



STRUCTURED SETTLEMENT ANNUITIES

BUYER'S GUIDE



SECONDARY MARKET
STRUCTURED SETTLEMENT ANNUITIES

IMPORTANT FACTS

UP TO DATE INFORMATION

FREQUENTLY ASKED QUESTIONS

**WE PROVIDE IT ALL
JUST FOR YOU!**



5 Important Facts About MJSSA

MJ Structured Settlement Annuities offers investors an investment option that delivers a guaranteed, fixed income stream over a defined period of time. Secondary Market Annuities & Lotteries offered by MJSSA provide a conservative investment opportunity with a consistently higher rate of return than CD's, bonds, or money market funds. Our Secondary Market Annuities & Lotteries allow you to customize your income now and later! At MJ Structured Settlement Annuities, we play a vital role in assisting our clients with the creation of a financial plan for the future which offers financial security and a worry-free life style.

- 1. MJSSA has direct access to capital markets and the expertise to take advantage of them on your behalf.**
- 2. MJSSA offers clients safety, ease of access and (100-300%) higher yields than comparable fixed rate investments.**
- 3. We provide the security of a fixed income over a defined period of time.**
- 4. Investors have found peace of mind associated with safety, through high yield guaranteed investments that create true wealth in just a few years.**
- 5. Every structured settlement/ lottery we offer is backed by a Major Insurance Company or Government Treasury Strips.**



A structured settlement is an agreement for periodic payments to be paid on a regular basis, either monthly, quarterly or annually, over a fixed period of years instead of a one-time payment in order to satisfy a financial obligation. Settlements like this usually apply to restitution for damages that result from personal injury lawsuits. In most cases, this is a personal injury caused by negligence, such as a motor vehicle accident, medical malpractice, wrongful death, or injury caused due to the negligence or liability of a property owner. For the recipient of the settlement payments, often referred to as the annuitant, the fixed payment schedule does have many benefits but also has numerous drawbacks. Once the individual agrees to a structured settlement payment arrangement or annuity, they are locked into the terms of the structured payment schedule. The structured settlement payment structure cannot be altered in any way once established. For many annuitants, the structured settlement may work for them in the short-term, however, the ability to liquidate the remaining settlement payments does not exist, should a change in one's financial needs occur over time. Many companies provide structured settlement payment recipients with a large lump sum in exchange for some or all of their annuity payments. Essentially, the recipient of the settlement, who has an immediate financial need, comes to an agreement with one of these companies to accept a lump sum payment today instead of waiting years and years into the future. The reasons structured settlement recipients sell some or all of their annuity payments for immediate cash vary greatly. Many of the companies that originate structured settlement transactions utilize specialized brokers that match settlement recipients with investors. In recent years, private individual investors have been showing more interest in acquiring these types of payments in the secondary market. In most cases, structured settlements are an attractive investment opportunity as they can be customized and they pay a far better rate of return than comparable products such as annuities, CD's or Bonds.

LOTTERY PRIZES

Lottery prizes are routinely offered to the winners as an annuitized payment stream. The deferred payout generally involves the payment of prize money beginning within 12 months and lasting as long as a thirty-year period. The installment payments are generally made on an annual or monthly basis to the lottery winner. Typically, a state lottery will fulfill its obligation to make payments by the segregation and purchase of US Treasury Strips correlating to the maturity dates of the installment payments due to the winner. In some states, the lottery may purchase annuities or guaranteed investment contracts issued by highly rated, nationally recognized life insurance companies such as MetLife. Through MJ's reassignment process, the Buyer acquires the right to receive lottery payments directly from the state lottery in place of the original winner. These reassignments are court ordered and acknowledged by the particular state lottery commission with an acknowledgement letter. This practice has occurred for over two decades without a default in payments.



Secondary Market Structured Settlement Annuities

While purchasing structured settlement payments in the secondary market can be desirable for an investor, due diligence is required. From the perspective of investors, one critically unique aspect to contemplate in acquiring this type of investment in the secondary market is the quality of the factoring company's underwriting and its compliance with the various applicable State and Federal laws. Our team at MJ Structured Settlement Annuities, Inc. will walk you through the entire process making sure you are completely comfortable with your product of choice. The acquisition of structured settlement payment streams is done pursuant to stringent underwriting mandates and in strict compliance with State and Federal law. If you are interested in learning more or desire to acquire structured settlement payments, please contact us at:

www.MJStructuredSettlementAnnuities.com

10 Key Facts to Consider:

1. **Secondary Market Annuities offer rates of returns 100% - 300% higher than other comparable fixed rate investments such as CD's, money market funds or bonds.**
2. **Secondary Market Annuities provide a fixed income over a defined period of time based on the specific parameters of the Structured Settlement Annuity that is purchased.**
3. **An Investor can increase the yields in their personal investment portfolio and maximize income for retirement or preserve the principal for future years.**
4. **Structured Settlement Annuities are backed by annuity contracts issued by "AAA" to "A" rated, state regulated insurance carriers. These can be seen on our insurance carrier ratings page: www.mjstructuredsettlementannuities.com/Insurance-Carrier-Ratings.html**
5. **Secondary Market Annuities can be purchased with Pre-tax or After-Tax funds.**
6. **There are no administrative fees with Secondary Market Annuities, Structured Settlements or Lotteries acquired through MJSSA.**
7. **The purchaser has control of the investment selection as they get to choose the type of annuity and payment schedule that best suits their financial needs.**
8. **All Secondary Market Annuities require court approval for the purchaser to receive the reassignment of the Structured Settlement Payment Rights.**
9. **Secondary Market Annuities are paid out in U.S. Dollars. Foreign buyers may be subject to currency exchange risk factors.**
10. **In the past, Secondary Market Annuities were sold to banks and private institutions. They were unknown and not easily accessible by the general public.**



Is a Secondary Market Structured Settlement Annuity for me?

For the right investor, Structured Settlement Annuities can be an exceptional complement to a well-rounded portfolio. They have the advantage of: 1. Providing you significantly higher yields than you would be able to secure with any comparable fixed rate investments such as CD's, money market funds or bonds. 2. Providing a fixed income over a defined period of time based on the specific parameters of the Structured Settlement purchased. 3. Increasing the yields on your personal holdings, maximizing your income for retirement and preserving the principal for future years.

If I decide to purchase a Secondary Market Annuity how long does the process take?

The reassignment of structured settlement annuity payments are governed by federal and state statutes and must be approved by a judge who will issue a court order reassigning the payments to you, the Buyer. The entire process can take from several weeks up to three months depending on the state the court is in. A judge will review the proposed transfer and only approve the court order if it is in the best interests of the existing annuitant.



WHY SHOULD I CHOOSE MJSSA TO ASSIST ME IN THE PURCHASE OF A SECONDARY MARKET STRUCTURED SETTLEMENT?

Experience: Our staff has more than fifteen years of experience in the industry. MJSSA has reassigned millions of dollars' worth of future payments to hundreds of satisfied customers.

Efficiency: We know what it takes to correctly and carefully prepare all of the paperwork necessary to complete these transactions in accordance with State and Federal law. We are highly successful in obtaining court approval of reassignments.

Knowledge: MJSSA has direct access to the capital markets and the expertise to take advantage of these markets on your behalf. Our staff has the knowledge and the expertise required to successfully, quickly and correctly complete the reassignment of secondary market structured settlements, annuities and lotteries.

Commitment: Our team is highly trained to listen carefully to our clients' needs. We build relationships based upon respect, trust and understanding. Our staff goes out of its way to ensure that each customer is entirely satisfied with each and every transaction. Many of our clients purchase multiple Settlements through MJSSA. This starts by offering the best possible solutions to each customer's unique set of circumstances and financial needs so that we can find him or her the best possible cash flow. This commitment continues during the entire process by quickly and efficiently obtaining all required documents, professionally preparing court petitions, and expeditiously obtaining court dates, ultimately resulting in final court approval and reassignment of the settlement to the purchaser.



Who actually will make the payments to me once the Secondary Market Structured Settlement or State Lottery is approved?

Secondary Market Structured Settlement Annuity payments are paid directly to you by a U.S. based insurance company with a credit rating that is generally "A" to "AAA" rated by Standard & Poor's. Lottery payments are paid directly to you by the State Lottery Commission.

What are the benefits of purchasing a Secondary Market Structured Settlement Annuity or Lottery?

Investors are earning 100% to 300% higher yields than comparable fixed rate investments. MJSSA offers their clients ease of access to the secondary market that the general public does not have. Having the security of a guaranteed fixed income over a defined period of time gives you the peace of mind you've been looking for. Best of all, every Structured Settlement we offer is backed by a major Insurance Company and the Lotteries are backed by US Government Treasury Strips. MJSSA always lists their deals using a nominal (true) rate versus an effective (inflated) rate.

What are the risks I should be aware of?

When investing, a buyer must know their financial objectives and risk tolerance. Although Secondary Market Annuities have extremely minimal risk, a buyer must determine whether a Secondary Market Annuity or State Lottery is right for them after considering the following:

- 1) The gains on Secondary Market Structured Settlement Annuities and State Lotteries are taxable. We recommend that purchasers consult their own tax advisor regarding tax considerations that would be applicable prior to purchasing.
- 2) Secondary Market Structured Settlements and State Lottery payments cannot be liquidated. They generally must be held for the term purchased.
- 3) While the rate of return on Secondary Market Structured Settlements Annuities and State Lotteries are locked in, future interest rates may rise or fall.

MJSSA'S APPROACH

We create stable, non-volatile, guaranteed income strategies for clients in today's complicated and challenging investment environment. Every settlement offered through MJSSA Comes with a complete due diligence package. We have the expertise and knowledge to find the right settlement for you and your money. We turn investors' lives around forever. Investors find peace of mind associated with safety, through high yield and guaranteed investments that create true wealth in just a few years. If earning 100% to 300% greater rates of returns than comparable products such as CD's, Money Markets, bonds and traditional annuities, with the safety we describe, sounds intriguing, the offerings from MJSSA Structured Settlement Annuities and Lotteries is what you've been looking for.





Can I sell the payment stream at a later date?

Most structured settlement annuity payment rights that have been sold on the secondary market are not available for resale. A structured settlement is a fixed annuity issued by a large life insurance company as part of the settlement of a personal injury claim. Once a structured settlement is finalized, the terms can't be changed and the payments cannot be accelerated.

Why do Secondary Market Structured Settlement Annuities get such great rates of return?

Since an "SSA" is "pre-owned," it has been acquired at a discount by the purchaser (factoring company). Because the purchaser buys the structured settlement annuity payment rights at a fairly significant discount, the savings are passed along to you as the new purchaser. This discounted purchase price allows you to obtain the pre-owned income stream for a much lower price thereby boosting your rate of return.

What is a typical term for a Secondary Market Structured Settlement?

Typical SSA payment streams are between 3 and 30 years long (some shorter, some longer). The settlements have either immediate or deferred lump sum payments – some can be a combo. Because an SSA is a pre-owned annuity already in-force, lifetime payments cannot be made with this product.

What is a typical purchase amount of Secondary Market Structured Settlement Annuity?

SSA's generally have a purchase price between \$25,000 to \$250,000, however, we do have deals with prices that may be higher or lower.

DISCLAIMER: These questions and answers are provided solely for information purposes and are NOT to be construed as specific legal advice. Please consult an attorney or other professional for any legal or tax questions you may have.

MJSSA'S RESPONSIBILITIES TO THEIR CLIENTS WHO PURCHASE A SECONDARY MARKET STRUCTURED SETTLEMENT ANNUITY:

1. Obtain client information and draft the assignment agreement for the specific transaction.
2. Oversee the entire transfer process as outlined in the Assignment Agreement.
3. Complete the entire due diligence process.
4. File a petition and obtain a court date for reassignment approval
5. Present the transaction to the Judge/Courts for approval and receive an executed court order *
6. Once the transfer is approved, MJSSA will finalize the purchase of the Structured Settlement payment rights with you and provide you with a Closing Book containing the following documents:

- The executed Court Order
- The tax/lien search results and due diligence files
- The Final Amortization Schedule outlining the payment schedule
- Structured Settlement Agreement/Benefits Letter
- The Acknowledgement Letter

**95% of MJSSA reassignments submitted are approved by the court system vs. the industry average of 70%*





Steps for purchasing MJSSA Secondary Market Structured Settlement Annuities:

- Purchasing a secondary market SSA is a fairly simple procedure. Consulting with a MJ Structured Settlement Annuity advisor, who is highly trained and experienced in the field of secondary market structured settlement annuities, will allow the purchaser to ask any questions he or she may have prior to purchasing secondary market structured settlement payments. It will also allow MJSSA the opportunity to provide the purchaser with an appropriate SSA that will meet the purchaser's financial needs.
- Once you have spoken with an MJSSA advisor and have decided that a secondary market structured settlement annuity is right for you, MJSSA can then assist you in deciding the specifics of your secondary market structured settlement annuity such as: How often you would like to receive your payments? How long would you like the settlement to pay? Your MJSSA advisor can help you customize your SSA to suit your particular needs.
- Next, MJSSA will search for a secondary market structured settlement that suits your particular needs. Once one is found, that particular settlement is reserved for you.
- Now that you have a secondary market structured settlement reserved for you, MJSSA will collect the appropriate information needed to start the reassignment process. To comply with all state statutes and to help fight the funding of terrorism and money laundering activities, MJSSA must obtain, verify and record information that identifies each person or legal entity who opens an account through MJSSA's buyer information worksheet.
- Once your information has been collected and submitted, it's time to execute an assignment agreement. This agreement will outline the terms of the transaction and payment(s) that you are purchasing. You have 24 hours to execute the assignment agreement and return to us along with a \$5,000 deposit per offer you want to purchase. MJSSA will obtain a court date for the reassignment of the payments. After the court approval, you will have 72 business hours to fund your transaction. The entire reassignment process can take up to 90 days to complete.
- Once your settlement has been approved by the court and the transaction has been funded, a closing binder containing all of the documents relating to your transaction will be provided to you. It is now time for you to sit back and enjoy your payment(s). That's all there is to it!
- Foreign Buyers must have a U.S. address, U.S. tax ID, and U.S. bank account to be eligible to buy a Secondary Market Structured Settlement Annuity.



- **Annuitant** - An individual receiving or entitled to the receive payments under the Annuity Contract – usually a Claimant.
- **Annuity Benefits** - The payments that will be paid to the Annuitant during the life of the Annuity Contract.
- **Annuity Contract** - The agreement between the annuity owner and the annuity issuer that provides that the Annuity issuer shall make the periodic payments to the annuitant.
- **Annuity Issuer** - An insurance company that issued an annuity contract to pay annuity benefits which fund periodic payments under a settlement agreement.
- **Annuity Owner** - The person or entity which owns the Annuity Contract and has the right to approve changes to the Annuity Contract. Typically, in the case of structured settlements, the Structured Settlement Obligor is the Qualified Assignee and the Annuity Owner. The Structured Settlement Obligor typically purchases an Annuity Contract to fund its obligations under the Settlement Agreement.
- **Assigned Payments** - The portion of the Periodic Payments/Annuity Benefits that are subject to the Transfer. **Assignment** - The legal transfer/sale of one person's interest to another.
- **Assignee** - The assignee is an entity who accepts from the assignor a legal obligation to make future periodic payments via a structured settlement annuity.
- **Assignor** - A person or company who has a legal obligation to make future periodic payments via a structured settlement annuity that they want to assign to a 3rd party (assignor). In most cases, the assignor would be the defendant or its insurance company.
- **Assignment Company** - Typically these are special purpose companies. However, they can be a life insurance company. Many times an assignment company is a wholly owned company of an annuity issuer (the company that makes the annuity payments). In a structured settlement transaction, the assignment company has the obligation to make the future periodic payments from the settlement and does so by purchasing an annuity from the annuity issuer which is considered a qualified funding asset.
- **Buyer** – The purchaser of the Secondary Market Structured Settlement Annuity.
- **Credit Rating** – Refers to the credit rating of the insurance company issued by Standard and Poor's that is paying the Fixed Term Annuity.
- **Investor Closing Book** – A folder that contains all the documents showing your ownership of the assigned payments.
- **Liquidity** – The ability of an asset to be converted into cash quickly without any price discount.
- **Present Value** - The current worth of an amount to be received in the future. In the case of an annuity, present value is the current worth of a series of equal payments to be made in the future.
- **Structured Settlement** - An arrangement for periodic payment of damages for personal injuries or sickness established by settlement or judgment in resolution of a tort claim, often and is issued by an AAA – A rated insurance company.
- **Secondary Market Structured Settlement** - A Secondary Market Structured Settlement is a reassigned structured settlement.
- **Transfer** - Any sale, assignment, pledge, hypothecation or other alienation or encumbrance of structured settlement payment rights made by a payee for consideration.
- **Transfer Agreement** - The agreement providing for a transfer of structured settlement payment rights from a payee/ claimant/ annuitant to a transferee.



STRUCTURED SETTLEMENT ANNUITIES

**We hope our Secondary Market
Structured Settlement Annuities
Buyer's Guide has been helpful.**

Please feel free to contact us so we may assist you with purchasing a Secondary Market Structured Settlement Annuity.

**Sincerely,
Todd Lesk, CEO
MJ Structured Settlement Annuities, Inc.**

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