

BUFFERED ANNUITY w/Cap

Balancing Protection And Growth

If you are approaching or in retirement, Sequence-Of>Returns Risk and bear markets can devastate your investment and retirement income portfolio. Consider adding a level of downside protection to your portfolio plus opportunities to grow your investments via a Buffered Annuity with an upside Cap.

Comparing Index Performance To Buffered Annuity With 1-Year Cap

	IRA Account Invested In		Buffered Annuity	
	S&P 500 Index		Upside Cap	1-Year Term
			Downside Buffer	
Year	Return	Value	Return	Value
2008	-38.49%	\$250,000	-18.49%	\$250,000
2009	23.45%	\$153,775	11.75%	\$203,775
2010	12.78%	\$189,835	11.75%	\$227,719
2011	0.00%	\$214,096	0.00%	\$254,475
2012	13.41%	\$214,091	11.75%	\$254,475
2013	29.60%	\$242,801	11.75%	\$284,376
2014	11.39%	\$314,670	11.75%	\$317,791
2015	-0.73%	\$350,511	11.39%	\$353,987
2016	9.54%	\$347,952	0.00%	\$353,987
2017	19.42%	\$381,147	9.54%	\$387,757
2018	-6.24%	\$455,165	11.75%	\$433,319
2019	28.88%	\$426,763	0.00%	\$433,319
2020	16.26%	\$550,012	11.75%	\$484,234
2021	26.88%	\$639,444	11.75%	\$541,131
2022	-19.44%	\$811,327	11.75%	\$604,714
2023	24.23%	\$653,605	0.00%	\$604,714
2024	23.31%	\$811,973	11.75%	\$675,768
Avg Annual Return	8.51%	\$1,001,244	6.72%	\$755,171

The Average Annual Return is the rate of return that would have to be earned each year in order to achieve the results shown. This hypothetical buffered annuity example assumes an upside cap of 11.75% and a downside protection buffer of 20%.

Built For Market Ups And Downs - Stay Invested With Reduced Downside Risk*

Building a portfolio that gives you opportunities to grow your investments and have a level of protection during market downturns can be challenging. It's important to have a plan in place for both bull and bear markets - one that offers the potential for growth - while also adding protection from some of the downside. By providing upside potential with less exposure to market fluctuations, buffered annuities may help you stay confidently invested to weather market ups and downs so your investment plan stays on track.

Prepare For Bear Markets

Bear market performances from 1961 - 2021 based on S&P 500 Index *:

- (1) A bear market occurred approximately every 5.5 years,
- (2) the average market decline during a bear market was (34.5%), and
- (3) the average return required to break even from a bear market decline was 52.6%.

* Source: Bloomberg 1/3/2022

Consider a \$250,000 IRA invested in the S&P 500 Index, and in the example above, \$250,000 invested in a buffered annuity allocated to an indexed strategy with **an upside cap of 11.75% and a downside protection buffer of 20%**. Going back to 2008, the buffered annuity participated in Up Markets and Flat Markets, and significantly reduced losses during Bear Markets.

How It Works*

Upside Potential: Cap

In exchange for downside protection, buffered annuities can provide growth potential by capturing market gains up to a cap. In this example, a 11.75% cap is used.

Downside Protection: Buffer

You can select from a range of downside protection level options ("buffers") including 10%, 15%, 20% and 100% to help protect from index loss. In this example, a 20% buffer is used.

Flexibility

You have the flexibility to reinvest, combine with, or reallocate to other strategies every selected term.

Tax-Deferred Growth

You don't pay taxes on the earnings until you withdraw money - so your earnings can compound and grow tax-deferred.

Investment Scenarios*

Scenario 1 - S&P 500 Index increases higher than the Cap

The buffered annuity earns the Cap for the 1-year term. For example, if the S&P 500 Index gains 25.00%, then you will earn 11.75%.**

Scenario 2 - S&P 500 Index increases between 0.00% and the Cap

The buffered annuity earns the exact same percentage as the S&P 500 Index for the 1-year term. For example, if the S&P 500 Index gains 5.00%, then you will earn 5.00%.**

Scenario 3 - S&P 500 Index decreases between 0.00% and the Buffer

The insurance company absorbs the entire loss, your principal is fully protected from the loss, and you earn 0.00% for the 1-year term. For example, if the S&P 500 Index loses 19.00%, then the insurance company will absorb the entire 19.00% loss and you will lose 0.00%.**

Scenario 4 - S&P 500 Index decreases more than the Buffer

The insurance company absorbs the first 20.00% of the loss and you will lose the difference for the 1-year term. For example, if the S&P 500 Index loses 30.00%, then the insurance company will absorb the first 20.00% of the loss, and you will lose 10.00%.**

Notes:

1. Term: Assumes a new 1-year term begins each calendar year.
2. Cap and Buffer: Based on the performance of the S&P 500 Index.

** Figures exclude Advisor Fee.