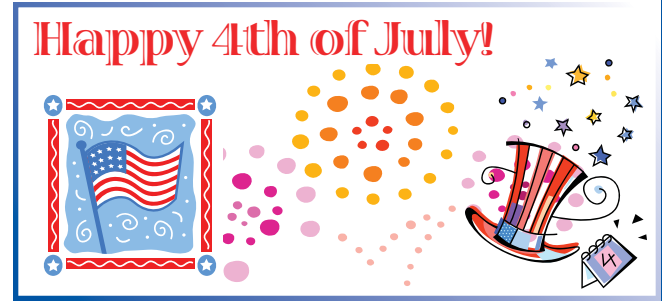


# Annuity Product Reference Guide

◇ TRADITIONAL FIXED

**Last Updated**  
07/27/10

*July*  
**2010**



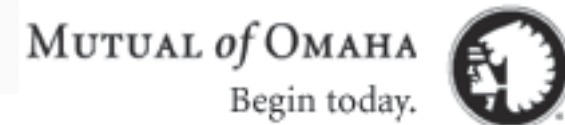
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- 7 ANNUITY INVESTORS LIFE INSURANCE COMPANY**  
A.M. Best Rating = A (excellent) (800) 438-3398 x17197
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- 7 EQUITRUST LIFE INSURANCE COMPANY**  
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- 8 GREAT AMERICAN LIFE INSURANCE COMPANY**  
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- 15 WEST COAST LIFE INSURANCE COMPANY**  
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**American General**  
Life Companies






# Multi-Year Guarantees

Company	AM Best Rating	Surrender Charges	Product Name	GUARANTEE PERIOD		Average Annual Yield	Commission (less at Older Ages)
				1st Year Rate	Rate Thereafter		
<b>Liberty Bankers Life</b>	<b>B-</b>	<b>1 years</b>	<b>Bankers - 1</b>	<b>1.50%</b>	<b>1.50% yr. 1</b>	<b>1.50%</b>	<b>0.50%</b>
<b>Liberty Bankers Life</b>	<b>B-</b>	<b>3 years</b>	<b>Bankers - 3</b>	<b>2.25%</b>	<b>2.25% yrs. 2&amp;3</b>	<b>2.25%</b>	<b>GREAT 2.00%</b>
American National	A	3 years	Palladium MYG - 3	2.00%	2.00% yrs. 2&3	2.00%	1.50%
American National	A	4 years	Palladium MYG - 4	2.00%	2.00% yrs. 2-4	2.00%	2.00%
North American	A+	4 years	Guarantee Choice - 4	2.10%	2.10% yrs 2-4	2.10%	2.50%
Great American	A+	5 years	Stars & Stripes - 5	3.45%	2.55% - 3.05% yrs. 2-5	2.85%	3.00%
Lincoln Financial Group	A+	5 years	My Guarantee - 5	2.55%	2.55% yrs. 2-5	2.55%	2.00%
Genworth Financial	A+	5 years	Secure Living Rate Saver - 5	2.70%	2.70% yrs 2-5	2.70%	2.00%
<b>Liberty Bankers Life</b>	<b>B-</b>	<b>5 years</b>	<b>Bankers - 5</b>	<b>3.30%</b>	<b>3.30% yrs. 2-5</b>	<b>3.30%</b>	<b>3.25%</b>
<b>Liberty Bankers Life</b>	<b>B-</b>	<b>5 years</b>	<b>Bankers Premier - 5</b>	<b>3.60%</b>	<b>3.60% yrs. 2-5</b>	<b>3.60%</b>	<b>HOT 2.00%</b>
American National	A	5 years	Palladium MYG - 5	3.20%	2.20% yrs. 2-5	2.40%	4.00%
North American	A+	5 years	Guarantee Choice - 5	2.80%	2.80% yrs. 2-5	2.80%	2.50%
American General	A	6 years	Horizon Acheiver - 6	2.60%	2.60% yrs. 2-5	2.60%	3.00%
<b>Sagikor Life</b>	<b>A-</b>	<b>6 years</b>	<b>Sage Investor - 6</b>	<b>4.00%</b>	<b>3.00% yrs 2-6</b>	<b>3.17%</b>	<b>4.00%</b>
North American	A+	6 years	Guarantee Choice - 6	2.90%	2.90% yrs. 2-10	2.90%	2.50%
Lincoln Financial Group	A+	6 years	My Guarantee - 6	2.70%	2.70% yrs. 2-5	2.70%	2.25%
American National	A	6 years	Palladium MYG - 6	2.95%	2.95% yrs. 2-6	2.95%	2.50%
<b>Genworth Financial</b>	<b>A+</b>	<b>7 years</b>	<b>Secure Living Rate Saver - 7</b>	<b>3.35%</b>	<b>3.35% yrs 2-7</b>	<b>3.35%</b>	<b>HOT 2.75%</b>
North American	A+	7 years	Guarantee Choice - 7	3.20%	3.20% yrs 2-7	3.20%	2.50%
Lincoln Financial Group	A+	7 years	My Guarantee - 7	2.90%	2.90% yrs. 2-6	2.90%	2.50%
American National	A	7 years	Palladium MYG - 7	4.05%	3.05% yrs. 2-7	3.19%	2.50%
American General	A	7 years	Horizon Select - 7	2.65%	2.65% yrs. 2-7	2.65%	4.00%
<b>Liberty Bankers Life</b>	<b>B-</b>	<b>7 years</b>	<b>Bankers - 7</b>	<b>3.50%</b>	<b>3.50% yrs 2-7</b>	<b>3.50%</b>	<b>4.00%</b>
North American	A+	8 years	Guarantee Choice - 8	3.20%	3.20% yrs. 2-8	3.20%	2.50%
<b>American National</b>	<b>A</b>	<b>8 years</b>	<b>Palladium MYG - 8</b>	<b>3.40%</b>	<b>3.40% yrs. 2-8</b>	<b>3.40%</b>	<b>GREAT 2.50%</b>
<b>Equi-Trust Life</b>	<b>B+</b>	<b>8 years</b>	<b>Certainty Select - 8</b>	<b>3.55%</b>	<b>3.55% yrs. 2-8</b>	<b>3.55%</b>	<b>GREAT GREAT yr 1 &amp; 1.75% yr 2</b>
Lincoln Financial Group	A+	9 years	My Guarantee Annuity - 9	3.00%	3.00% yrs. 2-9	3.00%	2.50%
<b>American National</b>	<b>A</b>	<b>9 years</b>	<b>Palladium MYG - 9</b>	<b>4.90%</b>	<b>2.90% yrs. 2-7</b>	<b>3.12%</b>	<b>GREAT 3.00%</b>
American General	A	9 years	Horizon Choice - 9	2.95%	2.95% yrs. 2-9	2.95%	2.65%
North American	A+	9 years	Guarantee Choice - 9	3.20%	3.20% yrs. 2-9	3.20%	2.50%
<b>American General</b>	<b>A</b>	<b>9 years</b>	<b>Horizon Plus</b>	<b>8.00%</b>	<b>2.00% yrs. 2-6</b>	<b>3.00%</b>	<b>HOT 6.00%</b>
<b>Equi-Trust Life</b>	<b>B+</b>	<b>10 years</b>	<b>Certainty Select</b>	<b>3.75%</b>	<b>3.75% yrs. 2-10</b>	<b>3.75%</b>	<b>1.25% - yr 1 &amp; 1.75% yr 2</b>
Lincoln Financial Group	A+	10 years	My Guarantee - 10	3.05%	3.05% yrs. 2-10	3.05%	2.50%
North American	A+	10 years	Guarantee Choice - 10	3.40%	3.40% yrs. 2-10	3.40%	2.50%
<b>American General</b>	<b>A</b>	<b>10 years</b>	<b>Horizon MYG</b>	<b>6.00%</b>	<b>2.00% yrs 2-6</b>	<b>2.77%</b>	<b>GREAT 7.50%</b>
American National	A	10 years	Palladium MYG - 10	4.25%	3.25% yrs. 2-10	3.35%	4.00%

For Agents Use Only . Call for state approvals. Rates and commissions subject to change. Check individual commission schedules for guaranteed accuracy and descriptions.

# AMERICAN GENERAL LIFE COMPANIES (AGA)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available
<b>Horizon Plus 2004<sup>SM</sup></b> <6-yr Rate> 	8.00% 2.00%-yrs 2-6	2.00%	\$5,000 Q&NQ	Annuitization Allowed w/o Withdrawal Charges or MVA if after 5th yr for a min of 5 yrs. Interest Only Option, 10% free beginning in yr-1, Extended Care Rider, death benefit value utilized if annuitized for min 5 yrs; withdrawal amount = 90% of premium, <prior withdrawals, increasing at 2% per yr.	9 years (9,8,7,6,5, 4,3,2,1)	0-85-Q&NQ	Y	6.00%-Ages 0-75 3.20%-Ages 76-80 1.35%-Ages 81-85	MN, NJ, NY, OR, PA, UT, WA
<b>Horizon Myg</b> <6-yr Rate> 	6.00% 2.00%-yrs 2-6	2.00%	\$5,000 Q&NQ	Annuitization Allowed Without Withdrawal Charges or MVA if after 5th year for a minimum of 5 years. Interest Only Option, 10% free beginning in yr-1, Extended Care Rider, No MVA on Death	10 years (10,9,8,7,6,5,4,3,2,1) TX ONLY (9,8,7,6,5,4,3,2,1)	0-85-Q 0-85-NQ	Y	7.50%--Ages 0-75 5.00%--Ages 76-80 3.00%--Ages 81-85 In - OR, PA, TX & WA ONLY 7.00% (0-75) 4.50% (76-80) 2.70% (81-85)	AK, MN, NJ, NY, UT
<b>Horizon Flex</b>	4.20%	2.00%	initial Premium \$5,000 Q&NQ or EFT min \$300 - NQ&Q Future non-EFT \$2,000	Monthly Interest option. Full Annuity Value at Death. 10% free beginning year 1. Extended care rider. Annuitization available after yr. 5 for a min of 5 yrs. Min remaining annuity value is \$5,000; min partial withdrawal is \$250; min systematic withdrawal is \$50.	8 years (8,8,8,7,6,5,3,1)	0-85 Q&NQ	N	5.00% - Ages 0-75 4.00% - Ages 76-80 3.00% - Ages 81-85 Renewal yrs. 4.00% - 0-80 3.00% - Ages 81-85	AK, NY, UT
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>Horizon Select</b>	5 yr. 2.10% 7 yr. 2.65% 10 yr. 2.95%	2.00%	\$5,000 Q&NQ	-Death Benefit is Full Annuity Value -Can annuitize after yr. 5 for a min of 5 yrs. -10% free withdrawal in yr. 1 -Interest only option -Extended care option	10 years (10,9,8,7,6,5,4,3,2,1) (30 day bail out after guaranteed period) TX ONLY (9,8,7,6,5,4,3,2,1)	0-85 Q&NQ	Y	5, 7, 10 yrs. - 4.00% (0-80) 3.00% (81-85) In TX ONLY 3.50% (0-80) 2.75% (81-85)	AK, UT, MN, NJ, NY, OR, PA, TX, WA
<b>Horizon Achiever</b> 	6 yr. 2.60%	2.00% Minimum Surrender Value =(90% premium less prior withdrawals accumulated at 2% compounded annually	\$5,000 Q&NQ	-Death Benefit is Full Annuity Value -Can annuitize after yr. 5 for a min of 5 yrs. -10% free withdrawal in yr. 1 -Interest only option. Required Min Distribution - Pertains only to qualified (pre-tax) contracts: No withdrawal charge or MVA is applied; however, the required min distribution payment will count against the Free Withdrawal Provision in a given year. Interest Guarantees - After 10 yrs: For 11-, the company will declare rates annually, each rate guaranteed for 1 contract year. The credited interest rate is guaranteed to be no less than 2% renewal. Guarantees are subject to the claims paying ability of the issuer, AGA. Extended Care Rider - Waivers withdrawal charges and MVA on withdrawals or surrenders if: Care is begins at least one year after the date of issue of the contract. Care is provided by a qualified institution for at least 90 consecutive days. The owner is less than age 86.	10 years (10,9,8,7,6,5,4,3,2,1) (30 day bail out after guaranteed period)	0-85 Q&NQ	Y	3.00% (ages 0-80) 2.00% (ages 81-85)	AK, MN, NJ, NY, OR, PA, UT, WA
<b>Horizon Choice</b> [Temporarily Suspending: AG Horizon Choice 5, 7 & 8]	9 yr. 2.95% 10 yr. 2.60%	2.00%	\$2,000 - Q \$5,000- NQ	-Monthly Interest Option -Up to 10 of accum value after 1st policy yr. -Death Benefit is full account value -Extended Care Rider Return of Premium guarantee is available at no charge	9 yrs (7,6,5,4,3,2,1) 10 yrs (7,6,5,4,3,2,1)	0-85 - NQ&Q	Y	9 yrs. 2.65% 10 yrs. 5.00% In - MD & IN ONLY 9 yr - 2.30% 10 yr - 4.65%	MA, MN, NY, PA, WA



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**Bankers Premier**  
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Guaranteed 5 Years

**Bankers 7**  
**3.50%**  
Guaranteed 7 Years

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Rates and Commissions subject to change.  
Check for current state approvals.

# 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> 	3-yr 2.00% yrs 1-3 4-yr 2.00% yrs 1-4 5-yr 3.20% yr.1 2.20% yrs 2-5 6-yr 2.95% yrs. 1-6 7-yr 4.05% yr.1 3.05% yrs. 2-7 8-yr 3.40% yrs. 1-8 9-yr 4.90% yr.1 2.90% yrs. 2-9 10-yr 4.25% yr.1 3.25% yr. 2-10	2.00%	\$5,000 Q&NQ (Initial deposits over \$100,000 receive .10 additional basis points)	Monthly interest option. 10% free beginning yr 2. Transplant surgery waiver. Confinement Waiver. Full account value paid at death.	3-yr 8,8,8 4-yr 8,8,8,7 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	3-yr 1.50%-0-79 .50%-80-85 4-yr 2.00%-0-79 1.00%-80-85 5-yr 4.00%-0-79 2.00%-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 3.00%-0-79 1.00%-80-85 10-yr 4.00%-0-79 2.00%-80-85	NY, UT
<b>Palladium Century - 1<sup>2</sup></b>	3.00% Yr-1	2.00%	\$5,000 Q&NQ	Confin. waiver, Disabil. wavier (add. Prem. will be accepted during the 1st. contract yr. only. The add. Prem. will receive enhanced interest for a full 12-mo. from the date received. The death benefit will be annuity value (prem. plus interest earned - any withdrawals) 10% Penal. Free begin. yr 1. Mo. Interest. option.	10 years (10,9,8,7,6,5,4,3,2,1)	0-90 Q&NQ	Y	*8.00%-ages 0-74 5.50%-ages 75-90	AL, CT, IL, MA, MN, NJ, NY, OR, PA, TX, UT, WA
<b>Palladium Century - 3<sup>2</sup></b>	5.00% Yr-1	2.00%	\$5,000-Q&NQ	Confin. waiver, Disabil. wavier ( Add. Prem. will be accepted during the 1st. contract yr. only. The add. Prem. will receive enhanced interest for a full 12-mo. from the date received. The death benefit will be annuity value (prem. plus interest earned - any withdrawals) 10% Penalty Free begin. yr 1. Mo. interest option.	10 years (11,10,9,8,7,6,5,4,3,2)	0-85 Q&NQ	Y	*7.00%-Ages 0-74 4.50%-Ages 75-85	AL, CT, IL, MA, MN, NJ, NY, OR, PA, TX, UT, WA
<b>Palladium Century - 5<sup>2</sup></b>	7.00% Yr-1	2.00%	\$5,000-Q&NQ	Confin. waiver, Disabil. wavier Add. Prem. will be accepted during the 1st. contract yr. only. The add. Prem. will receive enhanced interest for a full 12-mo. from the date received. The death benefit will be annuity value (prem. plus interest earned - any withdrawals) 10% Penalty Free begin. yr 1. Mo. interest option.	10 years (12,12,11,10,9,8,6,4,3,2)	0-80 Q&NQ	Y	*6.00%-Ages 0-74 3.50% - Ages 75-80	AL, CT, IL, MA, MN, NJ, NY, OR, PA, TX, UT, WA
<b>Palladium Century - 7<sup>2</sup></b> 	9.00% Yr-1	2.00%	\$5,000-Q&NQ	Confin. waiver, Disabil. wavier Add. Prem. will be accepted during the 1st. contract yr. only. The add. Prem. will receive enhanced interest for a full 12-mo. from the date received. The death benefit will be annuity value (prem. plus interest earned - any withdrawals) 10% Penalty Free begin. yr 1. Mo. interest option.	10 years (12,12,11,11,10,9,8,6,4,2)	0-80 Q&NQ (Utah 0-55-Q & NQ)	Y	5.00%-Ages 0-74 3.00% - Ages 75-80	AL, CT, IL, MA, MN, NJ, NY, OR, PA, TX, WA
<b>Palladium Advisor</b>	3.00% (.25% lower in MN, OR, PA)	2.00%	\$5,000 Q&NQ or \$100 per month - EFT on <b>QUALIFIED ONLY!</b>	Confin. waiver, Disabil. wavier. Systematic withdrawals are available for either interest-only payments or a fixed amount payment, for totals not exceeding 10% of the annuity values as of the beginning of that policy year. The min amount that may be withdrawn is \$50 for those with direct deposit or \$100 if you elect to receive a check. Full account value at death.	7 years (7,7,7,6,5,4,2)	0-90 Q&NQ 0-83 IN 0-78 OK 0-50 UT	Y	3.00%-ages 0-79 1.00%-ages 80+ (.40 Trail yrs 2-7) (.80 Trail yrs 8+)	NJ, NY, UT
<b>Diamond Citadel - 5</b> No Max Issue Age for Owner- Call for Details (2 year rate)	3.15% Yr-1 2.15% Yr-2	2.00%	\$5,000-Q&NQ (Initial deposits over \$100,000 receive .10 additional basis points)	10% Penalty Free beginning year 1. Mo. interest option. Nursing Home, Terminal illness & disability riders. Full account value paid at death.	5 years (7,7,7,6,5)	0-85 NQ & Q	N	4.00%-Ages 0-80 3.00%-Ages 81-85	NY, OR
<b>Diamond Citadel - 7</b> No Max Issue Age for Owner- Call for Details! (2 year rate)	4.30% Yr-1 2.30% Yr-2	2.00%	\$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. Nursing Home, Terminal illness & disability riders. Full account value paid at death.  All premium payments received within the first 36 months of the contract will receive a 2% interest rate enhancement over the current declared interest rate for one year.	7 years (7,7,7,6,5,4,2)	0-85 NQ & Q	N	4.50%-Ages 0-80 3.50%-Ages 81-85 (for 1st 3 years)	NY, OR



**CAUTION! Rates are Volatile! Call for current rates.**

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Rates and Commissions subject to change.  
Check for current state approvals.

2) Two year charge back - 100% year 1 & 50% year 2


# AVIVA-USA/AMERICAN INVESTORS LIFE INSURANCE COMPANY (AVA)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available
<b>Spirit Bonus</b> (8.00% Bonus in year 1 & year 2)	\$5,000-\$74,999 1 Year - 2.00%  \$75,000+ 1 Year - 2.00%	2.00%	\$5,000 Q&NQ  (\$1,000 subsequent)	If the deferred contract has been in force for 1-5 yrs, then the SPIA must be for life of 8+ yrs. If the deferred contract has been in force for 6+ yrs, then the SPIA must be for life or 5+ yrs. 10% of prior anniversary Accum Value beginning in Yr 1. Up to 20% Free Withdrawal is available in the current contract yr if a withdrawal was not taken in the prior contract yr. 10% income bonus after 10th yr based on remaining 1st yr premium. Greater of the Accum Value, Cash surrender value, or any death benefit provided by an optional rider. Premium Bonus Value Recapture Charge: (10,10,10,10,8,7,6,5,4,2,0). If your client needs qualified home health care services any time after the 1st contract yr, he can withdraw up to 20% of the annuity's prior contract anniversary Accum Value w/o a withdrawal charge. If your client is diagnosed with a terminal illness anytime after the 1st contract yr, he can withdraw up to 100% of the annuity's prior contract anniversary Accum value w/o a withdrawal charge. If your client is confined to a qualified care facility anytime after the 1st contract yr, he can withdraw up to 100% of their annuity's Accum Value w/o a withdrawal charge.	10 years (12,12,12,11,10,9,8,7,6,4)	0-78 Q&NQ  IN-(0-74)	N	7.00% - yr 1 (ages 0-75) 3.50% - yrs 2-5 (ages 0-75)  5.00% - yr 1 (ages 76-80) 2.50% - yrs 2-5 (ages 76-80)	AK, CT, DE, MN, NJ, NY, NV, OR, PA, UT, WA
<b>Spirit Plus</b> (5.00% Bonus in year 1 & year 2)	\$5,000-\$74,999 1 Year - 2.00%  \$75,000+ 1 Year - 2.00%	2.00%	\$5,000-Q&NQ  (\$1,000 subsequent)	If the deferred contract has been in force for 1-5 yrs, then the SPIA must be for life of 8+ yrs. If the deferred contract has been in force for 6+ yrs, then the SPIA must be for life or 5+ yrs. 10% of prior anniversary Accum Value beginning in yr 1. Up to 20% Free Withdrawal is available in the current contract yr if a withdrawal was not taken in the prior contract yr. 10% income bonus after 10th yr based on remaining 1st yr premium. Greater of the Accum Value, Cash surrender value, or any death benefit provided by an optional rider. If your client needs qualified home health care services any time after the 1st contract yr, he can withdraw up to 20% of the annuity's prior contract anniversary Accum Value w/o a withdrawal charge. If your client is diagnosed with a terminal illness anytime after the 1st contract yr, he can withdraw up to 100% of the annuity's prior contract anniversary Accum value w/o a withdrawal charge. If your client is confined to a qualified care facility anytime after the 1st contract yr, he can withdraw up to 100% of their annuity's Accum Value w/o a withdrawal charge.	10 years (16,15,14,13,12,11,10,8,6,4)	0-78 Q&NQ	N	7.50% - yr 1 (ages 0-75) 3.75% - yrs 2-5 (ages 0-75)  5.50% - yr 1 (ages 76-78) 2.75% - yrs 2-5 (ages 76-78)	NJ, NY, PA
<b>Spirit Plus - S</b> (5.00% Bonus in year 1 & year 2)	\$5,000-\$74,999 1 Year - 2.00%  \$75,000+ 1 Year - 2.00%	2.00%	\$5,000-Q&NQ  (\$1,000 subsequent)	If the deferred contract has been in force for 1-5 yrs, then the SPIA must be for life of 8+ yrs. If the deferred contract has been in force for 6+ yrs, then the SPIA must be for life or 5+ yrs. 10% of prior anniversary Accum Value beginning in yr 1. Up to 20% Free Withdrawal is available in the current contract yr if a withdrawal was not taken in the prior contract yr. 10% income bonus after 10th yr based on remaining 1st yr premium. Greater of the Accum Value, Cash surrender value, or any death benefit provided by an optional rider. If your client needs qualified home health care services any time after the 1st contract yr, he can withdraw up to 20% of the annuity's prior contract anniversary Accum Value w/o a withdrawal charge. If your client is diagnosed with a terminal illness anytime after the 1st contract yr, he can withdraw up to 100% of the annuity's prior contract anniversary Accum value w/o a withdrawal charge. If your client is confined to a qualified care facility anytime after the 1st contract yr, he can withdraw up to 100% of their annuity's Accum Value w/o a withdrawal charge.	10 years (10,9,8,7,6,5,4,3,2,1)	0-78 Q&NQ	N	6.00% - yr 1 (ages 0-75) 3.00% - yrs 2-5 (ages 0-75)  4.00% - yr 1 (ages 76-78) 2.00% - yrs 2-5 (ages 76-78)	Only Available in CT, DE, MN, OR, WA
<b>Spirit - 7</b>	\$5,000-\$74,999 1 Year - 2.00%  \$75,000+ 1 Year - 2.25%	2.00%	\$5,000-Q&NQ  (\$1,000 subsequent)	If the deferred contract has been in force for 1-5 yrs, then the SPIA must be for life of 8+ yrs. If the deferred contract has been in force for 6+ yrs, then the SPIA must be for life or 5+ yrs. 10% of prior anniversary Accum Value beginning in yr 1. Up to 20% Free Withdrawal is available in the current contract yr if a withdrawal was not taken in the prior contract yr. Greater of the Accum Value, Cash surrender value, or any death benefit provided by an optional rider. If your client needs qualified home health care services any time after the 1st contract yr, he can withdraw up to 20% of the annuity's prior contract anniversary Accum Value w/o a withdrawal charge. If your client is diagnosed with a terminal illness anytime after the 1st contract yr, he can withdraw up to 100% of the annuity's prior contract anniversary Accum value w/o a withdrawal charge. If your client is confined to a qualified care facility anytime after the 1st contract yr, he can withdraw up to 100% of their annuity's Accum Value w/o a withdrawal charge.	7 years (9,8,7,6,5,4,3)	0-81 Q&NQ	N	4.00% - yr 1 (ages 0-75) 2.00% - yrs 2-5 (ages 0-75) 2.75% - yr 1 (ages 76-81) 1.38% - yrs 2-5 (ages 76-81)	NJ, NY, PA
<b>Spirit - 5</b>	\$5,000-\$74,999 1 Year - 2.00%  \$75,000+ 1 Year - 2.05%	2.00%	\$5,000-Q&NQ  (\$1,000 subsequent)	If the deferred contract has been in force for 1-5 yrs, then the SPIA must be for life of 8+ yrs. If the deferred contract has been in force for 6+ yrs, then the SPIA must be for life or 5+ yrs. 10% of prior anniversary Accum Value beginning in yr 1. Up to 20% Free Withdrawal is available in the current contract yr if a withdrawal was not taken in the prior contract yr. Greater of the Accum Value, Cash surrender value, or any death benefit provided by an optional rider. If your client needs qualified home health care services any time after the 1st contract yr, he can withdraw up to 20% of the annuity's prior contract anniversary Accum Value w/o a withdrawal charge. If your client is diagnosed with a terminal illness anytime after the 1st contract yr, he can withdraw up to 100% of the annuity's prior contract anniversary Accum value w/o a withdrawal charge. If your client is confined to a qualified care facility anytime after the 1st contract yr, he can withdraw up to 100% of their annuity's Accum Value w/o a withdrawal charge.	5 years (8,7,6,5,4)	0-83 Q&NQ	N	3.50% - yr 1 (0-75) 1.75% - yrs 2-3 (ages 0-75) 2.50% - yr 1 (76-80) 1.25% - yrs 2-3 (ages 76-80) 1.95% - yr 1 (81-83) 0.98% - yrs 2-3 (81-83)	NJ, NY, PA
<b>Spirit - 3</b>	\$5,000-\$74,999 1 Year - 2.00%  \$75,000+ 1 Year - 2.00%	2.00%	\$5,000-Q&NQ  (\$1,000 subsequent)	If the deferred contract has been in force for 1-5 yrs, then the SPIA must be for life of 8+ yrs. If the deferred contract has been in force for 6+ yrs, then the SPIA must be for life or 5+ yrs. 10% of prior anniversary Accum Value beginning in yr 1. Up to 20% Free Withdrawal is available in the current contract yr if a withdrawal was not taken in the prior contract yr. Greater of the Accum Value, Cash surrender value, or any death benefit provided by an optional rider. If your client needs qualified home health care services any time after the 1st contract yr, he can withdraw up to 20% of the annuity's prior contract anniversary Accum Value w/o a withdrawal charge. If your client is diagnosed with a terminal illness anytime after the 1st contract yr, he can withdraw up to 100% of the annuity's prior contract anniversary Accum value w/o a withdrawal charge. If your client is confined to a qualified care facility anytime after the 1st contract yr, he can withdraw up to 100% of their annuity's Accum Value w/o a withdrawal charge.	3 years (6,5,4)	0-85 NQ & Q	N	1.25% - yr 1 (ages 0-80) 0.63% - yr 2 (ages 0-80) 1.00% - yr 1 (ages 81-85) 0.50% - yr 2 (ages 81-85)	NJ, NY, PA


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Rider	Base Product	Issue Ages	Annual Charge
Income Edge Plus Optional Income Rider	Income Preferred	40-83	0.75%
Income Edge Flex Optional Income Rider	Spirit Series	40-85	0.45%
InsurePay Optional Death Benefit Rider	Spirit Series	0-85	0.60%

# ANNUITY INVESTORS LIFE INSURANCE COMPANY (AIL)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available
<b>Great Flex - 5</b>	2.60%	1.50% (WA - 1.25%)	Single Purchase \$3,000 or \$50 per month/\$600 annually	Monthly interest option. Death Benefit: The acct value, less any outstanding loan balance, will be paid upon death of the owner or joint owners. A spouse who is surviving joint owner or sole survivor beneficiary may elect to become successor owner. 10% after 1st year.	5 years (5,4,3,2,1)	18-85-Q 0-85-NQ	N	Year 1 3.75% Ages 18-70-Q Ages 0-90-NQ Years 2+ 1.20% Ages 18-70-Q Ages 0-90-NQ Single Premium Year 1 2.15% Ages 18-70-Q Ages 0-90-NQ Years 2+ 1.20% Ages 18-70-Q Ages 0-90-NQ	NY, VT
 <b>Great Flex - 6</b>	4.30% Qualified (TSA - 4.25%)  3.75% Non-Qualified	2.00% (WA - 1.25%) (TSA - 2.15%)	Single Purchase \$3,000 or \$50 per month/\$600 annually	Monthly interest option. Death Benefit: The acct value, less any outstanding loan balance, will be paid upon death of the owner or joint owners. A spouse who is surviving joint owner or sole survivor beneficiary may elect to become successor owner. 10% after 1st year.	6 years (9,8,7,6,5,4)	18-85-Q 0-85-NQ	N	<b>Flexible Payments</b> Year 1 7.50% Ages 18-55, 4.75% Ages 56-85 Years 2-5 4.05% Ages 18-55, 4.75% Ages 56-85 Years 6-10 2.60% Ages 18-55, 3.60% Ages 56-85 Years 11-20 2.60% Ages 18-55, 3.60% Ages 56-85 <b>Single Premium</b> Year 1 4.75% Ages 18-65, 3.60% Ages 66-85 Years 2-5 4.75% Ages 18-55, 4.05% Ages 56-65 3.60% Ages 66-85 Years 6-10 1.95% Ages 18-65, 1.80% Ages 66-85	IL, NV, NY, VT

# EQUITRUST LIFE INSURANCE COMPANY (ETL)

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)  	5 yr. - 2.00% 6 yr. - 2.10% yrs 1-6 8 yr. - 3.55% yrs 1-8 10 yr. - 3.75% yrs 1-10	2.00% on 87.5% of premium	\$30,000 Q&NQ	Base contract death benefit - Upon death of first Owner, Accumulative Value Cumulative interest at any time. Full accumulation value death benefit. With Optional Rider: Systematic interest in first year. 10% free withdrawals after first year. Nursing Home Waiver - (Issue Ages 0-80) (60 day rate lock) Optional rider death benefit - upon death of first Owner, the choice of: Cash surrender value immediately or Accumulation value applied to a payment option for at least 5-year period or life. <b>Option Rider: (5 Yr) 9,8,5,8,7,5,7 (6 Yr) 9,8,5,8,7,5,7,6,5 (8 Yr) 9,8,5,8,7,5,7,6,5,6,5,5 (10 Yr) 9,8,5,8,7,5,7,6,5,6,5,5,4,5</b>	<b>Base Contract:</b> (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	0-90 Q&NQ (age last birthday)	Y	1.25% - year 1 (ages 0-80) 1.75% - year 2 (ages 0-80) .9375% - year 1 (ages 81-90) 1.3125% - year 2 (ages 81-90)	CT, IN, MN, NY, OR, UT, WA
<b>Choice Four</b>	Base Contract: 9 yr. - 2.75% MVA Option: 9 yr. - 2.75% Liquidity Option: 6 yr. - 2.15% Liquidity & MVA Option: 6 yr. - 2.15%	2.00% on 100% of premium	\$30,000 Q&NQ	Upon death of owner, accum value. On the income date, the accum value is applied to the payment option elected. The income date is the 1st contract anniversary after the annuitant's 100th birthday. 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, requires 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. Market Value adjustment: Available as an option at contract issue only. Applied when surr charges apply. Premium bonus: 1.5% is applied immediately to the accum value when the MVA option is elected. 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) Liquidity Option: (6 Yr) (12,11,10,9,8,7)	0-85 Q&NQ (age last birthday)	Y	2.50% years 1-3 Ages 0-80 1.875% years 1-3 Ages 81-90	AK, CT, IN, MD, MA, MN, NY, OK, OR, TX, UT, VT, WA

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Check for current state approvals.

### EquiTrust Life ONLY

Chargebacks - All commissions will be reversed under the following circumstances: Upon death of owner or surrender during months 1-6: 100% all products excluding Confidence Income. Upon death of owner or surrender during months 7-15: 50% all products excluding Confidence Income. Any commission paid after the date of death will be reversed 100%.

# 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>American Freedom Stars &amp; Stripes - 5</b> <5 year rate> 	3.45% Yr 1    2.55% Yr 2 2.65% Yr 3    2.75% Yr 4 2.85% Yr 5 yield 2.85%	1.50%	\$10,000	Full account value at death. 10% after 1st year Interest income avail. after 1 yr. LTC Rider & Terminal Illness Rider	5 years (7,6,5,4,3)	18-89-Q 0-89-NQ	Y	3.00% 18-84-Q 0-84-NQ 2.10% 85-90-NQ	IL, IN, NJ, NY, OR, PA, VA
	3.55% Yr 1    2.65% Yr 2 2.75% Yr 3    2.85% Yr 4 2.95% Yr 5 yield 2.95%		\$100,000						
<b>American Freedom - 10-ST</b>	4.65% <sup>1</sup> (includes 2.00% first year bonus)	1.50% (WA - 1.25%)	\$10,000	10% after 1st year Interest income avail. after 30 days. L-T-C rider & terminal illness rider	10 years (9,9,8,7,6,5,4,3,2,1)	18-85-Q 0-85-NQ	N	6.00%-18-75-Q 0-80-NQ 2.85%-76-85-Q 81-85-NQ	IL
<b>Secure American</b> <up to 10.00% annualization bonus - vests 1.00% per year>	3.60% = AV 2.60% = SV	1.50%	\$10,000 (Additional Purchase Payments accepted in 1st 3 contract yrs: \$2,000 - NQ \$5,000 - Q)	10% after 1st year. Inter 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 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)	18-89-Q 0-89-NQ	N	(Yr 1) 7.40%-18-70-Q 0-70-NQ 5.40% 71-80 Q&NQ 5.15% 81-90 Q&NQ (Yr 2) 6.40%-18-70-Q 0-70-NQ 4.40% 71-80 Q&NQ 4.15% 81-90 Q&NQ (Yr 3) 5.40%-18-70-Q 0-70-NQ 3.40% 71-80 3.15% 81-90	AK, MA, NH, NJ, NY, ND, PA, UT, WA


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**\*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.\***




# GENWORTH LIFE INSURANCE COMPANY (GWL)

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 Living Liberty</b> (1 Year Rate)	Guarantee Period	<\$99,999	\$100,000-\$249,999	\$250,000-or more	2.00%	\$5,000-NQ \$2,000-Q	Free 10% available even in year - 1. Accumulated interest monthly. Death benefit is full accumulation value. Extended hospital or nursing home waiver after 30 days where approved.	6 year (9,9,8,7,6,5) IN & OR (9,8,7,6,5,4)	0-85 Q & NQ Age last Birthday	N	3.00% ages 0-75 1.95% ages 76-80 1.05% ages 81-85	NY, OR
	1-Yr Guarantee	4.05%	4.55%	5.05%								
	Ballout Rate	2.15%	2.15%	2.15%								
	Effective Yield	2.46%	2.55%	2.63%								
<b>Secure Living Liberty</b> (3 Year Rate)	Guarantee Period	<\$99,999	\$100,000-\$249,999	\$250,000-or more	2.00%	\$5,000-NQ \$2,000-Q	Free 10% available even in year - 1. Accumulated interest monthly. Death benefit is full accumulation value. Extended hospital or nursing home waiver after 30 days where approved.	6 year (9,9,8,7,6,5) IN & OR (9,8,7,6,5,4)	0-85 Q & NQ Age last Birthday	N	3.00% ages 0-75 1.95% ages 76-80 1.05% ages 81-85	NY, OR
	3-Yr Guarantee	3.05%	3.20%	3.30%								
	Ballout Rate	2.15%	2.15%	2.15%								
	Effective Yield	2.60%	2.67%	2.72%								
<b>Secure Living Liberty</b> (5 Year Rate)	Guarantee Period	<\$99,999	\$100,000-\$249,999	\$250,000-or more	2.00%	\$5,000-NQ \$2,000-Q	Free 10% available even in year - 1. Accumulated interest monthly. Death benefit is full accumulation value. Extended hospital or nursing home waiver after 30 days where approved.	6 year (9,9,8,7,6,5) IN & OR (9,8,7,6,5,4)	0-85 Q & NQ Age last Birthday	N	3.00% ages 0-75 1.95% ages 76-80 1.05% ages 81-85	NY, OR
	5-Yr Guarantee	2.80%	2.95%	3.05%								
	Ballout Rate	2.15%	2.15%	2.15%								
	Effective Yield	2.69%	2.82%	2.90%								
<b>Secure Living Smart Rate</b> (1 Year Rate)	3.00% (<\$50,000) 3.50% (\$50,000-\$99,999) 4.00% (\$100,000 or more)				2.00%	\$5,000-NQ \$2,000-Q	Free 10% available even in year - 1. Accumulated interest monthly. Death benefit is full accumulation value. Extended hospital or nursing home waiver after 30 days where approved. <b>Return of Premium</b> guarantee is available at no charge.	7 year (7,7,7,6,5,4,3)	0-85 Q & NQ Age last Birthday	N	4.50% ages 0-75 2.70% ages 76-80 1.05% ages 81-85	NY
<b>Secure Living Smart Rate</b> (3 Year Rate)	2.50% (<\$50,000) 2.60% (\$50,000-\$99,999) 2.70% (\$100,000 or more)				2.00%	\$5,000-NQ \$2,000-Q	Free 10% available even in year - 1. Accumulated interest monthly. Death benefit is full accumulation value. Extended hospital or nursing home waiver after 30 days where approved. <b>Return of Premium</b> guarantee is available at no charge.	7 year (7,7,7,6,5,4,3)	0-85 Q & NQ Age last Birthday	N	4.50% ages 0-75 2.70% ages 76-80 1.05% ages 81-85	NY
<b>Secure Living Smart Rate</b> (5 Year Rate)	2.30% (<\$50,000) 2.40% (\$50,000-\$99,999) 2.50% (\$100,000 or more)				2.00%	\$5,000-NQ \$2,000-Q	Free 10% available even in year - 1. Accumulated interest monthly. Death benefit is full accumulation value. Extended hospital or nursing home waiver after 30 days where approved. <b>Return of Premium</b> guarantee is available at no charge.	7 year (7,7,7,6,5,4,3)	0-85 Q & NQ Age last Birthday	N	4.50% ages 0-75 2.70% ages 76-80 1.05% ages 81-85	NY

# SAGICOR LIFE INSURANCE COMPANY (Sagicor)

FIXED PRODUCTS	Current Interest				Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States NOT Available
Sage Investor (with Bail-out option)  	4.00% (3.00% Bail-out option in years 2-6. Call for details!!)				3.00%	Single Purchase Payment \$5,000 Q&NQ	There are no policy expense charges. 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. 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.	6 Years (7,7,7,6,5,3)	15 days to age 90-NQ  15 days to age 75-Q	Y	4.00% (ages 0-80)  2.00% (ages 81-90)	AK, CT, ME, MA, MN, MS, NH, NJ, NY, OR, PA, UT, VT

# GENWORTH LIFE INSURANCE COMPANY (GWL)

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 Living Rate Saver (5 Year Rate)</b> 	2.70% (\$25,000-\$99,999) 2.85% (\$100,000-249,999) 2.95% (\$250,000 or more)	2.00%	\$25,000 Q&NQ	RMD friendly. Annuitization available after 13 months. Guaranteed Principal - your money is guaranteed, subject to the claims paying ability of the issuing insurance company. Your surr value will never be less than your single premium + interest earned - any previous withdrawals, surr charges and MVA. For systematic withdrawals, you can take your interest credited in equal amts pf at least \$100 monthly, quarterly, semi-annual or annual basis. You can withdraw as long as annuity contract value remains \$10,000 after withdrawal. Otherwise subject to surr charge and MVA. The last 12 months of interest (minus any previously withdrawn amounts during that 12 month period. Medical care facility waiver - waiver for confinement to a medical care facility, such as a nursing home. After 1st contract year, you may take a one time withdrawal of up to 50% of the Contract Value without surrender charge or MVA if you are confined to a medical care facility for 30 consecutive days. Additional restrictions apply. Death Benefit - your contract value without surrender charges and MVA.	5 year (9,8,7,6,5)  A new surr schedule and MVA will apply upon renewal. No surr charges or MVA will apply during the last 30 days of each Guarantee Term	0-85 Q & NQ	Y	2.00% ages 0-75 1.35% ages 76-80 0.70% ages 81-85	CA, DE, NJ, NY, OR
<b>Secure Living Rate Saver (7 Year Rate)</b> 	3.35% (\$25,000-\$99,999) 3.50% (\$100,000-249,999) 3.60% (\$250,000 or more)	2.00%	\$25,000 Q&NQ	RMD friendly. Annuitization available after 13 months. Guaranteed Principal - your money is guaranteed, subject to the claims paying ability of the issuing insurance company. Your surr value will never be less than your single premium + interest earned - any previous withdrawals, surr charges and MVA. For systematic withdrawals, you can take your interest credited in equal amts pf at least \$100 monthly, quarterly, semi-annual or annual basis. You can withdraw as long as annuity contract value remains \$10,000 after withdrawal. Otherwise subject to surr charge and MVA. The last 12 months of interest (minus any previously withdrawn amounts during that 12 month period. Medical care facility waiver - waiver for confinement to a medical care facility, such as a nursing home. After 1st contract year, you may take a one time withdrawal of up to 50% of the Contract Value without surrender charge or MVA if you are confined to a medical care facility for 30 consecutive days. Additional restrictions apply. Death Benefit - your contract value without surrender charges and MVA.	7 year (9,8,7,6,5,4,3)  A new surr schedule and MVA will apply upon renewal. No surr charges or MVA will apply during the last 30 days of each Guarantee Term	0-85 Q & NQ	Y	2.75% ages 0-75 2.15% ages 76-80 1.50% ages 81-85	CA, DE, NJ, NY, OR
<b>Total Living Coverage Annuity</b> 	3.25% (<\$150,000) 3.65% (\$150,000-299,999) 4.05% (\$300,000 or more)	3.00%	\$36,000-NQ&Q	<b>Inflation Protection Benefit</b> - If inflation protection is chosen, it increases the total amt available for covered long term care coverage by either 3% or 5% compound annually. <b>Leverage Factor</b> - The Single Premium is leveraged to provide a covered long term care coverage maximum. The LTC Coverage Maximum can be 1.5x or 2x the single premium if no inflation is chosen or 2x or 3x the single premium if no inflation is chosen. LTC claims are first paid from Annuity Value until that value is exhausted and then from any remaining LTC coverage maximum. <b>Length of LTC Coverage</b> - Benefit period can be 4 yrs or 6. If covered long term care expenses actually incurred each month are less than LTC monthly max, benefits may last for a long period of time. <b>Contract Commencement Date</b> - LTC expenses are not covered and the elimination period cannot be satisfied during the 1st yr from policy effective date. Elimination Period - TLCA will pay benefits for covered LTC expenses immediately for home care and after a 90 day elimination period for facility care. Call for details. <b>Couples discounts*</b> - available for LTC monthly charges. One person who applies for TLCA will receive a 10% couples discount. If 2 people apply together for TLCA policies, a 20% discount is available. Some restrictions apply. Call for details. <b>No-lapse Guarantee</b> - policy will not lapse even is Annuity Policy value isn't sufficient to cover the LTC charges. LTC coverage can continue until both the Annuity Value and the LTC Rider coverage maximum are depleted. <b>Free Withdrawal</b> - These is a 10% penalty-free withdrawal available each yr, which means that up to 10% of the prior anniversary's annuity value (or 10% of the single premium in the first policy year) can be withdrawn without a surrender charge. The min withdrawal amt is \$500 and at least \$25,000 must remain after the withdrawal. <b>Effect of Withdrawals</b> - A withdrawal that is not to pay for LTC expenses reduces the Coverage Max and the Mon Max. These Maximums are reduced in the same proportion that the withdrawal bears to the annuity value immediately before the withdrawal. <b>Effect of Rider Benefit Payments</b> - A withdrawal to pay for LTC expenses also reduces the Lifetime Maximum and any remaining Death Benefit by the amt of the withdrawal. <b>Waiver of Monthly Charges Benefit</b> - beginning with the first month after the first claim payment is made for home care, facility care or bed reservation benefit. <b>Death Benefit</b> - owner dies, death benefit is payable. <b>International Coverage Benefit</b> - Reimburses the contract Owner up to 75% of the Monthly Maximum and for up to four years for nursing home care received outside the United States.	7 year (7,7,7,6,5,4,3)	18-79 Q & NQ (age last birthday)	N	3.90% for ages 18-79	CT, FL, HI, MA, MS, NH, NJ, NY, OH, OR, PA, VT



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### American Freedom Stars & Stripes<sup>SM</sup>

**2.85%<sup>1</sup>**  
5-Year Term Effective Yield:  
with less than \$100,000

**2.95%<sup>1</sup>**  
5-Year Term Effective Yield:  
with over \$100,000

- ★ First-Year Interest Rate Bonus<sup>2</sup>: 1.0% for 5-Year Term
- ★ Guaranteed Increasing Rates<sup>2</sup>: 0.10% Each Year for 5-Year Term<sup>3</sup>
- ★ Liquidity Options: Monthly Interest Available<sup>4</sup> and 10% Free Withdrawal
- ★ Issued Up to Age 89
- ★ Long Term Care & Terminal Illness Riders (where available)
- ★ Account Value Death Benefit
- ★ Competitive Commissions, including a Trail Option



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<sup>1</sup>In Montana a "couple" means any 2 people who have resided together in the same permanent residence for the previous 12 months and intend to do so for the foreseeable future; share in a continuous relationship; are jointly responsible for each other's welfare and share basic living expenses; and if related, are of the same generation.

# 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 Bankers - 1</b> (1 Year Rate)	1.50% for 1 Year	1.00%	\$10,000	Accumulated interest twice per yr or monthly if interest is over \$100.00. Death benefit is full accumulation value.	1 year (5)	0-95 Q & NQ	N	0.50% ages 0-80 0.40% ages 81-95	AL, CT, DC, ME, MA, MN, MO, NH, NJ, NY, RI, VT  Capital Life approved in AL, AK, DC, HI, ME, MA, TX, VT ONLY!
<b>Bankers Accumulator</b>	1.00%	1.00%	\$10,000 Q&NQ (add money in future subject to \$1,000 min amount)	Penalty free withdrawals: 100% Liquid; must maintain \$10,000 min acct value. Death Benefit: Accumulation value. Liquidity: you may have access to your annuity at any time permitted by law. You may withdraw 100% of your Accumulated Value at any time. You may also make a partial withdrawals at anytime, but the remaining Accumulated Value may not be less than \$10,000. A 10% IRS penalty may apply on amounts withdrawn before the owner reaches age 59 <sup>1/2</sup>	1 year "0"	0-100 Q&NQ	N	0.50% Ages 0-80 0.40% Ages 81-85 1/12 of annuity comm paid monthly on acct value	AL, AK, CT, DC, DE, MA, ME, MI, MN, MO, NH, NJ, NY, RI, SD, VT  Capital Life approved in HI, ME, MI, TX ONLY!
<b>Liberty Bankers - 3</b> (3 Year Rate) <b>GREAT</b>	2.25% for 3 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 and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days.	3 years (8,7,6)	0-90 Q & NQ	Y	2.00% ages 0-80 1.00% ages 81-95	AL, AK, CT, DC, ME, MA, MN, MO, NH, NJ, NY, RI, VT  Capital Life approved in AL, AK, DC, HI, ME, MA, MI, TX, VT ONLY!
<b>Liberty Bankers - 5</b> (5 Year Rate)	3.30% 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 and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days.	5 years (8,7,6,5,4)	0-90 Q & NQ	Y	3.25% ages 0-80 1.50% ages 81-90	AL, AK, CT, DC, ME, MA, MN, MO, NH, NJ, NY, RI, VT  Capital Life approved in AL, AK, DC, HI, ME, MA, MI, TX, VT ONLY!
<b>Liberty Bankers - 7</b> (7 Year Rate) <b>GREAT</b>	3.50% (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 and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days.	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%	AL, AK, CT, DC, DE, ME, MA, MN, MO, NH, NJ, NY, RI, VT, WY  Capital Life approved in AL, AK, DC, HI, ME, MA, MI, TX, VT ONLY!
<b>Liberty Bankers Premier</b> (5 Year Rate) <b>HOT</b>	3.60% For 5 years	1.00%	(\$10,000 DE & IL) (\$25,000 OR)	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 and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days.	5 years (8,7,6,5,5,4,5)	0-90 Q&NQ	Y	0-80 - 2.00% 81-90 - .40%	AL, AK, CT, DC, DE, ME, MA, MN, MO, NH, NJ, NY, RI, VT, WY  Capital Life approved in AL, AK, DC, HI, ME, MA, MI, TX, VT ONLY!
<b>Liberty Select</b>	4.50%	1.00%	\$5,000 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 and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days.	7 years (0-55) (12,11,10,8,6,4,2) 56 plus (8,7,6,5,4,3,2)	0-85 Q&NQ	Y	5.50% Ages 0-80 2.50% Ages 81-85	AL, AK, CT, DC, HI, MA, ME, MN, MO, ND, NH, NJ, NY, OR, PA, RI, VT, WY
<b>Liberty Choice</b>	4.00%	1.00%	\$5,000 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 and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days.	5 years (8,7,6,5,4)	0-90 Q&NQ	Y	4.00% ages 0-80 2.00% ages 81-90	AL, AK, CT, DC, HI, MA, ME, MN, MO, NH, NJ, NY, ND, OR, PA, RI, VT, WY
<b>Liberty USA 100</b>	(\$10,000 - \$99,000) 1st year bonus - 1.00% <b>1st year rate - 4.00%</b> <b>(\$100,000+)</b> 1st year bonus - 1.25% 1st year rate - 4.25%	3.00% on 100% of premium	\$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 and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Penalty free required minimum distribution.	9 years 0-55 (12,11,10,9,8,7,6,5,4) 56 plus (9,8,7,6,5,5,4,5,3,5, 2,5,1,5) Comm charge backs	0-79 Q&NQ	Y	8.25% Ages 0-70 6.25% Ages 71-79	AL, AK, CT, DC, DE, FL, MA, ME, MN, MS, MO, NV, ND, NH, NJ, NY, OR, PA, RI, SC, TX, UT, VT, WA, WY
<b>Liberty USA 500</b>	(\$10,000 - \$99,000) 1st year bonus - 5.00% <b>1st year rate - 8.00%</b> <b>(\$100,000+)</b> 1st year bonus - 5.25% 1st year rate - 8.25%	3.00% on 100% of premium	\$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 and you can withdraw 50% of your accumulated value if you are confined or disabled for 90 consecutive days. Penalty free required minimum distribution.	9 years (0-55) (16,15,14,13,12,11,10,9,8) 56 plus (13,12,11,10,5,9,5,8,5, 7,5,6,5,5,5) Comm charge backs	0-79 Q&NQ	Y	6.25% Ages 0-70 4.25% Ages 71-79	AL, AK, CT, DC, DE, FL, MA, ME, MN, MS, MO, NV, ND, NH, NJ, NY, OR, PA, RI, SC, TX, UT, VT, WA, WY

# 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>	3.15% yr-1 Policy Fee - \$30 annually. Fee is waived if the accumulated value is \$20,000 or more on the policy anniversary date.	2.00%	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.	8 Years (8,8,7,6,5,4,3,2)	0-85	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)	CT, NH, OR	
<b>Living Care Annuity</b> 	3.00% Year 1	3.00%	NQ funds Only \$50,000 minimum initial premium \$300,000 maximum initial premium (without home office approval)	Cost for Long Term Care Rider (monthly charge) 40=0.038%, 50=0.054%, 60=0.072%, 70=0.110% 41=0.039%, 51=0.056%, 61=0.074%, 71=0.117% 42=0.040%, 52=0.061%, 62=0.076%, 72=0.124% 43=0.041%, 53=0.062%, 63=0.078%, 73=0.130% 44=0.042%, 54=0.063%, 64=0.081%, 74=0.136% 45=0.043%, 55=0.064%, 65=0.083%, 75=0.142% 46=0.048%, 56=0.066%, 66=0.086%, 76=0.148% 47=0.049%, 57=0.067%, 67=0.088%, 77=0.153% 48=0.050%, 58=0.069%, 68=0.096%, 78=0.159% 49=0.052%, 59=0.070%, 69=0.103%, 79=0.165% <b>Security</b> - 100% of principal underwritten and guaranteed by United Omaha Life Insurance Company. Death Benefit - Upon death of annuitant, full annuity value is payable. Access to Acct Value - partial withdrawals are limited. Any withdrawal reduces your annuity value. Access of up to 10% if annuity value is allowed each year.	Waiver of Withdrawal charges - Chronically ill and receiving covered services. Terminally ill with medical certainty with 6 months or less. Need physician statement. Waiver not available if annuitant is diagnosed prior to contract issue date. Annuity allows contract owner to convert their accumulation value into an income stream. After 2nd contract year, lifetime annuity option may be elected in order to avoid surrender charges. If annuitization is elected before the latest date allowed, all attached long-term care riders and endorsements will terminate. Long term care benefits - Nursing home care, Home health care, Assisted Living Facility Care, Adult Day Care, Alternative care services, care coordinator service, caregiver training, homemaker services, personal care, respite care, care planning, hospice care. Elimination period - 90 days - cumulative. Daily Benefit - Lesser of actual costs or 1/730th of the annuity value at time of claim. <b>Call for details!</b>	10 Years (9,9,8,7,6,5,4,3,2,1)	40-79	Y	8.00% - year 1 (ages 40-75) 6.00% - year 1 (ages 76-79)	CA, CT, DC, FL, HI, KS, MD, MA, MT, NH, NJ, NY, OR, PA, TN, TX, VT, VA, WA
<b>Ultra Secure - 5</b>	<\$50,000 2.75% year 1 1.75% years 2-5 >\$50,000 2.90% year 1 1.75% years 2-5	2.00%	\$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 after 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. 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>Call for details!</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)	CA, CT, DE, NJ, NY, OR	
<b>Ultra Secure - 7</b>	>\$50,000 2.40% years 1-7 <\$50,000 2.55% years 1-7	2.00%	\$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 after 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. 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>Call for details!</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)	CA, CT, DE, NJ, NY, OR	



**CAUTION! Rates are Volatile! Call for current rates.**

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Not intended for soliciting annuity sales from the public.  
Rates and Commissions subject to change.  
Check for current state approvals.


# NORTH AMERICAN COMPANY FOR LIFE AND HEALTH (NAA)

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 Director<sup>SM</sup></b> 	5.70% Year 1 2.70% Years 2-5	87.5% of premiums less withdrawals at 1.10%	\$2,000-Q (\$50/mon TSA salary reduct) \$10,000-NQ Add Eft: \$250/	10% of accum value may be withdrawn once each contract yr after 1st contract ann. Interest withdrawals available after 30 days. Payout opt at any time. if during surr charge period, payout based on surr value. Life Income opt may elect at least a 5-yr annuity payout opt after 5th contract yr. 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 consec days, increase the penalty-free withdrawal amt by 10%. Only available to ages under 75. Terminal Illness rider - after 1st contract yr with term illness resulting in death within 1 yr, 1 time penalty free withdrawal up to 50% of accum value. Only available to ages under 75. Unemployment rider - begin receiving unemployment benefits for 90 consec days anytime after 1st contract yr. Increase penalty-free withdrawal amt by 10% of accum value	9 Years (12,11,10,9,8,7,6,4,2,0)	0-85	Y	5.50% yr-1 ages 0-80 (reduced by .25% for ages 81-85) (MO, TX & VA commission reduced by 1%)	AL, AK, CT, DE, MA, MN, NV, NY, OR, TX, UT, WA
<b>Guarantee Choice<sup>SM</sup></b> (Low Band under \$200,00) (High Band over \$200,00)	<b>NOT AVAILABLE FOR SALE</b> Features <b>3-Year</b> <b>4-Year</b> High Band 2.00% 2.40% Low Band 2.00% 2.10% Features <b>5-Year</b> <b>6-Year</b> High Band 3.05% 3.15% Low Band 2.80% 2.90% Features <b>7-Year</b> <b>8-Year</b> High Band 3.40% 3.40% Low Band 3.20% 3.20% Features <b>9-Year</b> <b>10-Year</b> High Band 3.40% 3.60% Low Band 3.20% 3.40%	100% of premiums less withdrawals at 2.00% less surrender charges	\$2,000-Q \$10,000-NQ	MGCV = 100% of the premium, less any withdrawals accumulated at the MGCV Interest rate, less surr charges. Based on the issue date of contract and is guaranteed for the entire term of the contract. Penalty free withdrawals: current year interest withdrawals available after 30 days without any surrender charges or interest adjustment by current company practice. Renewal feature: renewal for the original guarantee period is automatic if no action is taken during the 30 days after the end of the Guarantee Period. Within this 30 day window, no surrender charges or interest adjustment applies. The 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 consec days, increase the penalty-free withdrawal amt by 10%. Only available to ages under 75.	9 Years (12,11,10,9,8,7,6,4,2,0)	0-90	Y	2.50% yr-1 ages 0-80 (reduced by 25% for ages 81-85) (reduced by 50% ages 86-90)  IN & OK commission for issue ages 76-80 reduced by 25% and 50% for issue ages 81-85. FL & IL first-year commission reduced by 0.25% reentry commission reduced by 0.125%	AL, AK, CT, DE, MN, MO, NY, OR, TX, UT, VA, WA
<b>Boomer Annuity</b> 5.00% Premium Bonus on all premium payments received during 1st 5 contract yrs. <b>Plus Annuitization Bonus!</b> 2% yrs 2-10, 5% yrs 11+ 	Yield 8.15% <sup>2</sup>  3.00% yr-1	87.5% of premiums less withdrawals at 1.10%	\$2,000-Q \$10,000-NQ (Additional Premium of \$250 or more)	-Penalty free after year 1 of 5.00% -Can annuitize after year 1 for life or life with period certain or more -Full account value at death -Nursing home confinement rider is available for issue ages 75 and under.	10 Years (15,14,13,12,11,10,8,6,4,2)	0-80	Y	7.00% yr-1 3.00% yrs 2-5 2.00% yrs 6-7 1.00% yrs 8-10 1.50% yrs 11+ (reduced by 25% on issue ages 76 and above)	AL, AK, CT, DE, MN, MS, NY, OR, PA, TX, UT, WA
<b>North American Flex - 1</b>	2.35% Year 1	87.5% of premiums less withdrawals at 1.10%	\$2,000-Q \$10,000-NQ (Additional Premium of \$250 or more)	Nursing home confinement rider will be + to contract in states where available. This rider allows the penalty-free withdrawal amt allowed under the base annuity to be + by 10% of the accum value. Up to 10% of accum value may be withdrawn once each contract yr after 1st ann. May receive income from accum value if choose life time option or if annuity has been in force for 5 yrs. Full acct value paid upon death of owner to beneficiary. <b>Return of Premium</b> guarantee is available at no charge.	7 Years (9,9,8,7,6,4,2)	0-85	Y	4.50% yr-1 2.50% yrs 2-3 0.50% yrs 4-7  Commission for issue ages 76-80 reduced by 25% and 50% for issue ages 81-85. MO commission reduced by 1% on all options.	AL, AK, CT, DE, MA, MN, NV, NY, OR, TX, UT
<b>North American Flex - 2 (5.00% Premium Bonus)</b>	2.65% Year 1 (7.88% Yield)	87.5% of premiums less withdrawals at 1.10%	\$2,000-Q \$10,000-NQ (Additional Premium of \$250 or more)	Nursing home confinement rider will be + to contract in states where available. This rider allows the penalty-free withdrawal amt allowed under the base annuity to be + by 10% of the accum value. Up to 10% of accum value may be withdrawn once each contract yr after 1st ann. May receive income from accum value if choose life time option or if annuity has been in force for 5 yrs. Full acct value paid upon death of owner to beneficiary. <b>Return of Premium</b> guarantee is available at no charge.	10 Years (15,14,13,12,11,10,8,6,4,2)	0-79	Y	4.50% yr-1 2.50% yrs 2-3 0.50% yrs 4-10  Commission for issue ages 76-79 reduced by 25%, MO commission reduced by 1% on all options.	AL, AK, CT, DE, MA, MN, NV, NY, OR, TX, UT
<b>North American Flex - 3 (10.00% Premium Bonus)</b>	2.70% Year 1 (12.97% Yield)	87.5% of premiums less withdrawals at 1.10%	\$2,000-Q \$10,000-NQ (Additional Premium of \$250 or more)	Nursing home confinement rider will be + to contract in states where available. This rider allows the penalty-free withdrawal amt allowed under the base annuity to be + by 10% of the accum value. Up to 10% of accum value may be withdrawn once each contract yr after 1st ann. May receive income from accum value if choose life time option or if annuity has been in force for 5 yrs. Full acct value paid upon death of owner to beneficiary. <b>Return of Premium</b> guarantee is available at no charge.	14 Years (18,18,17,15,15,15,15,14,12,10,8,6,4,2)	0-75	Y	4.50% yr-1 2.50% yrs 2-5 0.50% yrs 6-10 0.50% yrs 11-15  MO commission reduced by 1% on all options.	AL, AK, CT, DE, MA, MN, NV, NY, OR, TX, UT

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\*\*\*North American is now accepting NEW fixed annuity agents. Hurry!!! Don't Miss Out!\*\*\*

# 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 Classic - 5</b>	3.00% year 1 <\$100,000 2.00% years 2-5 <\$100,000 4.00% year 1 >\$100,000 2.00% years 2-5 >\$100,000	GMCSV based on guaranteed min interest rate - 1% to 3%	\$10,000 NQ & Q	Partial Surrenders: Beginning in the 1st contract year, up to 10% of contract value may be withdrawn each contract year w/o incurring charges.  Nursing home & Terminal Illness benefits: Allows access to contract value w/o surr charge or MVA if certain conditions are met. Please see disclosure statement for necessary criteria and conditions. Subject to state availability.	5 Years (9,8,7,6,5)	0-85 Q&NQ	Y	4.00% ages 0-75 year 1 2.75% ages 76-80 year 1 1.50% ages 81-85 year 1	MN
<b>Lincoln Classic - 7</b>	4.10% year 1 <\$100,000 2.10% years 2-7 <\$100,000 5.10% year 1 >\$100,000 2.10% years 2-7 >\$100,000	GMCSV based on guaranteed min interest rate - 1% to 3%	\$10,000 NQ & Q	Death Benefit: Upon death of a contractowner, beneficiaries may receive the contract value. The death benefit is only available before the contract is annuitized.  Nursing home rider not available for contracts issued in MA.	7 Years (9,8,7,6,5,4,3)	0-85 Q&NQ	Y	5.00% ages 0-75 year 1 3.50% ages 76-80 year 1 1.75% ages 81-85 year 1	MN
<b>Lincoln My Guarantee Annuity</b> 	<\$100,000 >\$100,000 3 years 1.35% 1.50% 4 years 1.80% 1.95% 5 years 2.55% 2.70% 6 years 2.70% 2.85% 7 years 2.90% 3.05% 8 years 2.95% 3.10% 9 years 3.00% 3.15% 10 years 3.05% 3.20%	1.35%	\$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.	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 1.00% - 0-75, .65% - 76-80, .50% 81-85 5 Year 2.00% - 0-75 1.30% - 76-80, .75% 81-85 6 Year 2.25% - 0-75 1.50% - 76-80, .75% 81-85 7-10 Year 2.50% - 0-75 1.60% - 76-80, 1.00% 81-85	IL, MN, MS, MO, NV

# SUN LIFE FINANCIAL DISTRIBUTORS, INC (SUN)

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>Keypoint Value</b> With Stepped up Bonus Option (5 yr. interest rate)	<\$50,000 >\$50,000 Year 1 1.50% 1.65% Year 2 1.60% 1.75% Year 3 1.70% 1.85% Year 4 1.80% 1.95% Year 5 1.90% 2.05% Yield 1.70% 1.85%	1.50%	\$5,000-NQ \$4,000-IRA \$100-Subsequent Payment!	Full account value at death. 10% Penalty Free after year 1. 100% principal guarantee (less withdrawals) backed by the financial strength of the issuing company. For cash and indirect rollovers: The interest rate assigned will be the current interest rate in effect on the date the client signs the application. The app & funds must be received within 7 calendar days following the app signed date to secure the current interest rate or the client will receive the interest rate in effect the day the application is received. For trustee transfers, direct rollovers, and 1035 exchanges: In order to lock in the current interest rate, we must receive all original paperwork in good order within 7 calendar days following the application signed date or the client will receive the interest rate in effect on the day the funds are received.	5 Years (7,6,5,4,3)	0-90	Y	3.50% of any purchase payment received while both the owner(s) and annuitant are attained age 80 or less. For issue ages 81-90 - 1.00%	OR, VT
<b>Keypoint Value</b> With Stepped up Bonus Option (6 yr. interest rate)	<\$50,000 >\$50,000 Year 1 1.75% 1.90% Year 2 1.85% 2.00% Year 3 1.95% 2.10% Year 4 2.05% 2.20% Year 5 2.15% 2.30% Year 6 2.25% 2.40% Yield 2.00% 2.15%	1.50%	\$5,000-NQ \$4,000-IRA \$100-Subsequent Payment!	Full account value at death. 10% Penalty Free after year 1. 100% principal guarantee (less withdrawals) backed by the financial strength of the issuing company. For cash and indirect rollovers: The interest rate assigned will be the current interest rate in effect on the date the client signs the application. The app & funds must be received within 7 calendar days following the app signed date to secure the current interest rate or the client will receive the interest rate in effect the day the application is received. For trustee transfers, direct rollovers, and 1035 exchanges: In order to lock in the current interest rate, we must receive all original paperwork in good order within 7 calendar days following the application signed date or the client will receive the interest rate in effect on the day the funds are received.	6 years (7,6,5,4,3,2)	0-85 Q&NQ	Y	3.00% of any purchase payment received while both the owner(s) and annuitant are attained age 80 or less. For issue ages 81-85 - .75%	OR, VT
<b>Keypoint Value</b> With Stepped up Bonus Option (7 yr. interest rate)	<\$50,000 >\$50,000 Year 1 2.20% 2.35% Year 2 2.30% 2.45% Year 3 2.40% 2.55% Year 4 2.50% 2.65% Year 5 2.60% 2.75% Year 6 2.70% 2.85% Year 7 2.80% 2.95% Yield 2.50% 2.65%	1.50%	\$5,000-NQ \$4,000-IRA \$100-Subsequent Payment!	Full account value at death. 10% Penalty Free after year 1. 100% principal guarantee (less withdrawals) backed by the financial strength of the issuing company. For cash and indirect rollovers: The interest rate assigned will be the current interest rate in effect on the date the client signs the application. The app & funds must be received within 7 calendar days following the app signed date to secure the current interest rate or the client will receive the interest rate in effect the day the application is received. For trustee transfers, direct rollovers, and 1035 exchanges: In order to lock in the current interest rate, we must receive all original paperwork in good order within 7 calendar days following the application signed date or the client will receive the interest rate in effect on the day the funds are received.	7 years (7,6,5,4,3,2,1)	0-85 Q&NQ	Y	3.00% of any purchase payment received while both the owner(s) and annuitant are attained age 80 or less. For issue ages 81-85 - .75%	OR, VT




## CAUTION! Rates are Volatile! Call for current rates.

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\*Subsequent purchase payments are allowed within the first 12 months after the contract effective date.

\*\*Surr charge waivers: Spouse is confined to a healthcare facility for 30 days, spouse is diagnosed with a terminal illness, or spouse is unemployed and meets necessary qualifications.

# WEST COAST LIFE INSURANCE COMPANY (WCA)

FIXED PRODUCTS	Current Interest	Guaranteed Interest	Minimum Premium	Withdrawal Provisions	Surrender Charges	Issue Ages	MVA Y=Yes N=No	Commission	States Not Available																										
<b>Sure Advantage</b> <table border="1"> <tr> <td>Years</td> <td>Under \$100K</td> <td>Over \$100K</td> </tr> <tr> <td>3YR</td> <td>1.50%</td> <td>1.67%</td> </tr> <tr> <td>4YR</td> <td>1.50%</td> <td>1.63%</td> </tr> <tr> <td>5YR</td> <td>1.80%</td> <td>2.00%</td> </tr> <tr> <td>6YR</td> <td>2.15%</td> <td>2.32%</td> </tr> <tr> <td>7YR</td> <td>2.50%</td> <td>2.65%</td> </tr> <tr> <td>8YR</td> <td>2.80%</td> <td>2.93%</td> </tr> <tr> <td>9YR</td> <td>3.00%</td> <td>3.11%</td> </tr> <tr> <td>10YR</td> <td>3.10%</td> <td>3.20%</td> </tr> </table>	Years	Under \$100K	Over \$100K	3YR	1.50%	1.67%	4YR	1.50%	1.63%	5YR	1.80%	2.00%	6YR	2.15%	2.32%	7YR	2.50%	2.65%	8YR	2.80%	2.93%	9YR	3.00%	3.11%	10YR	3.10%	3.20%	1.50%	\$10,000 Q&NQ	After a guaranteed period's 1st anniversary, you may withdraw all or a portion of the interest credited to the guaranteed period, during the prior yr only, without surrender charge or the Market value adjustment. Before you convert your annuity into a series of payments, you may automatically withdraw interest from one or more guaranteed periods as it accrues on a monthly, quarterly, semi-annual, or annual basis. We will not assess the surrender charge or apply the Market Value Adjustment to interest withdrawals. You may have access to all or part of your contract value without surrender charge or market value adjustment is, after the first contract year, you are confined to a licensed and qualified nursing home for at least 90 days or diagnosed by an approved physician as having a terminal illness that will result in death 12 months or less. Not available in all states. State variations may apply. Full account value paid at death.	2yr (8.5,7.5) 3yr (8.5,7.5,6.5) 4yr (8.5,7.5,6.5,5.5) 5yr (8.5,7.5,6.5,5.5,4.5) 6yr (8.5,7.5,6.5,5.5,4.5,3.5) 7yr (8.5,7.5,6.5,5.5,4.5,3.5,2.5) 8yr (8.5,7.5,6.5,5.5,4.5,3.5,2.5,1.5) 9yr (8.5,7.5,6.5,5.5,4.5,3.5,2.5,1.5,.5) 10yr (8.5,7.5,6.5,5.5,4.5,3.5,2.5,1.5,.5)	0-85	Y	Sure Advatage 2 (0-75) =1.00% (76+) =.50% Sure Advatage 3 (0-75) =1.00% (76+) =.75% Sure Advatage 4 (0-75) =1.50% (76+) =1.00% Sure Advatage 5 (0-75) =2.00% (76+) =1.00% Sure Advatage6 (0-75) =2.25% (76+) =1.00% Sure Advatage 7-10 (0-75) =2.50% (76+) =1.00%	DE, MN, NY, VT
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<b>Secure Advantage</b>  <table border="1"> <tr> <td>Years</td> <td>Under \$100K</td> <td>Over \$50K</td> </tr> <tr> <td>1YR</td> <td>2.75%</td> <td>4.80%</td> </tr> <tr> <td>2YR</td> <td>2.75%</td> <td>3.30%</td> </tr> <tr> <td>4YR</td> <td>2.25%</td> <td>2.55%</td> </tr> <tr> <td>6YR</td> <td>2.05%</td> <td>2.30%</td> </tr> </table>	Years	Under \$100K	Over \$50K	1YR	2.75%	4.80%	2YR	2.75%	3.30%	4YR	2.25%	2.55%	6YR	2.05%	2.30%	2.00%	\$10,000 minimum payment \$50*	60 days for section 1035 exchanges, Qualified Transfers & Direct Rollovers. Upon full surr (prior authorization), 100% of purchase payments will be returned, less any prior withdrawals or premium taxes as applicable. Each yr 15% of contract value may be withdrawn free from surr charges. Withdrawals that exceed 15% will be subject to surr charge. Renewals options: lump sum, annuity payout, transfer into a guaran period or do nothing - maturity value will be credited w/a new renewal rate guaran. Death benefit - transferred directly to beneficiaries, avoiding the cost, delay & publicity of probate. <b>2% Annuitization bonus applies if annuity commencement date is after the 10th contract yr.</b>	7 Year** (8,8,7,6,5,5,5,4,5,3)	0-85 NQ 18-85 Q	Y	4.00% ages 0-75 2.00% ages 76-80 0.50% ages 81-85	MN, NY												
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## Equivalent Yield Chart

To equal a tax-deferred yield of:

### THE POWER OF TAX DEFERRAL

The following chart shows the taxable equivalent yield you would need from a taxable alternative in order to accumulate the same amount of money as your annuity.

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	2.75%	3.00%	3.25%	3.50%	3.75%	4.00%	4.25%	4.50%	4.75%	5.00%	5.25%	5.50%	5.75%	6.00%
<b>Federal Tax Bracket</b>	<b>A taxable investment such as a CD must earn:</b>													
<b>15%*</b>	3.24%	3.53%	3.82%	4.12%	4.41%	4.71%	5.00%	5.29%	5.59%	5.89%	6.18%	6.47%	6.76%	7.06%
<b>28%*</b>	3.82%	4.17%	4.51%	4.86%	5.20%	5.56%	5.90%	6.25%	6.60%	6.94%	7.29%	7.64%	7.99%	8.33%
<b>33%*</b>	4.10%	4.48%	4.85%	5.22%	5.60%	5.97%	6.34%	6.72%	7.09%	7.46%	7.84%	8.21%	8.58%	8.96%
*Where applicable add the appropriate State Income Tax to the Federal Tax Bracket.														

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