
SPIA

SINGLE PREMIUM IMMEDIATE ANNUITY

LINCOLN BENEFIT LIFE
AN ALLSTATE COMPANY

Lincoln Benefit Life's Single Premium Immediate Annuity (SPIA) offers many advantages that make it an attractive choice as a financial tool. The SPIA product gives customers a guaranteed income stream to help them ease the fears they may have about managing a diversified investment portfolio or outliving their resources.

SPIAs are suitable for a variety of income needs. They can be used as a source of income to dependents after death, provide specified child support or alimony payments. SPIAs can also be used to fund specialized education for a disabled child or to consolidate assets and turn them into a stream of income. Make SPIAs a part of the customer's solid financial plan.

Throughout the SPIA product guide, you will find:

- The ideal customer profile
- Selling points
- Product features
- Administrative and marketing support



For the Customer Who Wants:

- Retirement income
- To fund future financial obligations
- A guaranteed income stream
- Premium funding for long-term care and life insurance policies
- To convert large, lump sum payments into a predictable income stream

Selling Points

- **Choice of payment options including:**
 - Life Only
 - Life with a Period Certain
 - Period Certain Only
 - Joint and Survivor
 - Joint and Survivor with a Period Certain
 - Installment Refund
- **Cost of living adjustment**
Helps customers offset the effects of inflation.
- **Substandard underwriting**
Increases income payments for “impaired risk” customers.
- **Age nearest birthday**
Increases annuity payments on life options.
- **Interest rate lock**
Applications received in the home office within seven calendar days of the sign date and submitted “cash with application”, will be given an interest rate lock of the rate quoted at time of customer signature.
- For 1035 Exchanges, Transfers and Rollovers, applications received within seven calendar days of the sign date and with appropriate paperwork, will be given a 60-day interest rate lock.
- **Competitive commissions**
Offers competitive purchase rates and features without sacrificing commissions.

SPIA **At-A-Glance**

Issue Ages¹	1-99 1-90 Life Only
Minimum Premium	\$5,000
Tax Qualifications	Nonqualified or qualified (qualifies for use with IRAs)
Payment Options	Life Only Life with a Period Certain Period Certain Only Joint and Survivor Joint and Survivor with a Period Certain Installment Refund
Payment Periods	4-30 years
Payment Start Date	First payment must begin within 12 months of issue.
Payees	Payouts can be split by percentage or amount to more than one payee. There is no limit on the number of payees.
Premium Taxes	Charged based on the owner's state of residence
Increasing Payment Option²	Choice of an annual increase set percentage from 2 to 5 percent compounded annually. Benefit payments will increase annually for the life of the contract by the percentage amount chosen. This feature is not available on joint annuities.
Substandard Underwriting²	Increases the customer's application age based on underwriting requirements and medical information. See the Administration section for details.
Electronic Funds Transfers (EFT)	Customers can have payments directly deposited into their accounts to help prevent lost checks and to have immediate access to funds. Funds will be available on the dates payments are due.

¹ Life Options are only available to those over issue age 90 with Installment Refund plans or Life with Period Certain plans with guaranteed payments exceeding the premium.

² Available on 10-year Period Certain and longer and all Life Options.

Administration

Increasing Payment Options

To request the increasing payment option, simply write it in the Special Remarks section of the application.

Substandard Underwriting

To be considered for substandard underwriting, the following must be adhered to:

- A medical report is to be furnished by the applicant. You can transmit the report by fax to 847.326.5049 or email the report to rdawidow@allstate.com.
- A contact person and fax number is to be furnished by you.
- You will have a response within two business days.
- Call 847.402.9458 if there are further questions.

Medical information submitted for a rated age SPIA should be no longer than 20 pages and be only the most pertinent information available for the last two to three years of medical history.

Multiple Transfer

In the event of incoming multiple transfers, rollovers and 1035 exchanges on one policy, the contract date and interest earned will be averaged between all pieces of money received.

Software

SPIA quotes are available through the Eclipse Illustration Software. To ensure you are using the most current purchase rates, run the password update feature in Eclipse by selecting Tools, Updates, Passwords.

Marketing **Materials**

SPIA Contract Highlights	LBL6573
<i>Small customer brochure summarizing contract highlights</i>	
LBL Overview Brochure	LBL1889
<i>Provides brief history and financial picture of LBL</i>	
Product Guide	LBL6808
<i>Detailed explanation of product features, marketing support and administrative issues— For Broker-Dealer or Agent Use Only</i>	

SPIA **Forms**

Annuity Application (<i>may be state specific</i>)	AA2001
Absolute Assignment for 1035 Exchange	LBL842
<i>Use this form to complete a 1035 exchange when transferring non-qualified funds from life insurance, or annuity contracts from other financial institutions, into a new annuity contract</i>	
Tax Qualified Funds Form	LBL900
<i>Use this form when transferring tax-qualified accounts, including IRA transfers and Direct Rollovers from annuities, mutual funds, CDs and other financial institutions</i>	
IRA Rollover Plan Request	LBL912
<i>Use this form when depositing eligible distributions from a tax-qualified contract into an IRA, within 60 days of receipt</i>	
Transfer Nonqualified Funds (Not for 1035)	LBL1646
<i>Use this form if transferring non-qualified funds that do not qualify for 1035 Exchange (CDs, mutual funds)</i>	
Acknowledgement of Non-Refund, Joint Annuity	LBL6205JA
<i>Use this form when applying for a Joint Life Only annuity</i>	
Acknowledgement of Non-Refund, Single Annuity	LBL6205
<i>Use this form when applying for a Single Life Only annuity</i>	

Forms are available for download through accessallstate.com

There is strength in our numbers.®

Guarantees are based on the claims-paying ability of Lincoln Benefit Life.

SPIA is a single premium immediate annuity issued by Lincoln Benefit Life Company, a wholly owned subsidiary of Allstate Life Insurance Company. SPIA is available in most states with contract series AP 8715.

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Not FDIC, NCUA/
NCUSIF insured

Not insured by any federal
government agency

Not a deposit

No bank or credit union
guarantee

May lose value

LINCOLN BENEFIT LIFE
AN ALLSTATE COMPANY



INSURANCE MARKETPLACE
STANDARDS ASSOCIATION