

# 2019 Fixed Annuity Study

Top Selling Products By Distribution Channel			
	Company Name	Product	Type
<i>Banks and Savings &amp; Loans</i>			
1	AIG Companies	Proprietary Bank A – WNL	Fixed (Non-MVA)
2	Global Atlantic	SecureFore 5	Fixed (Non-MVA)
3	Global Atlantic	SecureFore 3	Fixed (Non-MVA)
4	Protective Life	Smart Saver	Fixed (Non-MVA)
5	New York Life	NYL Secure Term Choice Fixed Annuity	Fixed (Non-MVA)
6	Great American	AssuranceSelect 7	Indexed
7	Principal Financial	Principal Preferred	Fixed (Non-MVA)
8	Pacific Life	Pacific Index Edge	Indexed
9	Pacific Life	Pacific Mariner	Fixed (Non-MVA)
10	AIG Companies	Power Index Plus	Indexed
<i>Wirehouses</i>			
1	Nationwide	Nationwide Summit	Indexed
2	Pacific Life	Pacific Index Foundation	Indexed
3	Nationwide	Nationwide Peak w/mva	Indexed
4	Lincoln National	Lincoln Covered Choice 5	Indexed
5	AIG Companies	Power Index Plus	Indexed
6	Nationwide	Income Promise	Fixed Income (SPIA)
7	Allianz	Allianz Essential Income 7	Indexed
8	Ohio National	ONDex Freedom 7	Indexed
9	AIG Companies	AGL-Power Index 7 Plus	Indexed
10	Allianz	Allianz Retirement Foundation ADV	Indexed
<i>Large Regional Broker-Dealers</i>			
1	New York Life	New York Life Secure Term MVA Fixed Annuity	Fixed (MVA)
2	Mass Mutual	Mass Mutual’s Stable Voyage	Fixed (Non-MVA)
3	AIG Companies	WNL	Fixed (MVA)
4	Principal Financial	Principal Select Series Annuity (PSSA)	Fixed (MVA)
5	New York Life	New York Life Clear Income - MVA	Fixed (MVA)
6	New York Life	New York Life Lifetime Income Annuity	Fixed Income (SPIA)
7	Principal Financial	Single Premium Immediate Annuity	Fixed Income (SPIA)
8	Global Atlantic	ForeAccumulation FIA 5-Year	Indexed
9	Mass Mutual	RetireEase Choice	Deferred Income (DIA)
10	Mass Mutual	RetireEase	Fixed Income (SPIA)
<i>Independent Broker-Dealers</i>			
1	Allianz	Allianz 222	Indexed
2	Allianz	Core Income 7	Indexed
3	Pacific Life	Pacific Index Edge	Indexed
4	Great American	American Landmark 5	Indexed
5	Allianz	Allianz 360	Indexed
6	AIG Companies	Power 10 Protector	Indexed
7	Global Atlantic	SecureFore 5	Fixed (Non-MVA)
8	AIG Companies	Power Index Plus	Indexed
9	Global Atlantic	SecureFore 3	Fixed (Non-MVA)
10	Nationwide	Nationwide New Heights 9	Indexed
<i>Independent Producers</i>			
1	Allianz	Allianz 222	Indexed
2	Nationwide	Nationwide New Heights 9	Indexed
3	Nationwide	Nationwide New Heights 12	Indexed
4	Athene USA	Ascent Pro 10 Bonus	Indexed
5	Athene USA	BalancedChoice Elevate 12	Indexed
6	Pacific Life	Pacific Index Dimensions	Indexed
7	American Equity	Choice 10	Indexed
8	Security Benefit	Secure Income Annuity	Indexed
9	Athene USA	Performance Elite 10	Indexed
10	Great American	Legend III	Indexed