

What's NEWS

The latest news on innovative products, concepts and services from the
**Independent Marketing Group of
American National Insurance Company**

SPIA with COLA

Effective November 5, 2009 the Palladium® Single Premium Immediate Annuity will offer a Cost of Living Adjustment (COLA) option that can be added to most income payout options. COLA is available in two forms:

Simple Cost of Living Adjust allows you to choose an interest adjustment of 1-5%, and the income would be adjusted by that specific percentage each year.

Compound Cost of Living Adjustment allows you to choose an interest adjustment of 1-5%, and the income would be adjusted by that percentage, compounded annually, each year.

COLA is available on all income payout options except Life with Cash Refund and Life with Installment Refund options.

COLA may not be available in all states on November 5th. Please be sure to check the State Approval table for COLA on the IMG Web site for your particular state.

SPIA Express will be able to illustrate the Simple and Compound Cost of Living Adjustments effective November 5th. You will see an area on the bottom right of the input screen where you can select which COLA option and percentage you wish to illustrate. You'll notice that when you choose COLA, the illustration output will include a display of the actual income payment on a year-by-year basis. The signature page follows the annual COLA display and should be signed, as usual, when sending in the illustration with the application.

And speaking of the application, there is a revised version of the annuity application that is also effective November 5th. The revised application is R10039 (with a revision date of 9/09) and can only be used if the COLA version has been approved in your state. Please remember to check the State Approval list on the IMG Web site for COLA approval in your state.

Finally, there is a new SPIA brochure, Form 10273, for the new Palladium® Single Premium Immediate Annuity with COLA. This brochure will be available on the Web site at introduction and should be available to order from the Web site shortly thereafter. Please watch for our e-blast announcing availability of the new SPIA with COLA marketing kit. If you're not receiving our e-blasts with product and rate updates, please go to the e-blast Registration link on the IMG Web site at www.img.anicoweb.com and register today.

If you have any questions regarding the new COLA option on our Palladium® Single Premium Immediate Annuity, please contact the Field Support Center at 1-888-501-4043, Option 1.