

The Truth About Investment Fees, Loads, & Charges

You get what you pay for in life, and there are no free lunches, are quotes we have all heard for generations. That holds true for the investment world as well. So the real question to ask yourself about your investments is, "Do you really know what you are getting, for the fees, loads and charges you are paying for?" Let's look at some of the costs that are associated with some common investments, and how these costs affect your overall returns.

Investment Fees Investment Loads Investment Fees, Expenses and Loads Investment Fees, Expense

Mutual Funds

One of the most widely owned investments, mutual funds, have a number of different charges.

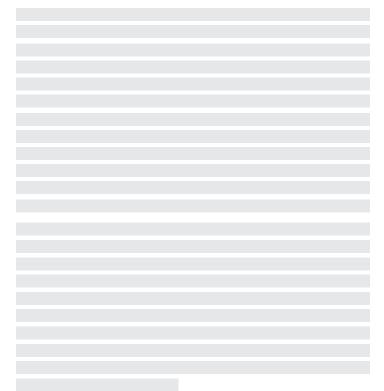
Management Fees

12b-1 Fees

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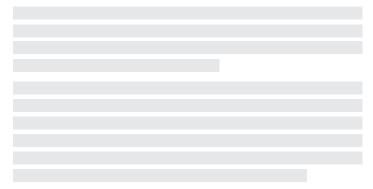
Turnover Costs





Example:

Up-Front Loads



Annual Fees

Variable Annuities

Variable annuities (VA's) are essentially mutual funds that are held inside a tax-deferred annuity. There are several expenses, fees and loads in VA's.

1. Mortality and Expense Charges:



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2.	Enhanced	Death	Benefit Fees:	

6. Front End Loads:

7. Taxes:

3. Living Benefit Riders:

4. Mutual Fund Fees:

5. Surrender Charges:

Stocks and Bonds

Summary



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