

From: Matthew Watts [mailto:Matthew.Watts@RaymondJames.com]
Sent: Monday, September 14, 2015 10:12 AM
To: EBSA, E-ORI - EBSA
Subject: RIN 1210-AB32

A testimonial about variable annuities submitted to Raymond James by two of our clients:

August 16, 2015

To: Financial Advisor
FROM; Raymond James Clients
SUBJECT: Testimonial for Why I Like Variable Annuities

There are three main reasons I like variable annuities. First I like it for the security blanket or downside protection. It allows me to sleep at night knowing I cannot lose my principle. Secondly, I like the Guaranteed Withdrawal Benefits (GWB). I know that I will have a guaranteed flow of income for the rest of my life and my wife. We have all our fixed expenses covered no matter what happens to the market. Finally, I know my GWB is growing at a minimum of 7% per year even if the market is declining.

In the final analysis, variable annuities are a part and a very important part of my total portfolio.