

Questions to Ask Any Annuity Seller

From NAIC, SEC and FINRA guidance | Reviewed October 2026

Ask these, and write down the answers

- ☐ What type of annuity is this, and how does it help me reach my goals?
- ☐ What does it give me besides tax deferral?
- ☐ What is the guaranteed minimum interest rate or value?
- ☐ What are all the fees, charges and adjustments, including riders?
- ☐ How much can I withdraw each year with no surrender charge?
- ☐ Is there a limit on total withdrawals during the surrender period?
- ☐ Can the company change caps, participation rates, or fees?

Questions to Ask Any Annuity Seller (continued)

- ☐ Will I keep the money here long enough to avoid surrender charges and tax penalties?
- ☐ How strong is the insurer (rating and complaint record)?
- ☐ How are you paid for this sale?
- ☐ Have I talked to a tax professional?
- ☐ If I am replacing an annuity: what will I lose and what will it cost?
- ☐ How do my survivors receive the money?

Answers and notes

Sources: General education only. Figures from IRS, Social Security and Medicare sources, reviewed October 2026. Sources: NAIC buyer guide (2013), SEC Investor.gov, FINRA.