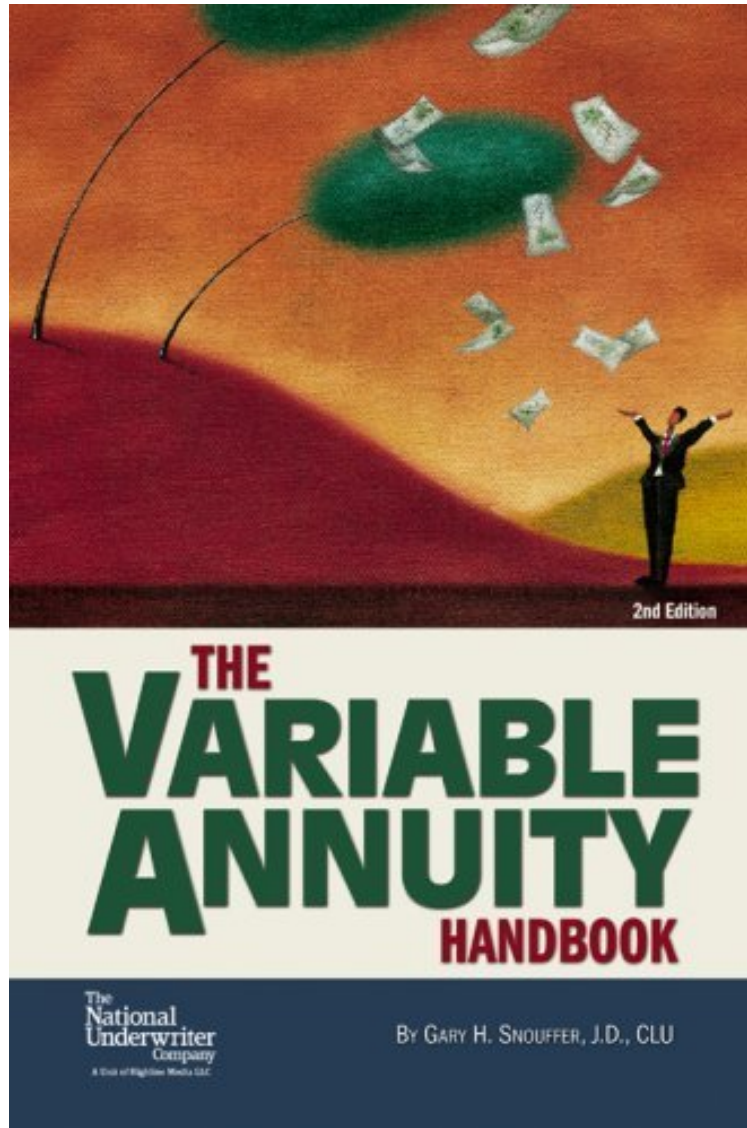


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The Variable Annuity Handbook

Gary , J.D., CLU Snouffer
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This is the most complex guide specific to variable annuities. Review the features and characteristics of variable annuities, their income and transfer taxation, and market approach strategies. Includes tax and regulatory information, this edition includes:

- Selling ideas, including ideas involving living benefits
- Markets for variable annuities
- Guaranteed living benefits
- Taxation rules for variable annuities
- Discussion of

licensing, compliance, and ethics