



I Love Annuities. . .and You Should Too!: See How the Modern “Annua” Can Fit into Your Retirement Portfolio and Other Retirement Ideas

James E. Fox

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As a veteran of the financial services industry, I realize the importance of the position I have been placed in to help others. As our industry has evolved, we have taken on a greater responsibility to make sure we do right by others through adherence to ethics and acquiring as much education as we possibly can. After being in the business for over twenty-five years, I've come to really appreciate what we do and how we do it to the point where I am now mentoring others in our business. The key word that I stress to all in our mentor program is “lifetime” because it gives peace of mind to seniors who fear outliving their money. I love the television commercial with the college professor who is conducting a study for the Prudential Life Insurance Company, asking people who the oldest person is that they know. I also enjoy the ad that has people pulling a blue ribbon until their money runs out (usually before they expect). And the woman looks up and says “I better rethink this thing.” Those commercials portray exactly what our clients fear most—running out of money.

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