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A Raymond James client who wished to remain anonymous, but was willing to share his success in using a variable annuity within his IRA:

The Financial Advisor recently advised the 73 year old client to annuitize his contract; the client will receive \$53,710 annually for the rest of his life. That payment is guaranteed to him or his beneficiary over the next 10 years (e.g. if the client were to pass two years from now, his designated beneficiary would receive the annual payment for the following 8 years). When compared against the current total account value of \$225,132, this payment represents a 24% guaranteed cash flow.

The client purchased the annuity with \$527,000 in 1998, and over time has withdrawn \$460,000. If one combines the guaranteed 10 year annuity payment with the amount that the client has withdrawn in the past, the client will have received almost \$1 million on the initial \$527,000 purchase. If the client lives longer than the 10 year period, that amount continues to rise.

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