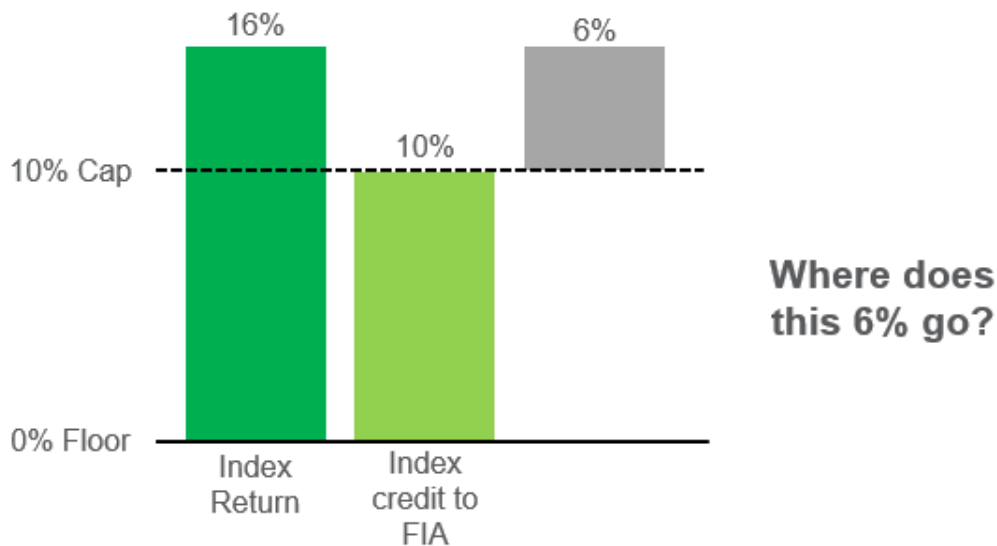


FIXED INDEXED ANNUITY (FIA) CAPS

If a FIA caps out, does the insurance company keep the difference?

There is often a misconception that an insurance company profits when the market performance of a particular index is higher than the cap. However, purchase payments are not actually invested directly into the index on which the performance is based. Generally, they are placed into an insurance company's general account.



All examples are hypothetical and for illustrative purposes only. They are not indicative of any particular investment or guarantee of future performance. They do not account for product fees, expenses or cost of optional benefits.

When hedges are purchased, the amount these investments cost is set on the purchase date. This means that regardless of future market returns, the amount it costs the insurance company to provide the crediting remains unchanged from the original purchase date of the hedge.

To learn more about how fixed indexed annuities can fit into your clients' portfolios, contact the Annuity Sales Desk: 1-866-335-7355

An annuity is intended to be a long-term, tax-deferred retirement vehicle. Earnings are taxable as ordinary income when distributed, and if withdrawn before age 59½, may be subject to a 10% federal tax penalty. If the annuity will fund an IRA or other tax qualified plan, the tax deferral feature offers no additional value. Qualified distributions from a Roth IRA are generally excluded from gross income, but taxes and penalties may apply to non-qualified distributions. Please consult a tax advisor for specific information. There are charges and expenses associated with annuities, such as surrender charges (deferred sales charges) for early withdrawals.

Although interest credited to the annuity contract may be affected by an index, fixed indexed annuities are not securities and do not participate directly in the stock market or any equity investment. The rates for the initial crediting period, as well as the minimum rates that may apply thereafter, are shown in the contract at issue.

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