



Annuity Approach Phrases

- “Have you ever had a retirement income check-up?”
- “If I could show you how to tax defer your retirement assets, would you be interested?”
- “What is most important to your retirement – guaranteed income or growth of your money?”
- “Do you prefer to pay yourself first or Uncle Sam?”
- “How would you like to increase your retirement assets without setting aside more?”
- “Have you made arrangements for lifetime income during your retirement years?”
- “Would you like to see how to get tax-deferral, as in an IRA, but with ***no maximum contribution limit?***”
- “Could you afford to retire tomorrow? If not, when? How much would you need?”
- “Some people could live for a very long time and outlive their retirement income. Could you do that and be comfortable?”

