

Last Updated

06/11/18

June

2018

# TRADITIONAL FIXED Annuity Product Reference Guide

**OPEN HERE! >>>**  
Your potential annuity  
sales await!

Get 'em while they're HOT!!!

Bankers Five Year & Seven Year

*check it out!!!* Tax Deferred Annuity

Minimum Deposit: \$10,000/Qualified or Non-Qualified  
Issue Ages 0-85

5 Year

Guaranteed Interest Rate:

7 Year

Guaranteed Interest Rate:

➔ **3.60%** ➔ **3.85%**

New Commission Structure\* (up to age 80)

GA Level Base 2.25%

Monthly Production Bonus @ \$250K 0.25%

Monthly Production Bonus @ \$500K 0.25%

Monthly Production Bonus @ \$750K 0.25%

**Potential Total Monthly Commission 3.00%**

\*Bonuses are based on monthly issued business, are cumulative per month, and are paid at the end of each month to the first dollar issued.

BASED ON DELIVERY RECEIPT DAY

(Commission decreases 1.00% for ages 81-85)

### Features:

- Monthly Interest Option available after 30 days
- 10% free withdrawals available after 1st policy year
- Nursing Home Waiver
- Annuitization available after 12 months for 5 years or longer

Your client will **LOVE**  
these **HOT** products!!!!

For Agent Use Only. Rates subject to change. All products not available in all states - Call for state approvals.



Contact us Today!

(For Agent Use Only)  
Not intended for soliciting annuity sales from the public.  
Rates and Commissions subject to change.  
Check for current state approvals.

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A.M. Best Rating = A- (excellent) (888) 221-1234

### 5 AMERICAN GENERAL LIFE COMPANIES\*

Policies issued by American General Life and United States Life (NY only)

A.M. Best Rating\* = A (excellent) (888) 438-6933

### 6 AMERICAN NATIONAL INSURANCE COMPANY

A.M. Best Rating = A (excellent) (800) 835-5320

### 7 ATHENE ANNUITY & LIFE ASSURANCE COMPANY

A.M. Best Rating = A (excellent) (855) 428-4363, option 1

### 8 BANKERS LIFE INSURANCE COMPANY

A.M. Best Rating = B (good) (800) 839-2731 x5221

### 8 EQUITRUST LIFE INSURANCE COMPANY

A.M. Best Rating = B++ (good) (866) 598-3694

### 9 THE CAPITOL LIFE INSURANCE COMPANY

A.M. Best Rating = B+ (good) (800) 274-4825

### 10 GREAT AMERICAN LIFE INSURANCE COMPANY

A.M. Best Rating = A (excellent) (800) 438-3398 x17197

### 11 GUGGENHEIM LIFE & ANNUITY COMPANY

A.M. Best Rating = B++ (good) (800) 767-7749

### 12 LIBERTY BANKERS LIFE INSURANCE COMPANY

A.M. Best Rating = B++ (good) (800) 274-4829

### 13 LINCOLN FINANCIAL GROUP

A.M. Best Rating = A+ (superior) (800) 238-6252

### 13 MUTUAL OF OMAHA

A.M. Best Rating = A+ (superior) (800) 775-7898 x4168

### 14 NORTH AMERICAN COMPANY FOR LIFE AND HEALTH

A.M. Best Rating = A+ (superior) (877) 586-0242 x35676

### 15 OXFORD LIFE INSURANCE COMPANY

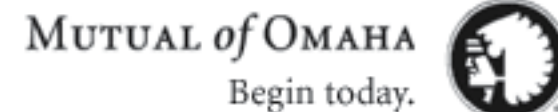
A.M. Best Rating = A- (excellent) (800) 308-2318

### 16 SAGICOR LIFE INSURANCE COMPANY

A.M. Best Rating = A- (excellent) (888) 724-4267 x6180



GUGGENHEIM LIFE AND ANNUITY<sup>SM</sup>






# Multi-Year Guarantees

(Low Band Rates Shown)




Company	AM Best Rating	Surrender Charges	Product Name	GUARANTEE PERIOD		Average Annual Yield	Commission (less at Older Ages)
				1st Year Rate	Rate Thereafter		
Liberty Bankers Life	B++	3 years	Bankers Elite - 3	2.75%	2.75% yrs. 2-3	2.75%	2.00%
Athene Annuity	A	3 years	MaxRate - 3	2.05%	2.05% yrs 2-3	2.05%	1.50%
Equi-Trust Life	B++	3 years	Certainty Select - 3	2.25%	2.25% yrs 2-3	2.25%	2.00%
<b>Guggenheim</b>	<b>B++</b>	<b>3 years</b>	<b>Preserve MYG - 3</b>	<b>2.75%</b>	<b>2.75% yrs 2-3</b>	<b>2.75%</b>	<b>1.00%</b>
Oxford Life	A-	3 years	Multi-Select MYG - 3	2.70%	2.70% yrs 2-3	2.70%	1.00%
<b>Guggenheim</b>	<b>B++</b>	<b>5 years</b>	<b>Preserve MYG - 5</b>	<b>3.25%</b>	<b>3.25% yrs. 2-5</b>	<b>3.25%</b>	<b>2.50%</b>
Oxford Life	A-	5 years	Multi-Select MYG - 5	3.20%	3.20% yrs 2-5	3.20%	2.50%
North American	A+	5 years	Guarantee Choice - 5	2.95%	2.95% yrs. 2-5	2.95%	2.00%
<b>Liberty Bankers Life</b>	<b>B++</b>	<b>5 years</b>	<b>Bankers Premier - 5</b>	<b>3.35%</b>	<b>3.35% yrs. 2-5</b>	<b>3.35%</b>	<b>GREAT 2.00%</b>
American Equity	A-	5 years	Guarantee - 5	2.30%	2.30% yrs. 2-5	2.30%	2.75%
Bankers Life	B	5 years	SPDA - 5	3.60%	3.60% yrs. 2-5	3.60%	2.25%
Liberty Bankers Life	B++	5 years	Premier Plus - 5	4.15%	3.15% yrs. 2-5	3.15%	2.00%
<b>Liberty Bankers Life</b>	<b>B++</b>	<b>5 years</b>	<b>Bankers Elite - 5</b>	<b>3.35%</b>	<b>3.35% yrs. 2-5</b>	<b>3.35%</b>	<b>HOT 2.25%</b>
American National	A	6 years	Palladium MYG - 6	2.80%	2.80% yrs. 2-6	2.80%	2.50%
<b>Guggenheim</b>	<b>B++</b>	<b>6 years</b>	<b>Preserve MYG - 6</b>	<b>3.30%</b>	<b>3.30% yrs. 2-6</b>	<b>3.30%</b>	<b>2.50%</b>
<b>EquiTrust Life</b>	<b>B++</b>	<b>6 years</b>	<b>Choice Four: MVA &amp; Liquidity Option</b>	<b>2.50%</b>	<b>Min. 2.00% yrs 2-6</b>	<b>Varies</b>	<b>GREAT 5.50%</b>
American Equity	A-	6 years	Guarantee - 6	2.45%	2.45% yrs. 2-5	2.45%	2.75%
North American	A+	6 years	Guarantee Choice - 6	2.65%	2.65% yrs. 2-6	2.65%	2.00%
<b>Liberty Bankers</b>	<b>B++</b>	<b>7 years</b>	<b>Bankers Elite - 7</b>	<b>3.55%</b>	<b>3.55% yrs. 2-7</b>	<b>3.55%</b>	<b>HOT 2.50%</b>
Oxford Life	A-	7 years	Multi-Select MYG - 7	3.45%	3.45% yrs 2-7	3.45%	2.50%
<b>Bankers Life</b>	<b>B</b>	<b>7 years</b>	<b>SPDA - 7</b>	<b>3.85%</b>	<b>3.85% yrs 2-7</b>	<b>3.85%</b>	<b>2.25%</b>
Liberty Bankers Life	B++	7 years	Bankers Premier - 7	3.40%	3.40% yrs. 2-7	3.40%	2.15%
North American	A+	7 years	Guarantee Choice - 7	2.70%	2.70% yrs. 2-7	2.70%	2.50%
American National	A	7 years	Palladium MYG - 7	3.75%	2.75% yrs. 2-7	2.89%	2.50%
American Equity	A-	7 years	Guarantee - 7	2.60%	2.60% yrs. 2-7	2.60%	2.75%
Guggenheim	B++	7 years	Preserve MYG - 7	3.40%	3.40% yrs. 2-7	3.00%	2.50%
Liberty Bankers Life	B++	7 years	Bankers - 7	3.10%	3.10% yrs 2-7	3.10%	4.00%
North American	A+	8 years	Guarantee Choice - 8	2.80%	2.80% yrs. 2-8	2.80%	2.50%
Guggenheim	B++	8 years	Preserve MYG - 8	3.45%	3.45% yrs. 2-8	3.45%	2.50%
<b>Equi-Trust Life</b>	<b>B++</b>	<b>8 years</b>	<b>Certainty Select - 8</b>	<b>2.85%</b>	<b>2.85% yrs. 2-8</b>	<b>2.85%</b>	<b>GREAT 3.00%</b>
North American	A+	9 years	Guarantee Choice - 9	2.85%	2.85% yrs. 2-9	2.85%	3.00%
American National	A	9 years	Palladium MYG - 9	4.80%	2.80% yrs. 2-9	3.02%	2.50%
<b>Guggenheim</b>	<b>B++</b>	<b>9 years</b>	<b>Preserve MYG - 9</b>	<b>3.50%</b>	<b>3.50% yrs. 2-9</b>	<b>3.50%</b>	<b>2.50%</b>
Oxford Life	A-	10 years	Multi-Select MYG - 10	3.65%	3.65% yrs. 2-10	3.65%	3.00%
<b>Guggenheim</b>	<b>B++</b>	<b>10 years</b>	<b>Preserve MYG - 10</b>	<b>3.60%</b>	<b>3.60% yrs. 2-10</b>	<b>3.60%</b>	<b>GREAT 3.00%</b>
EquiTrust Life	B++	10 years	Certainty Select - 10	3.00%	3.00% yrs. 2-10	3.00%	3.00%
North American	A+	10 years	Guarantee Choice - 10	3.05%	3.05% yrs. 2-10	3.05%	3.00%

# AMERICAN EQUITY INVESTMENT LIFE INSURANCE COMPANY (AEI)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available
<b>Rate Shield 10+</b>  5% Premium Bonus	Current Fixed Value Rate: -1.45% Non-MVA -1.65% MVA	<u>MGIR</u> 1.00%	Min Premium \$5,000  <u>Max Premium:</u> 18-69 - \$1,500,000 70-74 - \$1,000,000 75-80 - \$750,000	10% of contract value annually starting in year 2. Systematic W/D & RMD immediately.  Optional Income Shield Rider: ICC16 R-LIBR-FS	9.10, 9.10, 8.50, 7.50, 6.50, 5.50, 4.50, 3.40, 2.30, 1.10, 0% (10 Years)	18-80	Y	Ages 18-75: 5.50% Ages 76-80: 4.10%	CA, NY
<b>Rate Shield 10</b> 	Current Fixed Value Rate: -1.95% Non-MVA -2.15% MVA	<u>MGIR</u> 1.00%	Min Premium \$5,000  <u>Max Premium:</u> 18-69 - \$1,500,000 70-74 - \$1,000,000 75-80 - \$750,000	10% of contract value annually starting in year 2. Systematic W/D & RMD immediately.  Optional Income Shield Rider: ICC16 R-LIBR-FS	9.20, 9.20, 8.20, 7.20, 6.20, 5.20, 4.10, 3.10, 2.10, 1.00, 0% (10 Years)	18-80	Y	Ages 18-75: 5.50% Ages 76-80: 4.10%	CA, NY
<b>Rate Shield 7</b> 	Current Fixed Value Rate: -1.80% Non-MVA -1.95% MVA	<u>MGIR</u> 1.00%	Min Premium \$5,000  <u>Max Premium:</u> 18-69 - \$1,500,000 70-74 - \$1,000,000 75-80 - \$750,000	10% of contract value annually starting in year 2. Systematic W/D & RMD immediately.  Optional Income Shield Rider: ICC16 R-LIBR-FS	9.29, 9.20, 8.20, 7.20, 6.20, 5.20, 4.10, 0% (7 Years)	18-80	Y	Ages 18-75: 5.00% Ages 76-80: 3.75%	CA, NY
<b>Guarantee 5</b>  <b>Guarantee 6</b>  <b>Guarantee 7</b>	Guarantee 5 2.30%  Guarantee 6 2.45%  Guarantee 7 2.60%	<u>MGIR:</u> Currently 1.00%	Minimum: \$10,000  Maximum: <b>18-69</b> \$1,500,000  <b>70-74</b> \$1,000,000  <b>75-80</b> \$750,000  <b>81-85</b> \$500,000	Annually, Penalty-free withdrawal of interest credited that contract year. Systematic Withdrawal & RMD immediately	5 years (9, 8, 7, 6, 5, 0%)  6 years (9, 8, 7, 6, 5, 4, 0%)  7 years (9, 8, 7, 6, 5, 4, 3, 0%)	18-85 Q and NQ	Y	2.75% Ages 18-75  1.95% Ages 76-80  1.40% Ages 81-85	NY

# AMERICAN GENERAL LIFE COMPANIES (AGLC)


Rates effective as of 4-2-2018

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available															
<b>American Pathway<sup>SM</sup></b> Fixed 5 Annuity 	<u>With Guarantee ROP:</u> >\$100,000 Year 5 2.40% (MVA) 2.60% <\$100,000 Year 5 2.20% (MVA) 3.40%  <u>Without Guarantee ROP:</u> >\$100,000 Year 5 2.60% (MVA) 2.85% <\$100,000 Year 5 2.40% (MVA) 3.65%	1.00%	\$5,000 NQ \$2,000 Q	Penalty-Free Withdrawal Privilege: After 30 days from contract date Extended Care Waiver: After 1st contract year, early withdrawal charge fees will be waived if the owner is confined to a qualifying insitution or extended care facility for 90 consecutive days or longer.  Terminal Illness Waiver: Early withdrawal charge fees will be waived on one full or partial withdrawal upon the diagnosis of a terminal illness that will result in the death of a contract owner within one year. Written documentation from a qualified physician is required.  Death Benefits: If the spouse is the sole beneficiary of a deceased owner, he/she may elect to become the new "owner" or receive a distibution  Optional Return of Premium Guarantee: The annuity may be returned at anytime for an amount equal to the single premium paid, less prior withdrawals, or the withdrawal value, whichever is greater. Adding this feature will result in a slightly lower initial interest rate than a contract without the feature would receive.	5 years (9,8,7,6,5)	0-90 (0-85 in NY) Q&NQ	Y	N/A	Available in all states, some variations  (MVA is not available in NY)															
<b>American Pathway<sup>SM</sup></b> Fixed 7 Annuity 	<u>With Guarantee ROP:</u> >\$100,000 Year 7 2.50% (MVA) 2.80% <\$100,000 Year 7 2.30% (MVA) 3.60%  <u>Without Guarantee ROP:</u> >\$100,000 Year 7 2.70% (MVA) 3.05% <\$100,000 Year 7 2.50% (MVA) 2.85%	1.00%	\$5,000 NQ \$2,000 Q	Penalty-Free Withdrawal Privilege: After 30 days from contract date Extended Care Waiver: After 1st contract year, early withdrawal charge fees will be waived if the owner is confined to a qualifying insitution or extended care facility for 90 consecutive days or longer.  Terminal Illness Waiver: Early withdrawal charge fees will be waived on one full or partial withdrawal upon the diagnosis of a terminal illness that will result in the death of a contract owner within one year. Written documentation from a qualified physician is required.  Death Benefits: If the spouse is the sole beneficiary of a deceased owner, he/she may elect to become the new "owner" or receive a distibution  Optional Return of Premium Guarantee: The annuity may be returned at anytime for an amount equal to the single premium paid, less prior withdrawals, or the withdrawal value, whichever is greater. Adding this feature will result in a slightly lower initial interest rate than a contract without the feature would receive.	7 years (9,8,7,6,5,4,2)	0-90 (0-85 in NY) Q&NQ	Y	N/A	Available in all states, some variations  (MVA is not available in NY)															
<b>American Pathway<sup>SM</sup></b> Solutions MYG 	<table border="1"> <thead> <tr> <th></th> <th>Low Band</th> <th>High Band</th> </tr> </thead> <tbody> <tr> <td>5 Year</td> <td>2.85%</td> <td>3.15%</td> </tr> <tr> <td>6 Year</td> <td>2.85%</td> <td>3.15%</td> </tr> <tr> <td>7 Year</td> <td>2.95%</td> <td>3.25%</td> </tr> <tr> <td>10 Year</td> <td>2.95%</td> <td>3.25%</td> </tr> </tbody> </table>		Low Band	High Band	5 Year	2.85%	3.15%	6 Year	2.85%	3.15%	7 Year	2.95%	3.25%	10 Year	2.95%	3.25%	1.50%	\$10,000 NQ \$2,000 Q	Penalty-Free Withdrawal Privilege: After Year 1, 15% free withdrawals. After 30 days from contract date  Death Benefits: If the spouse is the sole beneficiary of a deceased owner, he/she may elect to become the new "owner" or receive a distibution  Early Withdrawal Charge Waiver: After the first contract year, withdrawal charge fees will be waived if the owner cannot perform two or more of the six defined activities of daily living (bathing, continence, dressing, eating, toileting, and transferring) for at least 90 consecutive days. Written certification by a licensed healthcare practitioner is required.	10 years (8,8,8,7,6,5,4,3,2,1)  In New York 7 Years (7,6,5,4,3,2,1)	0-85 Q&NQ	Y	5 year - 1.50% 6 year - 2.00% 7 year - 2.00% 10 year - 2.00%	Available in all states, some variations.
	Low Band	High Band																						
5 Year	2.85%	3.15%																						
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(For Agent Use Only)  
 Not intended for soliciting annuity sales from the public.  
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 Check for current state approvals.

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# AMERICAN NATIONAL INSURANCE COMPANY (ANL)



FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available																					
<b>Palladium MYG</b> High Band Shown. Under \$100,000, subtract 10 basis points	<table border="1"> <tr> <td>1st Year</td> <td>Base Rate</td> <td>Yield</td> </tr> <tr> <td>5 Year</td> <td>3.50%</td> <td>2.50%</td> </tr> <tr> <td>6 Year</td> <td>2.90%</td> <td>2.90%</td> </tr> <tr> <td>7 Year</td> <td>3.85%</td> <td>2.85%</td> </tr> <tr> <td>8 Year</td> <td>3.05%</td> <td>3.05%</td> </tr> <tr> <td>9 Year</td> <td>4.90%</td> <td>2.90%</td> </tr> <tr> <td>10 Year</td> <td>4.05%</td> <td>3.15%</td> </tr> </table>	1st Year	Base Rate	Yield	5 Year	3.50%	2.50%	6 Year	2.90%	2.90%	7 Year	3.85%	2.85%	8 Year	3.05%	3.05%	9 Year	4.90%	2.90%	10 Year	4.05%	3.15%	1.00%	\$5,000 Q&NQ	Monthly interest option. 10% free beginning yr 2. Transplant surgery waiver. Confinement Waiver. Available thru issue ages. Full account value paid at death.	5-yr 8,8,8,7,6 6-yr (8,8,8,7,6,5) 7-yr (8,8,8,7,6,5,4) 8-yr(8,8,8,7,6,5,4,3) 9yr 8,8,8,7,6,5,4,3,2 10yr 8,8,8,7,6,5,4,3,2,1 (30 day bail out after guaranteed period)	0-85	Y	5-yr 2.50%-0-79 .50%-80-85 6-yr 2.50%-0-79 .50%-80-85 7-yr 2.50%-0-79 .50%-80-85 8-yr 2.50%-0-79 .50%-80-85 9-yr 2.50%-0-79 .50%-80-85 10-yr 2.50%-0-79 .50%-80-85	UT
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10 Year	4.05%	3.15%																												
<b>Century Plus</b> 	>\$100,000 Yr. 1 - 7.60%, Base Rate - 2.50%  <\$100,000 Yr. 1 - 7.50%, Base Rate - 2.50%  <b>Lifetime Income Rider</b>  Fixed Rate - 7.20% Accumulated Period - 10 Years Rider Premium Enhancement - N/A Rider Premium Charge - 0.90%	1.00%  NAIC States 1.45%	\$5,000 Q&NQ  Max - \$1,000,000	Starting in the first contract year, you can withdraw up to 10% of your annuity value as of the beginning of your annuity's contract year, without any surrender charges.  You can request an amount to be withdrawn from Century Plus on a regular basis. They systematic withdrawal can be for either the earned interest only or for a specific fixed amount. Please keep in mind that when the sum of any systematic withdrawal payments and partial surrenders exceeds 10% of the contract's beginning year annuity value, a surrender charge and market value adjustment or excess interest deduction, if applicable, will be charged.	10 years (10,9,8,7,6,5,4,3,2,1)  CA (9,8,7,6,5,4,3,2,1,0)	0-80	Y	5.00%-ages 0-75 3.00%-ages 76-80	NY																					
<b>Diamond Citadel - 5</b> (2 year rate)	3.50% Yr-1 2.50% Yr-2	1.00%	\$5,000-Q&NQ (Initial deposits over \$100,000 receive .10 additional basis points)	10% Penalty Free beginning year 1. Mo. interest option. Full account value paid at death. Principal Guarantee: Minimum surrender value is a return of premiums paid, less any cumulative withdrawals. The policy will now be owner driven. The death benefit will be paid only upon death of owner, not the annuitant. Please note this will affect chargebacks. In the event of a death or full surrender in the first year, and owner is over 80, there will be a 100% chargeback. Now being marketed as only Confinement and Disability. The definition of Confinement is changing from 60 days to 30 days. If the contract owner is confined for will be imposed on any surrender or withdrawal. Please note Terminal Illness is included in the disability waiver.	5 years (7,7,7,6,5)	0-85 NQ & Q	N	3.00%-Ages 0-80 2.00%-Ages 81-85	Available in all states																					
<b>Diamond Citadel - 7</b> (2 year rate)	4.60% Yr-1 2.60% Yr-2	1.00%	\$2,000Q \$5,000NQ (Initial dep. over \$100K receive .10 add. basis points.) Add. Prem \$1,000 random or \$100/mo. bank draft.	10% Penalty Free beginning year 1. Mo. interest option. Full account value paid at death. Principal Guarantee: Minimum surrender value is a return of premiums paid, less any cumulative withdrawals. The policy will now be owner driven. The death benefit will be paid only upon death of owner, not the annuitant. Please note this will affect chargebacks. In the event of a death or full surrender in the first year, and owner is over 80, there will be a 100% chargeback. Now being marketed as only Confinement and Disability. The definition of Confinement is changing from 60 days to 30 days. If the contract owner is confined for will be imposed on any surrender or withdrawal. Please note Terminal Illness is included in the disability waiver.	7 years (7,7,7,6,5,4,2)	0-85 NQ & Q	N	3.50%-Ages 0-80 2.50%-Ages 81-85 (for 1st 3 years)	Available in all states																					

# ATHENE ANNUITY & LIFE ASSURANCE COMPANY (ALA)

FIXED PRODUCTS	Current Interest				Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission				States ONLY Available in
		3 year	5 year	7 year							Age	3 Year	5 Year	7 Year	
 <b>MaxRate:</b> Multi-Year Fixed Strategy					1.00%	\$10,000 Q&NQ Additional Premium \$1,000 per payment	Free Withdrawal - Equal to the Multi-Year Fixed Strategy rate multiplied by the accumulated Value (as of the most recent Contract Anniversary) beginning in the first contract year.  Required Minimum Distribution (RMDs) - Considered part of your annual Free Withdrawal, even if they exceed your Free Withdrawal amount.  Flexible Premium!  Terminal Illness Waiver and Confinement Waiver built-in (not available in all states)	3 year (10,10,10)  5 year (10,10,10,10,10)  7 year (10,10,10,10,10,10,10)	0-85 (3 year)  0-83 (5 year)  0-83 (7 year)	Y					AL, AZ, AR, CO, DC, FL, GA, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MS, MT, NE, NH, NC, ND, RI, SD, TN, VT, VA, WV, WI & WY
	High Band \$100,000	2.30%	3.15%	3.25%							Age 0-70	1.30%	2.00%	2.50%	
	Low Band Up to \$100,00	2.15%	3.00%	3.10%							Age 71-75	1.30%	2.00%	2.50%	
											Age 76-80	.90%	1.80%	2.25%	
 <b>MaxRate:</b> 1-Year Fixed (additional premium)					1.00%	\$10,000 Q&NQ Additional Premium \$1,000 per payment	Free Withdrawal - Equal to the Multi-Year Fixed Strategy rate multiplied by the accumulated Value (as of the most recent Contract Anniversary) beginning in the first contract year.  Required Minimum Distribution (RMDs) - Considered part of your annual Free Withdrawal, even if they exceed your Free Withdrawal amount.  Flexible Premium!  Terminal Illness Waiver and Confinement Waiver built-in (not available in all states)	3 year (10,10,10)  5 year (10,10,10,10,10)  7 year (10,10,10,10,10,10,10)	0-85 (3 year)  0-83 (5 year)  0-83 (7 year)	N					AL, AZ, AR, CO, DC, FL, GA, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MS, MT, NE, NH, NC, ND, RI, SD, TN, VT, VA, WV, WI & WY  *Commissions paid on first year premiums only.
	High Band \$100,000	2.30%	3.15%	3.25%							Age 0-70	1.30%	2.00%	2.50%	
	Low Band Up to \$100,00	2.15%	3.00%	3.10%							Age 71-75	1.30%	2.00%	2.50%	
											Age 76-80	.90%	1.80%	2.25%	
 <b>MaxRate:</b> Multi-Year Fixed Strategy					1.00%	\$10,000 Q&NQ Additional Premium \$1,000 per payment	Free Withdrawal - Equal to the Multi-Year Fixed Strategy rate multiplied by the accumulated Value (as of the most recent Contract Anniversary) beginning in the first contract year.  Required Minimum Distribution (RMDs) - Considered part of your annual Free Withdrawal, even if they exceed your Free Withdrawal amount.  Flexible Premium!  Terminal Illness Waiver and Confinement Waiver built-in (not available in all states)	3 year (10,10,10)  5 year (10,10,10,10,10)  7 year (10,10,10,10,10,10,10)	0-85 (3 year)  0-83 (5 year)  0-83 (7 year)	Y					AK, CA, CT, DE, HI, MN, MO, NV, NJ, OH, OK, OR, PA, SC, TX, UT, WA
	High Band \$100,000	2.30%	3.10%	3.20%							Age 0-70	1.30%	2.00%	2.50%	
	Low Band Up to \$100,00	2.15%	2.95%	3.05%							Age 71-75	1.30%	2.00%	2.50%	
											Age 76-80	.90%	1.80%	2.25%	
 <b>MaxRate:</b> 1-Year Fixed (additional premium)					1.00%	\$10,000 Q&NQ Additional Premium \$1,000 per payment	Free Withdrawal - Equal to the Multi-Year Fixed Strategy rate multiplied by the accumulated Value (as of the most recent Contract Anniversary) beginning in the first contract year.  Required Minimum Distribution (RMDs) - Considered part of your annual Free Withdrawal, even if they exceed your Free Withdrawal amount.  Flexible Premium!  Terminal Illness Waiver and Confinement Waiver built-in (not available in all states)	3 year (10,10,10)  5 year (10,10,10,10,10)  7 year (10,10,10,10,10,10,10)	0-85 (3 year)  0-83 (5 year)  0-83 (7 year)	Y					AK, CA, CT, DE, HI, MN, MO, NV, NJ, OH, OK, OR, PA, SC, TX, UT, WA  *Commissions paid on first year premiums only.
	High Band \$100,000	2.30%	3.10%	3.20%							Age 0-70	1.30%	2.00%	2.50%	
	Low Band Up to \$100,00	2.15%	2.95%	3.05%							Age 71-75	1.30%	2.00%	2.50%	
											Age 76-80	.90%	1.80%	2.25%	

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 Check for current state approvals.

# BANKERS LIFE INSURANCE COMPANY (BLI)


FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available
<b>SPDA - 5</b>	<b>3.60%</b> for 5 years	1.00% (1.50% in AZ, DE, DC, FL, ND, SD)	Single Purchase Payment \$10,000 Q&NQ	24 Hour Application Processing! Monthly Interest Option available after 30 days. Policyowner's may withdraw up to 10% of the accumulated contract value each year, after the first year, without a withdrawal charge. Available thru issue ages. Nursing Home Waiver - if a Covered Condition occurs to the Annuitant, the Policyowner may withdraw up to 50% of Accumulated Contract Value without a withdrawal charge. A Covered Condition is defined as confinement in a Residential Care Facility or Skilled Nursing Facility for at least 90 consecutive days. The contract must be in force for at least 90 days to be covered. Annual Statement reports the annuity accumulated contract value and interest rate. If a policyowner is required to take a Required Minimum Distribution (RMD) on a tax qualified annuity, the withdrawal charges are waived on any RMD amount that exceeds the 10% free withdrawal provision. (RMD distributions are included in the 10% free withdrawal amount). Withdrawal charges are waived in the event of the Annuitant's death. Withdrawal charges apply at the death of a non-Annuitant owner, if death occurs during the withdrawal charge period. Annuity available after 12 months for five years or longer. Ideal for Tax-Qualified Rollover Plans - IRA, SEP, 403(b), etc. (Inherited and Stretch IRAs are not available with Bankers.)	5 years (9,8,7,6,5)	0-85 Q&NQ	N	<b>New Commission Structure* (to age 80)</b> GA Level Base 2.25% Monthly Production Bonus @ \$250K 0.25% Monthly Production Bonus @ \$500K 0.25% Monthly Production Bonus @ \$750K 0.25% Potential Total Monthly Commission <b>3.00%</b> *Bonuses are based on monthly issued business, are cumulative per month, and are paid at the end of each month to the first dollar issued. BASED ON THE DELIVERY RECEIPT DATE!!! (Reduced to 1.25% ages 81-85)	CA, CT, IA, ME, MA, NH, NJ, NY, OR, RI, VT, WI
<b>Interest Plus SPDA - 5</b> 	<b>4.25%</b> for 5 years Up Front Sales Load 5% of Initial Premium	1.00% (1.50% in AZ, DE, DC, FL, ND, SD)	Single Purchase Payment \$10,000 Q&NQ	Withdrawal Privileges: Policyholders are permitted to access unlimited withdrawals (minimum of \$1,000) of their accumulated accounts for any reason after policy issue. Each withdrawal will be subject to a 1% redemption fee schedule. Window period: Upon expiration of the guaranteed rate period there will be a 30-day window during which a partial or complete withdrawal can be made without a redemption fee. At the conclusion of the 30-day window any withdrawals of the remaining balance will be subject to a 1% redemption fee for an additional 5-year schedule. Annuity available after 12 months for five years or longer. Not subject to a redemption fee. Acknowledgement of delivery required with all cases. Suitability form required with all cases at time of application. (Inherited and Stretch IRAs are not available with Bankers.)	5 years (1,1,1,1,1)	0-90-NQ 0-65-Q	N	<b>New Commission Structure*</b> (to age 90 NQ, to age 65 Q) GA Level Base 2.25% Monthly Production Bonus @ \$250K 0.25% Monthly Production Bonus @ \$500K 0.25% Monthly Production Bonus @ \$750K 0.25% Potential Total Monthly Commission <b>3.00%</b> *Bonuses are based on monthly issued business, are cumulative per month, and are paid at the end of each month to the first dollar issued. BASED ON THE DELIVERY RECEIPT DATE!!!	CA, CT, IA, ME, MA, MN, NC, NH, NJ, NY, OR, RI, VT, WI
<b>SPDA - 7</b> 	<b>3.85%</b> for 7 years	1.50%	Single Purchase Payment \$10,000 Q&NQ	24 Hour Application Processing! Monthly Interest Option available after 30 days. Policyowner's may withdraw up to 10% of the accumulated contract value each year, after the first year, without a withdrawal charge. Available thru issue ages. Nursing Home Waiver - if a Covered Condition occurs to the Annuitant, the Policyowner may withdraw up to 50% of Accumulated Contract Value without a withdrawal charge. A Covered Condition is defined as confinement in a Residential Care Facility or Skilled Nursing Facility for at least 90 consecutive days. The contract must be in force for at least 90 days to be covered. Annual Statement reports the annuity accumulated contract value and interest rate. If a policyowner is required to take a Required Minimum Distribution (RMD) on a tax qualified annuity, the withdrawal charges are waived on any RMD amount that exceeds the 10% free withdrawal provision. (RMD distributions are included in the 10% free withdrawal amount). Withdrawal charges are waived in the event of the Annuitant's death. Withdrawal charges apply at the death of a non-Annuitant owner, if death occurs during the withdrawal charge period. Annuity available after 12 months for ten years or longer. Ideal for Tax-Qualified Rollover Plans - IRA, SEP, 403(b), etc. (Inherited and Stretch IRAs are not available with Bankers.)	7 years (9,8,7,6,5,4,3)	0-85 Q&NQ	N	<b>New Commission Structure* (to age 80)</b> GA Level Base 2.25% Monthly Production Bonus @ \$250K 0.25% Monthly Production Bonus @ \$500K 0.25% Monthly Production Bonus @ \$750K 0.25% Potential Total Monthly Commission <b>3.00%</b> *Bonuses are based on monthly issued business, are cumulative per month, and are paid at the end of each month to the first dollar issued. BASED ON THE DELIVERY RECEIPT DATE!!! (Reduced to 1.25% ages 81-85)	AZ, CA, CT, DC, DE, FL, IA, ME, MA, ND, NH, NJ, NY, OR, RI, SD, VT, WI



# EQUITRUST LIFE INSURANCE COMPANY (ETL)

Rates Effective as of 01-17-2018



MULTI-YEAR PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available
<b>Certainty Select</b> (with optional rider)	3 yr - 2.50% 5 yr - 3.00% 6 yr - 3.10% yrs 1-6 8 yr - 3.20% yrs 1-8 10 yr - 3.25% yrs 1-10	2.00% on 87.5% of premium	\$10,000 Q&NQ	30-day window. During the 30 days prior to the end of the guarantee period, the following options are available: Renew for the same guarantee period and surrender charge schedule. Take a partial withdrawal without Surrender Charges or MVA. Surrender without Surrender Charges or MVA. Annuitize the contract for at least a 10-year period or life. Annuity availability may vary by state. Nursing Home Waiver: Available through applicant age 80. There is no charge for this rider. After the first contract year, requires nursing home confinement of Owner for 90 days. Not available in MA. Rate Hold: If the initial premium is not received with the application but is received within 60 days, the contract will be credited with the higher of the credited rate on the date of receipt of the application and the credited rate for new issues on the date the premium is received. Base Contract Free Withdrawals: Cumulative interest earned may be withdrawn at anytime without surrender charge or MVA, either systematically or as a single withdrawal. Single withdrawals can be requested at any time, but must be at least \$250 per request. Systematic withdrawals are available monthly, quarterly, semiannually or annually, and must be taken EFT. Base Contract Death Benefit: Upon death of first Owner, Accumulation Value. *Effective February 5, a re-filled version of Certainty select will be offered in six states: IA, MN, OK, OR, TX, UT, and WA. The new contract is form series ICC13-ET-MYG-2000(07-13), and has variations from the original Certainty Select product filing. For these six states, the following variations exist: (Surr Charges: 9%, 8%, 7%, 6.5%, 5.5%, 4.5%, 3.5%, 2.5%, 1.5%, 0.5% (surr charge period matches guarantee period) Base Contract only.	<b>Base Contract:</b> (3 Yr) 10,10,9 (5 Yr) 10,10,9,9,8 (6 Yr) 10,10,9,9,8,8 (8 Yr) 10,10,9,9,8,8,7,7 (10 Yr) 10,10,9,9,8,8,7,7,6,5  (9 Years: CA Only: 8.3, 7.4, 6.5, 5.6, 4.7, 3.8, 2.9, 1.9, 0.9)	0-90 Q&NQ (age last birthday)  No MVA in OK	Y	3 year ONLY!!! 2.00% (ages 0-80) 1.50% (ages 81-90)  3.00% - year 1 (ages 0-80)  2.25% - year 1 (ages 81-90)	NY
<b>Choice Four</b> 	Base Contract: 9 yr - 3.00% MVA Option: 9 yr - 3.00% (1.50% Bonus) Liquidity Option: 6 yr - 2.75% Liquidity & MVA Option: 6 yr - 2.75% (1.50% Bonus)	2.00% on 100% of premium	\$10,000 Q&NQ  (\$2,000 Additional Deposits in Year 1)	By current company practice, the accum value is available for annuitization after the 5th year if a minimum payout of 5 years of life is elected. Available through issue age 80. There is no charge for this rider. After the first contract year, nursing home confinement of Owner for 90 days. Not available in MA. Base contract surr charge: Based on a % of the accum value. Applied to partial withdrawals in excess of the free withdrawal amt. Base contract free withdrawals: interest earned in previous 12 months may be withdrawn at anytime w/o surr charge or MVA. Liquidity option: a lower interest rate will apply. During 1st contract yr up to 10% of accum value on previous contract anniversary may be withdrawn each contract yr w/o surr charge or MVA. If both MVA & Liquidity options are selected, the contract is issued with a 6-yr surr charge schedule.	<b>Base Contract:</b> (9 Yr) (12,11,10,9,8,7,6,4,2) FL ONLY: (10,10,10,9,8,7,6,4,2) NV & OH ONLY: (9,8,7,6,5,5,4,5,3,5,2,5,1.5) Liquidity Option: (6 Yr) (12,11,10,9,8,7) FL ONLY: (10,10,10,9,8,7) NV & OH ONLY: (9,8,7,6,5,5,4,5)	0-85 Q&NQ (age last birthday)	Y	5.50% year 1 Ages 0-80  4.125% year 1 Ages 81-85	NY

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# THE CAPITAL LIFE INSURANCE COMPANY (CAP)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	In these states ONLY
<b>Bankers - 3</b> (3 Year Rate) 	2.50% for 3 Years	1.00%	\$10,000 Q&NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	3 years (8,7,6)	0-90 Q & NQ 0-85 in OK	Y	2.00% ages 0-80 1.00% ages 81-95 <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MA, MI, MO, TX, VT
<b>Bankers - 5</b> (5 year rate) 	3.05% for 5 Years	1.00%	\$10,000 Q & NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	5 years (8,7,6,5,4)	0-90 Q & NQ 0-85 in OK	Y	3.25% ages 0-80 1.50% ages 81-90 <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MA, MI, MO, TX, VT
<b>Bankers - 5 Premier Plus</b> (5 year rate)	4.15% year 1 3.15% years 2-5 (Yield 2.65%)	1.00%	\$10,000 Q & NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	5 years (8.1,7.3,6.4,5.5,4.5)	0-90 Q & NQ 0-85 in OK	Y	2.00% ages 0-80 0.40% ages 81-90 <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MA, MI, MO, TX, VT
<b>Bankers - 5 Premier</b> (5 Year Rate)	3.35% For 5 years	1.00%	\$10,000	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	5 years (8,7,6,5,5,4,5)	0-90 Q&NQ 0-85 in OK	Y	0-80 - 2.00% 81-90 - .40% <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MI, MO, TX, VT
<b>Bankers - 7</b> (7 Year Rate)	2.10% (7 year rate)	1.00%	\$10,000 Q&NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	7 years 0-55 (12,11,10,8,6,4,2) 56 plus (8,7,6,5,4,5,3,5,2,5)	0-85 Q&NQ	Y	0-80 - 4.00% 81-85 - 2.00% <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MI, MO, TX, VT
<b>Bankers - 7 Premier</b> (7 Year Rate)	3.40% (7 year rate)	1.00%	\$10,000 Q&NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	7 years (0-55) (12,4,11,5,10,5,8,5,6,5,5,5,4,5) (56+) (8,1,7,1,6,1,5,1,4,5,3,5,2,5)	0-85 Q&NQ	Y	2.15% - 0-80 0.40% - 81-85 <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MA, MI, MO, TX, VT
<b>Bankers Elite - 3</b> (3 Year Rate) 	2.75% for 3 Years	1.00%	\$10,000 Q&NQ	No penalty free withdrawals during surr charge period; thereafter. Death Benefit - surr value. Surviving spouses may elect to continue the policy as their own and avoid surr charges. Non spousal beneficiaries may reduce or avoid charges by deferring payment or taking periodic income. For at least 5 year. No nursing home & disability waiver.	3 years (7,9,7,6,2)	0-90 Q & NQ (0-80 in FL)	Y	2.00% ages 0-90 <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MA, MI, MO, TX, VT
<b>Bankers Elite - 5</b> (5 Year Rate) 	3.50% for 5 Years	1.00%	\$10,000 Q & NQ	No penalty free withdrawals during surr charge period; thereafter. Death Benefit - surr value. Surviving spouses may elect to continue the policy as their own and avoid surr charges. Non spousal beneficiaries may reduce or avoid charges by deferring payment or taking periodic income. For at least 5 year. No nursing home & disability waiver.	5 years (7,9,7,6,2,5,3,4,4)	0-90 Q & NQ (0-80 in FL)	Y	2.25% ages 0-90 <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MA, MI, MO, TX, VT
<b>Bankers Elite - 7</b> (7 Year Rate)	3.55% for 7 years	1.00%	\$10,000 Q & NQ	No penalty free withdrawals during surr charge period; thereafter. Death Benefit - surr value. Surviving spouses may elect to continue the policy as their own and avoid surr charges. Non spousal beneficiaries may reduce or avoid charges by deferring payment or taking periodic income. For at least 5 year. No nursing home & disability waiver.	7 years (7,9,7,6,2,5,3,4,4,3,5,2,7)	0-85 Q & NQ (0-75 in FL)	Y	2.50% ages 0-85 <b>100% new commission on internal exchanges!!!</b>	AL, AK, DC, HI, ME, MA, MI, MO, TX, VT

\*All Liberty Bankers products may not be annuitized without surrender charge until contract maturity.  
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# GREAT AMERICAN LIFE INSURANCE COMPANY (GAA)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available																																																		
<b>Secure American</b> <up to 10.00% annualization bonus - vests 1.00% per year>	1.55% = AV - year 1 1.55% = SV - year 1 (2.57% Yield with Bonus)	1.00%	\$10,000 (Additional Purchase Payments accepted in 1st 3 contract yrs: \$2,000 - NQ \$5,000 - Q)	10% after 1st year. Interest income avail. after 30 days. LTC Terminal Illness Rider. Upon death of owner, the death benefit paid to beneficiary will be a lump sum = to cash value or acct value (including any earned annualization bonus), if the beneficiary elects a settlement option providing payment for a period of at least 7 yrs, or for his/her life expectancy, as provide by Option D, if less.	7 years (9,8,7,6,5,4,3)	18-88-Q 0-88-NQ	N	<table border="1"> <thead> <tr> <th rowspan="2">Yr</th> <th colspan="2">Issue Ages</th> <th colspan="4">Commission Rate by Trail Option</th> </tr> <tr> <th>Qual</th> <th>Non-Qual</th> <th>NT</th> <th>T1</th> <th>T2</th> <th>T3</th> </tr> </thead> <tbody> <tr> <td rowspan="2">1</td> <td>18-70</td> <td>0-70</td> <td>5.75%</td> <td rowspan="6">n/a</td> <td rowspan="6">n/a</td> <td rowspan="6">n/a</td> </tr> <tr> <td>71-80</td> <td>71-80</td> <td>4.65%</td> </tr> <tr> <td rowspan="2">2</td> <td>81-89</td> <td>81-89</td> <td>4.40%</td> </tr> <tr> <td>18-70</td> <td>0-70</td> <td>5.00%</td> </tr> <tr> <td rowspan="2">3</td> <td>71-80</td> <td>71-80</td> <td>3.85%</td> </tr> <tr> <td>81-89</td> <td>81-89</td> <td>3.60%</td> </tr> <tr> <td rowspan="2">3</td> <td>18-70</td> <td>0-70</td> <td>4.05%</td> </tr> <tr> <td>71-80</td> <td>71-80</td> <td>2.95%</td> </tr> <tr> <td>81-89</td> <td>81-89</td> <td>2.00%</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	Yr	Issue Ages		Commission Rate by Trail Option				Qual	Non-Qual	NT	T1	T2	T3	1	18-70	0-70	5.75%	n/a	n/a	n/a	71-80	71-80	4.65%	2	81-89	81-89	4.40%	18-70	0-70	5.00%	3	71-80	71-80	3.85%	81-89	81-89	3.60%	3	18-70	0-70	4.05%	71-80	71-80	2.95%	81-89	81-89	2.00%				AK, MA, NH, NJ, NV, NY, PA, UT, WA
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 <b>Secure Gain - 5</b>	1.00%	\$10,000  \$100,000	Extended Care Waiver & LTC rider available thru issue ages. Terminal Illness Waiver available thru issue ages. Annualization for account value: After the first contract anniversary, the account value may be used for income payout periods of five years or longer. Lifetime payouts (other single or joint) are also available. A spouse who is the sole surviving beneficiary may elect to become the successor owner. Full account value at death. 10% in 1st year interest income available after 1 year.	5 years (9,8,7,6,5)	18-89-Q 0-89-NQ	Y	<table border="1"> <thead> <tr> <th rowspan="2">Yr</th> <th colspan="2">Issue Ages</th> <th colspan="4">Commission Rate by Trail Option</th> </tr> <tr> <th>Qual</th> <th>Non-Qual</th> <th>NT</th> <th>T1</th> <th>T2</th> <th>T3</th> </tr> </thead> <tbody> <tr> <td rowspan="2">1</td> <td>18-80</td> <td>0-80</td> <td>2.50%</td> <td rowspan="6">n/a</td> <td rowspan="6">n/a</td> <td rowspan="6">n/a</td> </tr> <tr> <td>81-89</td> <td>81-89</td> <td>1.50%</td> </tr> </tbody> </table>	Yr	Issue Ages		Commission Rate by Trail Option				Qual	Non-Qual	NT	T1	T2	T3	1	18-80	0-80	2.50%	n/a	n/a	n/a	81-89	81-89	1.50%	NY																												
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							 <b>Secure Gain - 7</b>	1.00%	\$10,000  \$100,000	Extended Care Waiver & LTC rider available thru issue ages. Terminal Illness Waiver available thru issue ages. Annualization for account value: After the first contract anniversary, the account value may be used for income payout periods of five years or longer. Lifetime payouts (other single or joint) are also available. A spouse who is the sole surviving beneficiary may elect to become the successor owner. Full account value at death. 10% in 1st year interest income available after 1 year.				7 years (9,8,7,6,5,4,3)	18-85-Q 0-85-NQ	Y	<table border="1"> <thead> <tr> <th rowspan="2">Yr</th> <th colspan="2">Issue Ages</th> <th colspan="4">Commission Rate by Trail Option</th> </tr> <tr> <th>Qual</th> <th>Non-Qual</th> <th>NT</th> <th>T1</th> <th>T2</th> <th>T3</th> </tr> </thead> <tbody> <tr> <td rowspan="2">1</td> <td>18-80</td> <td>0-80</td> <td>3.50%</td> <td rowspan="6">n/a</td> <td rowspan="6">n/a</td> <td rowspan="6">n/a</td> </tr> <tr> <td>81-89</td> <td>81-89</td> <td>1.50%</td> </tr> </tbody> </table>	Yr	Issue Ages		Commission Rate by Trail Option							Qual	Non-Qual	NT		T1	T2	T3	1	18-80	0-80	3.50%	n/a	n/a	n/a	81-89	81-89	1.50%	NY														
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Guggenheim Life & Annuity Company's

Multi-year

Guarantee

Rates are...



	Guaranteed Rate Under \$250,000	Guaranteed Rate \$250,000+
3 Year	2.75%	2.85%
4 Year	3.00%	3.10%
5 Year	3.25%	3.35%
6 Year	3.30%	3.40%
7 Year	3.40%	3.50%
8 Year	3.45%	3.55%
9 Year	3.50%	3.60%
10 Year	3.60%	3.70%

- Rate Guarantee Matches Surrender Period
- Death Benefit Equals Accumulation Value
- Accumulated Interest Withdrawals Available
- Issue ages 0-90
- RMD Friendly After Year 1
- Free 10% After Year 1

Call for details!!

## SKY ROCKETING!



Interest rate shown is as of 2/28/2018, is subject to change and may vary in accord with state regulations. Preserve Annuities are issued by and are obligations of Guggenheim Life and Annuity Company, home office at 401 Pennsylvania Pkwy., Suite 300, Indianapolis, Indiana 46280. Annuity products are not insured by the FDIC. Annuity contracts contain charges and limitations. Preserve annuities have varying surrender charge periods with substantial penalties for early withdrawal, and may be subject to a market value adjustment. Preserve annuities and/or certain optional features of such annuities may not be available in all states. Guggenheim Life and Annuity Company is not licensed in New Jersey and New York. The contract is issued on form numbers GLA-MYGA-01 or variations of such. 041301A

(For Agent Use Only)  
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 Check for current state approvals.

\*Due to significant decreases in market interest rates and as part of our commitment to provide your clients with competitive products we are temporarily reducing commissions by 20% for the five-year certain payment option for the GALIC SPIA.\*

# GUGGENHEIM LIFE & ANNUITY COMPANY (GLA)

Rates Effective as of 6-1-18

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions <sup>1</sup>	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available																																																																																				
<b>Preserve MYG</b>  (Low Band under \$250,000)  (High Band \$250,000+)  	<b>Guaranteed option</b> 3-Year 4-Year Low Band 2.75% 3.00% High Band 2.85% 3.10%	1.00%	\$5,000-Q \$10,000-NQ	Free Withdrawals: One withdrawal per policy year equal to 10% of the previous anniversary account value in Year 2 and later. RMD's allowed in all years (with chargebacks in Year 1) Systematic Withdrawals: Yes, (Allowed in year 1 by company practice)monthly interest as earned or automatic RMD for qualified plans. Death Benefit: Full account value at death. Surrender Charges waived, No MVA applied. Chargebacks: Yes, 100% on any withdrawal or death within 1st contract year. Annuitization: Can annuitize at any time Surrender charges are waived upon Annuitization for a minimum of 10 years or for 5 years after the initial guarantee period.	10 Years (7,6,5,4,3,2,1,1,1,0,75) 9 Years (7,6,5,4,3,2,1,1,1) 8 Years (7,6,5,4,3,2,1,1) 7 Years (7,6,5,4,3,2,1) 6 Years (7,6,5,4,3,2) 5 Years (7,6,5,4,3) 4 Years (7,6,5,4) 3 Years (7,6,5)	0-90  (Issue ages 0-85 in IN & OK only)	Y  No MVA in DE, MO, OR, PA, WA	<table border="1"> <thead> <tr> <th>Product</th> <th>Ages</th> <th>Comm</th> <th>Renewal</th> </tr> </thead> <tbody> <tr> <td rowspan="3">3 Year</td> <td>0-80</td> <td>1.00%</td> <td>0.50%</td> </tr> <tr> <td>81-85</td> <td>0.75%</td> <td>0.38%</td> </tr> <tr> <td>86-90</td> <td>0.50%</td> <td>0.25%</td> </tr> <tr> <td rowspan="3">4 Year</td> <td>0-80</td> <td>1.75%</td> <td>0.88%</td> </tr> <tr> <td>81-85</td> <td>1.31%</td> <td>0.66%</td> </tr> <tr> <td>86-90</td> <td>0.88%</td> <td>0.44%</td> </tr> <tr> <td rowspan="3">5 Year</td> <td>0-80</td> <td>2.50%</td> <td>1.25%</td> </tr> <tr> <td>81-85</td> <td>1.88%</td> <td>0.94%</td> </tr> <tr> <td>86-90</td> <td>1.25%</td> <td>0.63%</td> </tr> <tr> <td rowspan="3">6 Year</td> <td>0-80</td> <td>2.50%</td> <td>1.25%</td> </tr> <tr> <td>81-85</td> <td>1.88%</td> <td>0.94%</td> </tr> <tr> <td>86-90</td> <td>1.25%</td> <td>0.63%</td> </tr> <tr> <td rowspan="3">7 Year</td> <td>0-80</td> <td>2.50%</td> <td>1.25%</td> </tr> <tr> <td>81-85</td> <td>1.88%</td> <td>0.94%</td> </tr> <tr> <td>86-90</td> <td>1.25%</td> <td>0.63%</td> </tr> <tr> <td rowspan="3">8 Year</td> <td>0-80</td> <td>2.50%</td> <td>1.25%</td> </tr> <tr> <td>81-85</td> <td>1.88%</td> <td>0.94%</td> </tr> <tr> <td>86-90</td> <td>1.25%</td> <td>0.63%</td> </tr> <tr> <td rowspan="3">9 Year</td> <td>0-80</td> <td>2.50%</td> <td>1.25%</td> </tr> <tr> <td>81-85</td> <td>1.88%</td> <td>0.94%</td> </tr> <tr> <td>86-90</td> <td>1.25%</td> <td>0.63%</td> </tr> <tr> <td rowspan="3">10 Year</td> <td>0-80</td> <td>3.00%</td> <td>1.50%</td> </tr> <tr> <td>81-85</td> <td>2.25%</td> <td>1.13%</td> </tr> <tr> <td>86-90</td> <td>1.50%</td> <td>0.75%</td> </tr> </tbody> </table>	Product	Ages	Comm	Renewal	3 Year	0-80	1.00%	0.50%	81-85	0.75%	0.38%	86-90	0.50%	0.25%	4 Year	0-80	1.75%	0.88%	81-85	1.31%	0.66%	86-90	0.88%	0.44%	5 Year	0-80	2.50%	1.25%	81-85	1.88%	0.94%	86-90	1.25%	0.63%	6 Year	0-80	2.50%	1.25%	81-85	1.88%	0.94%	86-90	1.25%	0.63%	7 Year	0-80	2.50%	1.25%	81-85	1.88%	0.94%	86-90	1.25%	0.63%	8 Year	0-80	2.50%	1.25%	81-85	1.88%	0.94%	86-90	1.25%	0.63%	9 Year	0-80	2.50%	1.25%	81-85	1.88%	0.94%	86-90	1.25%	0.63%	10 Year	0-80	3.00%	1.50%	81-85	2.25%	1.13%	86-90	1.50%	0.75%	NY
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No MVA States DE, MO, OR, PA & WA					
Product	Ages	Comm	Product	Ages	Comm
3 Year	0-80	1.00%	4 Year	0-80	1.50%
	81-85	0.75%		81-85	1.15%
	86-90	0.50%		86-90	0.75%
5 Year	0-80	2.00%	6 Year	0-80	2.00%
	81-85	1.50%		81-85	1.50%
	86-90	1.00%		86-90	1.00%
7 Year	0-80	2.00%	8 Year	0-80	2.50%
	81-85	1.50%		81-85	1.50%
	86-90	1.00%		86-90	1.00%
9 Year	0-80	2.50%	10 Year	0-80	2.50%
	81-85	1.50%		81-85	1.90%
	86-90	1.00%		86-90	1.25%

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# LIBERTY BANKERS LIFE INSURANCE COMPANY (LBL)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States NOT Available
<b>Liberty Choice</b>	3.25% (2.00% Bonus)	1.00%	\$5,000 (\$100 month additions) Q&NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. A 10% IRS penalty may apply on amounts withdrawn before the owner reaches age 59 <sup>1/2</sup> Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	5 years (8,7,6,5,4)	0-90 Q & NQ (85-OK)	Y	4.00% ages 0-80 2.00% ages 81-90	AL, AK, DC, HI, MN, MO, NH, NY, OR, PA, WY
<b>Liberty Select</b>	3.85% (2.10% Bonus)	1.00%	\$5,000 (\$100 month additions) Q&NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. A 10% IRS penalty may apply on amounts withdrawn before the owner reaches age 59 <sup>1/2</sup> Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	7 years ages 0-55 (12,11,10,8,6,5,4,2) ages 56+ (8,7,6,5,4,3,2)	0-85 Q & NQ	Y	5.50% ages 0-80 2.50% ages 81-90	AL, AK, DC, HI, MN, MO, NH, NY, OR, PA, WY
<b>Bankers - 3</b> (3 Year Rate) <b>GREAT</b>	2.50% for 3 Years	1.00%	\$10,000 Q&NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	3 years (8,7,6)	0-90 Q & NQ 0-85 in OK	Y	2.00% ages 0-80 1.00% ages 81-95 <b>100% new commission on internal exchanges!!!</b>	MN, NH, NY
<b>Bankers - 5</b> (5 year rate)	3.05% for 5 Years	1.00%	\$10,000 Q & NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	5 years (8,7,6,5,4)	0-90 Q & NQ 0-85 in OK	Y	3.25% ages 0-80 1.50% ages 81-90 <b>100% new commission on internal exchanges!!!</b>	MN, NH, NY
<b>Bankers - 5 Premier Plus</b> (5 year rate)	4.15% year 1 3.15% years 2-5 (Yield 2.65%)	1.00%	\$10,000 Q & NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	5 years (8,1,7,3,6,4,5,5,4,5)	0-90 Q & NQ 0-85 in OK	Y	2.00% ages 0-80 0.40% ages 81-90 <b>100% new commission on internal exchanges!!!</b>	DE, MN, NH, NY
<b>Bankers - 5 Premier</b> (5 Year Rate) <b>HOT</b>	3.35% For 5 years	1.00%	\$10,000	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	5 years (8,7,6,5,5,4,5)	0-90 Q&NQ 0-85 in OK	Y	0-80 - 2.00% 81-90 - .40% <b>100% new commission on internal exchanges!!!</b>	DE, MN, NH, NY
<b>Bankers - 7</b> (7 Year Rate)	3.10% (7 year rate)	1.00%	\$10,000 Q&NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	7 years 0-55 (12,11,10,8,6,4,2) 56 plus (8,7,6,5,4,5,3,5,2,5)	0-85 Q&NQ	Y	0-80 - 4.00% 81-85 - 2.00% <b>100% new commission on internal exchanges!!!</b>	DE, MN, NH, NY
<b>Bankers - 7 Premier</b> (7 Year Rate) <b>HOT</b>	3.40% (7 year rate)	1.00%	\$10,000 Q&NQ	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value. Nursing home benefit and disability available after yr 1 on NQ money and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Available thru issue ages.	7 years (0-55) (12,4,11,5,10,5,8,5,6,5,5,5,4,5) (56+) (8,1,7,1,6,1,5,1,4,5,3,5,2,5)	0-85 Q&NQ	Y	2.15% - 0-80 0.40% - 81-85 <b>100% new commission on internal exchanges!!!</b>	AL, DE, ID, IA, MN, MT, NH, NM, NY, OR
<b>Bankers Elite - 3</b> (3 Year Rate)	2.75% for 3 Years	1.00%	\$10,000 Q&NQ	No penalty free withdrawals during surr charge period; thereafter. Death Benefit - surr value. Surviving spouses may elect to continue the policy as their own and avoid surr charges. Non spousal beneficiaries may reduce or avoid charges by deferring payment or taking periodic income. <b>For at least 5 year.</b> No nursing home & disability waiver. Not RMD Friendly	3 years (7,9,7,6,2)	0-90 Q & NQ (75 in CA & FL)	Y	2.00% ages 0-90 <b>100% new commission on internal exchanges!!!</b>	DE, MN, NH, NY
<b>Bankers Elite - 5</b> (5 Year Rate) <b>GREAT</b>	3.50% for 5 Years	1.00%	\$10,000 Q & NQ	No penalty free withdrawals during surr charge period; thereafter. Death Benefit - surr value. Surviving spouses may elect to continue the policy as their own and avoid surr charges. Non spousal beneficiaries may reduce or avoid charges by deferring payment or taking periodic income. <b>For at least 5 year.</b> No nursing home & disability waiver. Not RMD Friendly	5 years (7,9,7,6,2,5,3,4,4)	0-90 Q & NQ (75 in CA & FL)	Y	2.25% ages 0-90 <b>100% new commission on internal exchanges!!!</b>	DE, MN, NH, NY
<b>Bankers Elite - 7</b> (7 Year Rate)	3.55% for 7 years	1.00%	\$10,000 Q & NQ	No penalty free withdrawals during surr charge period; thereafter. Death Benefit - surr value. Surviving spouses may elect to continue the policy as their own and avoid surr charges. Non spousal beneficiaries may reduce or avoid charges by deferring payment or taking periodic income. <b>For at least 5 year.</b> No nursing home & disability waiver. Not RMD Friendly	7 years (7,9,7,6,2,5,3,4,4,3,5,2,7)	0-85 Q & NQ (70 in CA & FL)	Y	2.50% ages 0-85 <b>100% new commission on internal exchanges!!!</b>	DE, MN, NH, NY

\*All Liberty Bankers products may not be annuitized without surrender charge until contract maturity.  
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# LINCOLN FINANCIAL GROUP (LFA)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available												
<b>Lincoln MYGuarantee<sup>SM</sup> Plus Annuity</b>	<\$100,000 2.65% >\$100,000 2.85% 5 years 2.75% 2.90% 6 years 2.80% 2.95% 7 years 2.85% 3.00% 8 years 2.95% 3.05% 9 years 2.95% 3.05% 10 years 3.00% 3.15%	1.00%	\$10,000 NQ & Q	10% Free Partial surrender - 10% of the accum value can be withdrawn per contract year w/o incurring any surr charge or MVA  Death Benefit - Should the client die before the contract is annuitized, the accum value may be distributed as a death benefit with no surr charges or MVA. Annitization allowed at the end of term or after 5th year	3 Year (7,7,6) 4 Year (7,7,6,5) 5 Year (7,7,6,5,4) 6 Year (7,7,6,5,4,3) 7 Year (7,7,6,5,4,3,2) 8 Year (7,7,6,5,4,3,2,0) 9 Year (7,7,6,5,4,3,2,0,0) 10 Year (7,7,6,5,4,3,2,0,0,0)	0-85	Y	3 & 4 Yr .90% - 0-75, .55% - 76-80, .40% 81-85 5 Year 1.90% - 0-75 1.20% - 76-80, .65% 81-85 6 Year 2.15% - 0-75 1.40% - 76-80, .65% 81-85 7-10 Year 2.40% - 0-75 1.50% - 76-80, .90% - 81-85	AK												
<b>Lincoln Long-Term Care</b>	<\$100,000 2.00% Guaranteed for 7 Years  >\$100,000 2.00% Guaranteed for 7 Years	1.00% guarantee period (Between 1.00% & 3.00% after initial guarantee period)	\$50,000 NQ & Q (Maximum premium \$400K for triple opt. \$600K for double opt.)	Accum value- before annuity payments begin: the single premium plus interest, and less LTC Benefits paid, LTC Benefit charges, partial surrenders, surrender charges and any deductions for taxes if Lincoln is required to pay them. Partial surr - begin in 1st contract yr, up to 10% of contract value may be withdrawn each yr w/o incurring surr charges. Death Benefit - upon death of the contractowner or annuitant, beneficiaries receive the contract value. Choice of income pay opt - after 5th contract yr, contract value w/o surr charge may be received under a number of income pay opts, including an income that cannot be outlived. LTC benefits - Monthly LTC benefits are paid when the covered life: has been given and follows a plan of care prescribed by a licensed health care practitioner. Call for details!	7 years (8,8,7,6,5,4,3)	45-74	N	5.50% Ages 45-74	CO, CT, FL, HI, ID, MA, NY, OH, PA, UT, VT, VA, WA												
				<table border="1"> <tr> <td>Triple Leverage Opt</td> <td>2 years</td> <td>4 years</td> <td>\$2,083.33</td> <td>\$50,000</td> <td>\$100,000</td> <td>\$150,000</td> </tr> <tr> <td>Double Leverage Opt</td> <td>3 years</td> <td>3 years</td> <td>\$1,388.89</td> <td>\$50,000</td> <td>\$50,000</td> <td>\$100,000</td> </tr> </table>	Triple Leverage Opt	2 years	4 years	\$2,083.33	\$50,000	\$100,000	\$150,000	Double Leverage Opt	3 years	3 years	\$1,388.89	\$50,000	\$50,000	\$100,000			
Triple Leverage Opt	2 years	4 years	\$2,083.33	\$50,000	\$100,000	\$150,000															
Double Leverage Opt	3 years	3 years	\$1,388.89	\$50,000	\$50,000	\$100,000															


# MUTUAL OF OMAHA (MOA)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions <sup>1</sup>	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission <sup>5</sup>	States Not Available
<b>Bonus Flexible Annuity</b>	1st Year Guaranteed Rate 2.55%  (2.70% for accumulation values over \$50,000)	1.00%	Single Purchase Payment - \$5,000 Q&NQ  or Planned purchase payments - \$100/month (\$1,200 annually, \$600 semiannually, \$300 quarterly)	<b>Access to account value with no withdrawal charges</b> 10% of accumulation policy value per year, federal tax penalties may apply Available immediately \$100 minimum/month <b>Systematic Income Option</b> Fixed Dollar amount or interest only Available monthly, quarterly, semiannually, annually \$100 minimum/month <b>Death Benefit</b> - The greater of the accumulation value or gross purchase payments minus any cash withdrawals, withdrawal charges and outstanding loans. <b>Security</b> - 100% of principal underwritten and guaranteed by United Omaha Life Insurance Company. Can annuitize after yr-2 without surrender charges. Early annuitization after 2 years.	8 Years (8,8,7,6,5,4,3,2)	0-89	N	5.00% years 1 & 2 (ages 0-80) 1.25% years 3-8 (ages 0-80) 2.50% years 1 & 2 (ages 81-85) 0.75% years 3-8 (ages 81-85) 0.75% years 9+ (all ages)	NONE
<b>Ultra Secure Plus - 5</b>	<\$50,000 1.75% years 1-5 >\$50,000 1.90% years 1-5	1.00%	\$5,000 Q&NQ Unlimited during 1st policy year, \$500 minimum addition, Original withdrawal charges apply, Credited with new money rate in effect at the time of the addition	Free access to account value - 10% of accumulation policy value per year, federal tax penalties may apply, Available in 1st contract year, \$100 minimum/month Withdrawal charge period - 30-day window prior to the end of each 5- or 7-year withdrawal period to surrender, continue or annuitize the contract. Policy holder notified 45 days prior to end of each 5 or 7 withdrawal period, 30 day window before guarantee period ends. Waiver of withdrawal charges - Long term care waiver, Unemployment, Disability, Terminal Illness, Death of spouse or minor dependent, damage to your residence, transplant surgery. Available thru issue ages. 60-day rate lock/1035 exchange and direct rollover/transfer - Rate lock period is 60 days from date of app, rate credited will be the rate at time of application. Customer statements - NQ - sent annually one month after anniversary date. Qualified - sent annually 2nd week of January. <b>RETURN OF PREMIUM!!!</b>	5 Years (6,6,6,6,5)	0-89	Y	4.00% year 1 (ages 0-75) 3.00% year 1 (ages 76-80) 2.00% year 1 (ages 81-89)  Re-up Commission 1.00% (ages 0-80) 0.00% (ages 81-89)	NY
<b>Ultra Secure Plus - 7</b>	<\$50,000 2.00% years 1-7 >\$50,000 2.15% years 1-7	1.00%	\$5,000 Q&NQ Unlimited during 1st policy year, \$500 minimum addition, Original withdrawal charges apply, Credited with new money rate in effect at the time of the addition	Free access to account value - 10% of accumulation policy value per year, federal tax penalties may apply, Available in 1st contract year, \$100 minimum/month Withdrawal charge period - 30-day window prior to the end of each 5- or 7-year withdrawal period to surrender, continue or annuitize the contract. Policy holder notified 45 days prior to end of each 5 or 7 withdrawal period, 30 day window before guarantee period ends. Waiver of withdrawal charges - Long term care waiver, Unemployment, Disability, Terminal Illness, Death of spouse or minor dependent, damage to your residence, transplant surgery. Available thru issue ages. 60-day rate lock/1035 exchange and direct rollover/transfer - Rate lock period is 60 days from date of app, rate credited will be the rate at time of application. Customer statements - NQ - sent annually one month after anniversary date. Qualified - sent annually 2nd week of January. <b>RETURN OF PREMIUM!!!</b>	7 Years (6,6,6,6,5,4,3)	0-89	Y	4.00% year 1 (ages 0-75) 3.00% year 1 (ages 76-80) 2.00% year 1 (ages 81-89)  Re-up Commission 1.00% (ages 0-80) 0.00% (ages 81-89)	NY

# NORTH AMERICAN COMPANY FOR LIFE AND HEALTH (NAA)

Rates Effective as of 5-15-18

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions <sup>1</sup>	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission <sup>5</sup>	States Not Available
<b>North American Guarantee Choice<sup>SM</sup></b> (Low Band under \$100,000)  (High Band over \$100,000)  (In California, the product name remains North American Guarantee Choice <sup>SM</sup> II)	<b>Features 3-Year</b> High Band 2.40% Low Band 2.05%  <b>Features 4-Year</b> High Band 2.60% Low Band 2.25%  <b>Features 5-Year 6-Year</b> High Band 3.30% 2.95% Low Band 2.95% 2.65%  <b>Features 7-Year 8-Year</b> High Band 3.00% 3.10% Low Band 2.70% 2.80%  <b>Features 9-Year 10-Year</b> High Band 3.15% 3.25% Low Band 2.85% 3.05%	100% of premiums less withdrawals at 0.25% less surrender charges	\$2,000-Q \$10,000-NQ	Current year's interest withdrawals available each year. By current company practice*, withdrawals can begin as early as 30 days after annuity is issued if client is on the systematic withdrawal program.  Renewal feature: renewal for the original guarantee period is automatic if no action is taken during the 30 days after the end of the guaranteed period. Within this 30 day window, no surrender charges or interest adjustment applies. This annuity may also be renewed for other guarantee periods available at that time. Death benefit: due to beneficiary upon death. Payouts in lump sum or series of payments. Nursing home rider: confined to a nursing home for more than 90 consecutive days, increase the penalty-free withdrawal amount by 10%. Only available to ages under 75.	3 Year: 9.30%, 8.40%, 7.50% 4 Year: 9.30%, 8.40%, 7.50%, 6.60% 5 Year: 9.30%, 8.40%, 7.50%, 6.60%, 5.70% 6 Year: 9.30%, 8.40%, 7.50%, 6.60%, 5.70%, 4.75% 7 Year: 9.30%, 8.40%, 7.50%, 6.60%, 5.70%, 4.75%, 3.80% 8 Year: 9.30%, 8.40%, 7.50%, 6.60%, 5.70%, 4.75%, 3.80%, 2.85% 9 Year: 9.30%, 8.40%, 7.50%, 6.60%, 5.70%, 4.75%, 3.80%, 2.85%, 1.90% 10 Year: 9.30%, 8.40%, 7.50%, 6.60%, 5.70%, 4.75%, 3.80%, 2.85%, 1.90%, 0.95%  3 Year: 8.00%, 7.15%, 6.20% 4 Year: 8.00%, 7.15%, 6.20%, 5.25% 5 Year: 8.00%, 7.15%, 6.20%, 5.25%, 4.30%	0-90  (Issue ages 0-85 in IN & OK only)	Y	1.50% 3-4 year 2.00% 5-6 year 2.50% 7-8 years 3.00% 9-10 years  (reduced by 25% 81-85) (reduced by 50% 86-90)  IN & OK commission for issue ages 76-80 reduced by 25% and 50% for issue ages 81-85. CT, FL, IL & TX first-year commission reduced by 0.25% <sup>1</sup> reentry commission reduced by 0.125%	DE CA, FL No 6-10 Year  CT (North American Guarantee Choice II is temporarily unavailable)
<b>North American Guarantee Choice II<sup>SM</sup></b> (Low Band under \$200,000) (High Band over \$200,000)	Rates the same as above. 6- through 10- year rates not available in CA (or in FL)								
<b>NAC FoundationChoice Plus 7</b>	High Band 2.05%  Low Band 1.75%  Guaranteed Year 1 Only*  High Band at \$200k+	0.25% Minimum Guaranteed Renewal Rate	<b>Modified Single Premium - Additional Premiums</b> accepted during the first 12 months of the contract	Penalty Free Withdrawals after the first contract anniversary, a penalty free withdrawal of up to 10% of the accumulation value as of the beginning of the contract year may be taken each year.  Nursing Home Confinement Waiver (For Connecticut, known as the Free Withdrawal Benefit for Nursing Home Confinement Rider): You can withdraw up to 100% of your Annuity's accumulation value without surrender charges or market value adjustment, if you are confined to a qualified care facility, for at least 90 consecutive days anytime after the first contract year.	10 Years  YR - 1 9% YR - 2 8.5% YR - 3 7.5% YR - 4 6.5% YR - 5 5.5% YR - 6 4.5% YR - 7 3.5% YR - 8 3% YR - 9 2% YR-10 1%	7 Years  YR - 1 9% YR - 2 8.5% YR - 3 7.5% YR - 4 6.5% YR - 5 5.5% YR - 6 4.5% YR - 7 3.5%	40-85	4.50%	NY
<b>NAC FoundationChoice Plus 10</b>	High Band 2.25%  Low Band 1.90%  Guaranteed Year 1 Only*  High Band at \$200k+	0.25% Minimum Guaranteed Renewal Rate	\$20,000 Qualified & Non-Qualified	GLWB Option 1: No Rider Charge GLWB Option 2: Rider charge is 0.50% of GLWB value each contract anniversary. If Option 2 is elected, your annual charge (your GLWB charge is calculated by multiplying a charge percentage by the GLWB value on the contract anniversary.			Y	5.50%	



## COMPETITIVE NEW HIGHER 5-Year MYGA Rates!

The North American Guarantee Choice II Annuity Currently Offers:

- Guarantee/Surrender Charge Periods from 4 to 10 Years<sup>2</sup>
- Issue ages up to age 90 (may vary by state)

**CALL FOR DETAILS!!**

### 3.30%

Guaranteed 5 Years<sup>2</sup>  
Interest Rate for Initial Premium  
of \$200,000 or more

### 2.95%


Guaranteed 5 Years<sup>2</sup>  
Interest Rate for Initial Premium  
less than \$200,000

FOR AGENT USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.  
 This product is issued by North American Company for Life and Health Insurance\*. Product features and riders may not be available in all states or appropriate for all clients. The North American Guarantee Choice<sup>SM</sup> is issued on forms NC/NA1000A (certificate/contract) AE515A, AE516A, LR427A, LR433A, LR441A and LR441A-1 (endorsements/riders) or appropriate state variation. 1. Current rates effective as of May 8, 2018 and are subject to change at any time. Rate may vary by premium band and guarantee period selected. 2. A surrender during the surrender charge period could result in a loss of premium. Surrender charge structures may vary by state. Surrender charges and Interest Adjustments (also known as Market Value Adjustment) will reset with renewal. 21131Z-MGA-HTML-Agent ID# | REV 1-15

(For Agent Use Only) Not intended for soliciting annuity sales from the public. Rates and Commissions subject to change. Check for current state approvals.

# OXFORD LIFE INSURANCE COMPANY (OFXD)

Rates Effective as of 6-1-18

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions <sup>1</sup>	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission <sup>5</sup>			States Not Available
								Product	Ages	Comm	
<b>Multi-Select Series MYGA</b>  	3 Year: 2.70%	You will receive interest on 100% of your accumulation value	\$20,000-\$1,000,000 Qualified and Non-Qualified Ages 18-75  \$20,000-\$500,000 Qualified and Non-Qualified Ages 76-80	<b>Free Withdrawals:</b> During the first year. Systematic withdrawal of interest earned beginning in second year. Up to 10% of accumulated value.  The market value adjustment is applied only during surrender/withdrawal charge period and only on amounts that exceed the penalty free withdrawal amount.  <b>Waiver of Surrender/Withdrawal Charges:*</b> Terminal Illness Benefit Home Health Benefit Nursing Home Benefit *See policy for eligibility. Not available in all states.	<b>3 Year:</b> 10, 9, 8 <b>4 Year:</b> 10, 9, 8, 7 <b>5 Year:</b> 10, 9, 8, 7, 6 <b>6 Year:</b> 10, 9, 8, 7, 6, 5 <b>7 Year:</b> 10, 9, 8, 7, 6, 5, 4 <b>8 Year:</b> 10, 9, 8, 7, 6, 5, 4, 3 <b>9 Year:</b> 10, 9, 8, 7, 6, 5, 4, 3, 2 <b>10 Year:</b> 10, 9, 8, 7, 6, 5, 4, 3, 2, 1	18-80 Q & NQ	Y	Product	Ages	Comm	AL, MS, NY, VT, WV
	3 Year							18-75 76-80	1.00% 0.50%		
	4 Year							18-75 76-80	1.75% 0.75%		
	5 Year							18-75 76-80	2.50% 1.50%		
	6 Year							18-75 76-80	2.50% 1.50%		
	7 Year							18-75 76-80	2.50% 1.50%		
	8 Year							18-75 76-79	2.75% 1.75%		
	9 Year							18-75 76-77	2.75% 1.75%		
	10 Year							18-75	3.00%		



## INTEREST RATES Effective

# June 1, 2018

LIFE | ANNUITIES | MEDICARE SUPPLEMENT

## MULTI-SELECT SERIES MULTI-YEAR GUARANTEED ANNUITY™


### Rate Guarantee Period

3-Year	4-Year	5-Year	6-Year	7-Year	8-Year	9-Year	10-Year
<b>2.75%</b>	<b>3.25%</b>	<b>3.30%</b>	<b>3.75%</b>	<b>3.55%</b>	<b>3.85%</b>	<b>3.70%</b>	<b>3.75%</b>

\* Effective July 1, 2017, until further notice, commissions will be paid at the percent listed below on the following durations.  
 Multi-Select 4 will be paid at 73% of original commission level Multi-Select 6 will be paid at 50% of original commission level  
 Multi-Select 8 will be paid at 53% of original commission level

# SAGICOR LIFE INSURANCE COMPANY (SAG)

Rates Effective as of 5-24-18

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission			States NOT Available																	
<b>Sage Choice SPDA</b> with Bailout Feature Before sending business to Sagicor: Every agent in all states must have it confirmed that the product training has been successfully completed.	3.00% year 1	2.00% (yrs 1-10 & 3.00% thereafter)	Single Purchase Payment \$5,000 Q&NQ (no inherited IRAs)	Monthly Interest Option (MIO) available for policies with an account value of \$25,000 or greater. Death benefit is equal to contract values as of the date we receive due proof of the Owner's death. Surrender charges and MVA waived upon death of the Owner. Waiver of Surrender Charge Rider: If the Owner of the contract is confined to a licensed nursing home or hospital for 90 consecutive days or more, the policy accumulation value will be available without a surrender charge or MVA. This rider is provided at no extra cost. Available thru issue ages. Free Partial Withdrawals: Beginning in Year 1 the Owner may make one withdrawal per year up to 10% of the accumulation value without incurring charges. <b>After the first contract year, the renewal rate is lower than a rate that is 1% below the initial fixed interest rate, the owner may request, within 30 days of notification, to receive the accumulation value without incurring a surrender charge or MVA.</b>	6 Years (7,7,7,6,5,3)	15 days to age 90-NQ 15 days to age 75-Q	Y (MVA not available in MO)	3.00% (ages 0-80) 1.75% (ages 81-90)			AK, CT, ME, MI, NE, NH, NY, VT																	
<b>Milestone MYGA</b> 	<table border="1"> <tr> <td></td> <td>100K+</td> <td>50K+</td> <td>15K+</td> </tr> <tr> <td>7 Year</td> <td>3.70%</td> <td>3.40%</td> <td>2.90%</td> </tr> <tr> <td>5 Year</td> <td>3.60%</td> <td>3.00%</td> <td>2.50%</td> </tr> <tr> <td>3 Year</td> <td>3.00%</td> <td>2.35%</td> <td>1.75%</td> </tr> </table>		100K+	50K+	15K+	7 Year	3.70%	3.40%	2.90%	5 Year	3.60%	3.00%	2.50%	3 Year	3.00%	2.35%	1.75%	87.5% of the single premium paid	\$15,000 Q-NQ	<b>PENALTY FREE WITHDRAWALS</b> Beginning in the second contract year, the Owner can withdraw 2 up to 10% of the accumulation value per year without a surrender charge. The minimum withdrawal is \$500.  <b>RENEWAL (PENALTY FREE WINDOW)</b> At the end of a 3 or 5 year guarantee period, a 30-day penalty-free window begins. Written notice is provided 45 days in advance of the start of the penalty-free window period. During the "window" a full or partial withdrawal may be taken without surrender charge or market value adjustment. If no withdrawal or a partial withdrawal is taken, the initial 3 or 5 year guarantee period will automatically renew with the then-current guarantee interest rate subject to surrender charge and market value adjustment. A 3 year guarantee period may be renewed a second time. After the initial 7 year guarantee period, the second 5 year guarantee period, or the third 3 year guarantee period, renewals are on an annual basis at the then-current guarantee interest rate and withdrawals may be taken at any time without a surrender charge or market value adjustment.	7 year (9, 8, 7, 6, 5, 4, 3)  5 year (9, 8, 7, 6, 5)  3 year (9, 8, 7)	15 days to 90 years	Y	Ages 0-80 81-85 86-90	3 Year 1.25% 0.75% 0.50%	5 Year 2.00% 1.25% 0.75%	7 Year 2.25% 1.75% 1.00%	AK, CA, CT, DE, DC, FL, ME, MT, ND, NE, NH, NY, SD, VT
	100K+	50K+	15K+																									
7 Year	3.70%	3.40%	2.90%																									
5 Year	3.60%	3.00%	2.50%																									
3 Year	3.00%	2.35%	1.75%																									





Producer Announcement



## Milestone MYGA

Multi-Year Guaranteed Annuity

GUARANTEE PERIOD	100K+	50K+	15K+
7 YEAR	3.70%	3.40%	2.90%
5 YEAR	3.60%	3.00%	2.50%
3 YEAR	3.00%	2.35%	1.75%

-  Issue Age to 90 years
-  10% Penalty Free Withdrawal beginning year two
-  eApp or Paper Application (same commission)
-  A.M. Best "A-" Rated Carrier