guaranteed rate of return on their investment on a tax deferred basis. This type of contract is positioned similar to a CD (Certificate of Deposit), however, there is also typically a death benefit associated with the original deposit.

- **Fixed Annuity Type:** The fixed rate of return is either on a Book Value basis or Market Value Adjusted (MVA) basis.
- **Guaranteed Period / Surrender Period:** Similar to a CD, the rate of return is typically higher the longer you commit to holding the contract.
- **Accumulation Phase:** You always have the option to "annuitize" the contract and convert your investment into a stream of lifetime income, however, it is not necessary. You can still receive a return on your investment past the guarantee period for as long as you want.
- **Living Benefit Options:** Some contracts provide an option where you can take systematic withdrawals from your contract at a guaranteed percentage without having to "annuitize" your contract. Others guarantee the amount you can eventually "annuitize" regardless of market performance on your original deposit.

What is Included with the Fixed Annuity (SPDA) Exchange?

Each of the following can be printed or saved in a pdf format:

- A **table** of comparative results across the market.
- **Fact sheets** and **brochures** for each product quoted.

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The CANNEX Fixed Annuity Exchange allows **advisors and other distributors** to:

- Save time and money by going to a central exchange instead of having to go to multiple sites to get quotes and illustrations.
- Receive accurate rates instantly, on demand
- Evaluate products on an apples-to-apples basis
- Demonstrate to clients that due diligence was performed by surveying the market
- Review a larger range of products in a short amount of time

The CANNEX Fixed Annuity Exchange allows **product manufacturers** to:

- Have more efficient access to a larger number of financial advisors and clients across the market.
- More effectively control distribution by managing rates, features and availability by channel or at each firm.

For more information on the Fixed Annuity Exchange, please contact us at (877) 221-7616 and a representative can assist you.

