

8 QUESTIONS TO ASK YOUR CD ROLLOVER CLIENTS...

Here are the questions that should be asked at CD Renewal time when your clients face various challenges and specific needs:

1. Do you currently have a certificate of deposit as a source of savings? **Yes or No**
2. If so, are these CDs maturing in the next 90 days? **Yes or No**
If No, find out when the CD matures and make an appointment one month before with the client.
3. Are any portions of these savings reserved for use over the next 5 years? **Yes or No**
4. If an unexpected family or medical emergency arose in the next 5 years would you have enough liquid assets to cover these costs? **Yes or No**
5. Have you had a chance to check the current interest rates that your bank is offering today? **Yes or No**
6. Has a bank representative informed you of the expected renewal rate? If yes, what is the rate? **Yes or No**
7. Regarding the interest earned, do you think that deferring interest on this interest could help you in your financial situation as it stands today? **Yes or No**
8. Have you, or would you ever consider an alternate fixed interest product if a better rate of return was possible? **Yes or No**

NOTE: If your clients answer Yes to any of the above questions, excluding #2, please call UMS at 800.524.1774 to go over MYGA (Multi-Year Guaranteed Annuities) options and the benefits of a MYGA. Ask us for a free copy of our comprehensive MYGA guide.

* Please keep in mind that annuities are considered long term retirement products. They may not be appropriate for everyone so please consult your financial professional. Be careful not to compare long-term rates with short-term interest rates. Ask your financial advisor to help you make the best determination. Ask them to perform a needs analysis to see which is the best solution for your current situation.