

	INCOME ANNUITIES (SPIA, DIA, QLAC)	MULTI-YEAR GUARANTEED ANNUITY (MYGA)	FIXED INDEX ANNUITY (FIA)	REGISTERED INDEX-LINKED ANNUITY (RILA)	VARIABLE ANNUITY (VA)
<b>ANNUITY TYPE</b>	Fixed	Fixed	Fixed	Hybrid	Variable
<b>PRODUCT CATEGORY</b>	Income-Only	Accumulation-Only	Income & Accumulation	Income & Accumulation	Income & Accumulation
<b>WHAT DOES THIS TYPE OF ANNUITY DO?</b>	This annuity provides a predictable and guaranteed stream of income for life in exchange for a lump sum	This annuity pays a guaranteed fixed interest rate (e.g., 5%) for a fixed period of time (e.g., 3-year, 5-year, etc.) on a tax-deferred basis	This annuity provides limited participation in market upside (tax-deferred) with zero participation in market declines	This annuity provides greater flexibility for participation in market upside (tax-deferred) in exchange for limited participation in market declines	This annuity provides unlimited participation in market upside and downside on a tax-deferred basis
<b>WHO IS THIS PRODUCT MOST SUITABLE FOR?</b>	Someone who prefers to have the highest level of predictable guaranteed income, and is comfortable with giving up all control over a lump sum of their liquid assets	Someone who wants a tax-deferred vehicle that offers a fixed and guaranteed level of interest that is competitive with CDs and bonds of comparable durations	Someone who wants 100% downside protection in exchange for limited upside potential, and is comfortable with their future value/income benefits being slightly unpredictable	Someone who wants flexibility with downside protection in exchange for slightly greater upside potential, and is comfortable with their future value/income benefits being more unpredictable	Someone who wants unlimited upside potential in exchange for zero downside protection, and is comfortable with their future value being very unpredictable
<b>WHAT RISKS DOES THIS ANNUITY MITIGATE?</b>	Longevity risk, sequence of returns risk, and downside risk	Downside risk	Downside risk. Longevity risk and sequence of returns risk are also mitigated if an income rider is used	Downside risk. Longevity risk and sequence of returns risk are also mitigated if an income rider is used	Longevity risk and sequence of returns risk (only if an income/withdrawal benefit rider is used)
<b>WHAT RISKS DOES THIS ANNUITY INTRODUCE?</b>	Upside risk and liquidity risk	Upside risk and liquidity risk	Upside risk and liquidity risk (if in a surrender schedule)	Upside risk and liquidity risk (if in a surrender schedule)	Liquidity risk (if in a surrender schedule) and downside risk
<b>HOW DOES THE CASH/MARKET VALUE GROW IN THIS PRODUCT?</b>	This product has no cash or market value	The cash/market value grows at a guaranteed fixed interest rate	Cash/market value growth is tied to the performance of certain indexes (e.g., S&P 500)	Cash/market value growth is tied to the performance of certain indexes (e.g., S&P 500)	Cash/market value growth is tied to the performance of the underlying subaccounts
<b>WHEN DOES THE INCOME ON THIS PRODUCT START?</b>	Immediate (SPIA) or deferred (DIA, QLAC)	N/A	Generally flexible (immediate or deferred)	Generally flexible (immediate or deferred)	Generally flexible (immediate or deferred)
<b>WHAT INCOME PAYOUT OPTIONS ARE AVAILABLE WITH THIS PRODUCT?</b>	1) single or joint, 2) level or increasing, 3) life-only, period certain, or cash refund	N/A	Generally flexible (e.g., level, increasing, single, joint, etc.)	Generally flexible (e.g., level, increasing, single, joint, etc.)	Generally flexible (e.g., level, increasing, single, joint, etc.)

	INCOME ANNUITIES (SPIA, DIA, QLAC)	MULTI-YEAR GUARANTEED ANNUITY (MYGA)	FIXED INDEX ANNUITY (FIA)	REGISTERED INDEX-LINKED ANNUITY (RILA)	VARIABLE ANNUITY (VA)
<b>HOW IS THE ANNUITY GENERALLY TAXED? (NON-QUALIFIED ANNUITIES)<sup>1</sup></b>	Exclusion ratio applies to the income. Cost basis (tax-free) and gains (ordinary income) are taxed on a pro-rata basis. Income is 100% taxable as ordinary income once the cost basis is recovered	Taxation occurs at maturity. Ordinary income taxes are owed on any gains in the contract. Withdrawals taken prior to maturity are taxed on a last-in, first-out (LIFO) basis	Generally taxed on a last-in, first-out (LIFO) basis <sup>2</sup> . Gains (taxed as ordinary income) are withdrawn first, followed by cost basis (tax-free). Income taken beyond cost basis is 100% taxable as ordinary income	Generally taxed on a last-in, first-out (LIFO) basis <sup>2</sup> . Gains (taxed as ordinary income) are withdrawn first, followed by cost basis (tax-free). Income taken beyond cost basis is 100% taxable as ordinary income	Generally taxed on a last-in, first-out (LIFO) basis <sup>2</sup> . Gains (taxed as ordinary income) are withdrawn first, followed by cost basis (tax-free). Income taken beyond cost basis is 100% taxable as ordinary income
<b>HOW IS THE ANNUITY TAXED? (QUALIFIED ANNUITIES)</b>	100% of the income is subject to ordinary income taxes	100% of the withdrawals are subject to ordinary income taxes	100% of the income or withdrawals are subject to ordinary income taxes	100% of the income or withdrawals are subject to ordinary income taxes	100% of the income or withdrawals are subject to ordinary income taxes
<b>HOW DO RMDs WORK? (QUALIFIED ANNUITIES)</b>	RMDs are automatically satisfied with these annuities	RMDs attributable to MYGAs may need to be satisfied from other qualified accounts	RMDs are generally automatically satisfied from income rider	RMDs are generally automatically satisfied from income rider	RMDs are generally automatically satisfied from income/withdrawal rider
<b>IS THIS ANNUITY SUBJECT TO THE PRE-59½ 10% PENALTY?</b>	Yes (unless an exception applies)	Yes (unless an exception applies)	Yes (unless an exception applies)	Yes (unless an exception applies)	Yes (unless an exception applies)
<b>DOES THIS PRODUCT HAVE A DEATH BENEFIT?<sup>3</sup></b>	Yes, equal to the premiums paid less income taken (cash refund and period certain only)	Yes, equal to the cash/market value	Yes, generally equal to the cash/market value less any income/withdrawals taken	Yes, generally equal to the cash/market value less any income/withdrawals taken	Yes, generally equal to the cash/market value less any income/withdrawals taken
<b>WHAT ONGOING ANNUAL FEES MAY BE IN THIS PRODUCT?<sup>4</sup></b>	None	None	Advisory and rider fees	M&E, admin, advisory, and rider fees	M&E, admin, advisory, rider, and subaccount fees
<b>DOES THIS PRODUCT ACCEPT ADDITIONAL PREMIUMS?</b>	SPIA, QLAC — No DIA — Yes	No	Generally yes, if in a deferral period (i.e., not taking income)	Generally yes, if in a deferral period (i.e., not taking income)	Generally yes, if in a deferral period (i.e., not taking income)
<b>IS THERE AN ANNUAL SURRENDER-FREE WITHDRAWAL PROVISION?</b>	N/A	Generally yes (e.g., 10% of account value, interest-only, etc.)	Generally yes (e.g., up to 10% of purchase payments)	Generally yes (e.g., up to 10% of purchase payments)	Generally yes <sup>5</sup>

\* Many factors / features may vary depending on the annuity product. Review the annuity contract and terms.

<sup>1</sup> Withdrawals from annuities purchased prior to 08/14/1982 are taxed on a first-in, first-out (FIFO) basis. Otherwise, withdrawals are taxed on a last-in, first-out (LIFO) basis.

<sup>2</sup> Some annuity income riders are taxed on a pro-rata basis (similar to “annuitization”) as opposed to a LIFO basis.

<sup>3</sup> Enhanced death benefit riders may be available. Annuities (except for life-only SPIAs) are included in the taxable gross estate, and there is no step-up in cost basis at death.

<sup>4</sup> Most annuities also come with surrender charges.

<sup>5</sup> Certain guaranteed withdrawal benefit riders (e.g., GMIB, GLWB, etc.) may be negatively affected (or lost) if taking withdrawals outside of the planned guarantees.



## Guide Your Clients With Confidence

With our checklists, flowcharts, and  
summary guides, you can:



Learn more at [fpPathfinder.com](https://fpPathfinder.com)



### Systematically uncover planning issues with interactive versions of our guides:

- ✓ Avoid surprises in client meetings
- ✓ Create efficiencies in your business
- ✓ Provide a consistent planning process



### Provide more value to your clients by showing the client white labeled versions of our guides to match your firm:

- ✓ Uncover more planning issues
- ✓ Facilitate better conversations
- ✓ Communicate planning concepts easily



### Stop missing planning issues for clients:

- ✓ 100+ guides cover the most common planning situations
- ✓ New guides are added monthly
- ✓ Guides are updated as rules change

Note to students: Sign up for fpPathfinder and receive a 10% discount when you use this [registration link](#).