

AMERICAN BANKER.

Bank Sales of Annuities Surge

By Bill Kenealy

OCT 17, 2011 6:20pm EDT

As banks and insurers compete in the lucrative retirement market, new numbers showed a marked uptick in the sale of annuities at bank holding companies in the first half.

According to the Michael White-ABIA Bank Annuity Fee Income Report, annuity income earned by bank holding companies hit a record \$1.53 billion in the first half.

That's an increase of 25% from \$1.22 billion earned in the first half of last year.

The bank holding company annuity report is compiled by Michael White Associates and sponsored by the American Bankers Insurance Association.

It is based on data from all 6,805 commercial and FDIC-supervised banks and 934 large top-tier bank holding companies operating on June 30, 2011.

Of the 934 large bank holding companies 383, or 41%, participated in annuity sales activities during the first half.

Wells Fargo & Co. led all bank holding companies in annuity commission income.

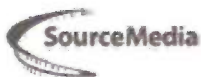
Morgan Stanley, JPMorgan Chase & Co., Bank of America Corp. and Regions Financial Corp. rounded out the top five in the category of largest banks

Among bank holding companies with assets between \$1 billion and \$10 billion, leaders included Stifel Financial Corp., National Penn Bancshares Inc. and Old National Bancorp.

Among bank holding companies with assets of \$500 million to \$1 billion, leaders were Northeast Bancorp, First Citizens Bancshares Inc., and Van Diest Investment Co.

Banks were not the only ones whose annuity sales surged.

In August, Limra International Inc. reported robust gains in annuity sales among life insurers.



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Annuity Sales by Banks Surge

By Bill Kenealy

October 14, 2011

As banks and insurers compete in the lucrative retirement market, new numbers show a marked uptick in the sale of annuities at bank holding companies in the first half of 2011.

According to the Michael White-ABIA Bank Annuity Fee Income Report, annuity income earned by BHCs hit a record \$1.53 billion in the first half of 2011, up 25 percent from \$1.22 billion earned in first half last year.

Compiled by [Michael White Associates](#) and sponsored by the [American Bankers Insurance Association](#), the report is based on data from all 6,805 commercial and FDIC-supervised banks and 934 large top-tier bank holding companies operating on June 30, 2011. Of the 934 large BHCs, 383 or 41 percent participated in annuity sales activities during first half 2011.

Wells Fargo & Company, led all bank holding companies in annuity commission income in first half 2011. Morgan Stanley, and JPMorgan Chase & Co., Bank of America Corp. and Regions Financial Corp. rounded out the top five.

Among BHCs with assets between \$1 billion and \$10 billion, leaders included Stifel Financial Corp., National Penn Bancshares, Inc., and Old National Bancorp. Among BHCs with assets between \$500 million and \$1 billion, leaders were Northeast Bancorp, First Citizens Bancshares Inc., and Van Diest Investment Company.

Yet, banks were not alone in seeing surging annuity sales. In August, [LIMRA](#) reported robust gains in annuity sales among life insurers.

-- This article first appeared on [Insurance Networking News](#).

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Annuity Sales by Banks Surge

Income earned from the sale of annuities at bank holding companies rose 25 percent in the first half of 2011.

Insurance Networking News, October 14, 2011

Bill Kenealy

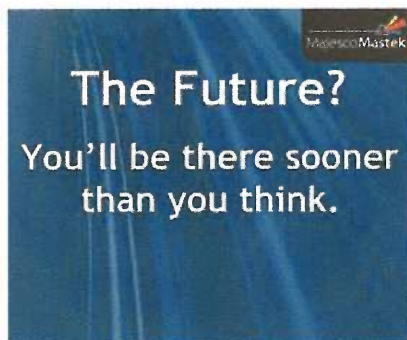
As banks and insurers compete in the lucrative retirement market, new numbers show a marked uptick in the sale of annuities at bank holding companies (BHCs) in the first half of 2011.

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Advisory Industry Members Back SEC, Expect More Fees

October 14, 2011

Even with proposed regulation to the financial advisory industry still pending, several industry members at this week's Women Advisors Forum conference were certain about two things: the SEC should have expanded oversight and the industry will bear more costs.

Citi Makes Over Wealth Management Unit

October 14, 2011

Citigroup is giving its wealth management business a makeover, announcing this week that instead of referring its bank customers to independent advisors it will expand its own retail brokerage and wealth advisory services.

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Wealth Management Firms Slowly Warming to Mobile Devices, Apps

October 14, 2011

The wealth management sector hasn't exactly been blazing the trail when it comes to integrating sleek new mobile devices into the workflow, but that slow ship is beginning to turn, according to a new study from the research firm Aite Group.

Man Investments Serves Up Long/Short Equity Hedge Fund-of-Funds

October 14, 2011

Man Investments has launched the Man Long Short Fund, an equity hedge fund-of-fund that will invest in up to 30 portfolios and offer monthly liquidity.

John Hancock to Launch Retirement Income Program for Advisors

October 14, 2011

John Hancock Financial Network has launched a turnkey retirement income program for financial advisors that includes a web-based product allocation analysis tool, multi-media educational and sales materials and dedicated support.

Risk Tolerance Holds Steady at 29% of Households Since 2009

October 14, 2011

In the three years since the financial crisis hit, investors have remained cautious, but their tolerance for risk has actually held steady, according to the Investment Company Institute.

Did Citadel Trading Secrets Get Dumped in a River?

October 14, 2011

The "smoking guns" were dropped in a Chicago river. Only the "guns" were not guns. They were hard drives. And the suspect is not a gangster, a la Al Capone. Instead, it is a programmer and former employee of Citadel, the computer-driven hedge fund in the Windy City.

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