

Annuities

DATA-AT-A-GLANCE

2022 Mid-Year Report

CRAMER
+associates

\$205,563

Average Annuity Revenue per Advisor

+13%

Annuity Sales
CAGR 2017 to 2022

\$5,780,486

Total Average Annual Annuity
Sales per Advisor (Annualized)

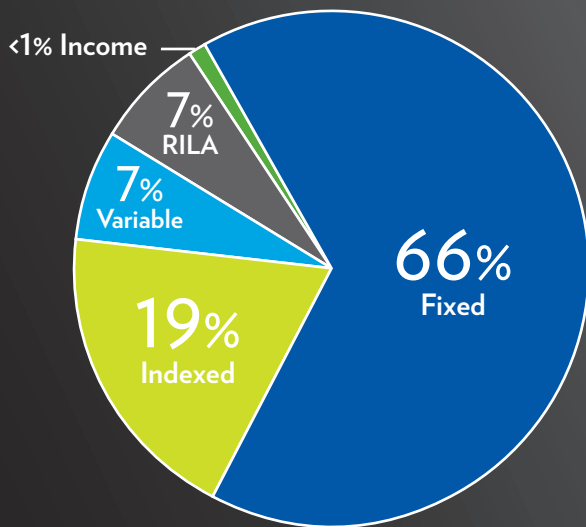
Here's the breakdown by product type:

\$474,256
RILA

\$378,441
Variable

\$1,272,607
Indexed

\$3,711,993
Fixed



2022 YTD Annuity Product Mix

33%

Annuity Revenue as a
% of BD Total Revenue

+14%

Total Annuity
Sales Growth
YTD 2021 to 2022

Annuity Sales Growth 2021 to 2022

+11%

Annuity Sales
per Advisor Growth
YTD 2021 to 2022

RILA **-23%**

Indexed **+27%**

Fixed **+33%**

Variable **-30%**

\$5,780,486

Annuity Sales per Advisor in 2022 (Annualized)