

Questions for a SPIA (Private Pension) Prospect?

1. What is your age? (Columbus max is 85, Principal is 90)

2. Do you want a check monthly/quarterly/semi-annually or annually? (Columbus, \$100 monthly minimum; Principal, no minimum)

3. When do you want the payments to start? (Columbus in 1 month, Principal anytime up to 13 months?)

4. Do you want/need access to the underlying funds? (If no, Columbus; If yes, Principal)

5. How important is it that your beneficiaries receive the remainder of your funds if something happens to you (or both of you) before all the funds are paid out? (Columbus is limited in options, Principal can do multiple scenarios)

6. How would you like your beneficiaries to receive their inheritance? All at one time, or spread out over time? (Both offer variations on this)

7. Which is more important - maximizing your monthly check, or protecting your beneficiaries?
