Today's Key Retirement Challenges

Low Interest Rates

Low interest rates may make it difficult to produce the income you need in retirement. Given CD and Treasury yields of 0.45–.72%, you would need to place $1 million into these fixed income instruments to generate interest income of just $4,500–$7,200 per year.

0.45% Average 1-Year CD Rate

.72% 10-Year Treasury Yield

CD rate as of 05/20/2020, 10-Year Treasury Yield as of 08/04/2020

Market Downturns

A bear market can significantly impact the value of your retirement assets. When it comes to planning or executing your retirement accumulation strategy, consider financial instruments that can protect your portfolio from a loss of 20% or more in an unexpected market downturn.

Average once every **3.8 years** Stock market declines of 20% or more since 1900

Source: Ned Davis Research, Inc., based on Dow Jones Industrial Average daily closes from 1/2/1900 through 12/31/2019

Living Longer

It's simple math. The longer you live, the more assets you will need to accumulate for retirement. Building your retirement savings is important, since retirement for you and your spouse may last 30 years or more.

50% Chance that one spouse will live to age 93

Source: Society of Actuaries 2012 Individual Annuitant Mortality Tables for couple, age 65

Important information on CDs, Fixed Annuities, Stocks and Bonds:
CDs, fixed annuities, stocks and bonds have different objectives, risk tolerance levels and time horizons than index annuities. For example, CDs offer a fixed rate of return and FDIC insurance backed by the full faith and credit of the U.S. government. Income from CDs is subject to ordinary income tax. Some CDs may include an early withdrawal penalty. Fixed annuities offer a fixed rate of return guaranteed by the issuing insurance company. Stocks and bonds offer the potential for capital appreciation and income, but they are subject to risks, including the possible loss of principal. Gains or income from stocks and bonds are subject to capital gains or ordinary income tax. U.S. government bonds and Treasury bills are guaranteed by the U.S. government as to the timely payment of principal and interest and, if held to maturity, offer a fixed rate of return and fixed principal value. Interest from Treasury bills and U.S. government bonds is exempt from state and local income taxes, but may be subject to federal income tax. Earnings for CDs, stocks and bonds are taxable annually, while earnings from an annuity are not taxed until withdrawn. Please consult your financial professional or agent regarding your individual situation when comparing these various instruments to index annuities.

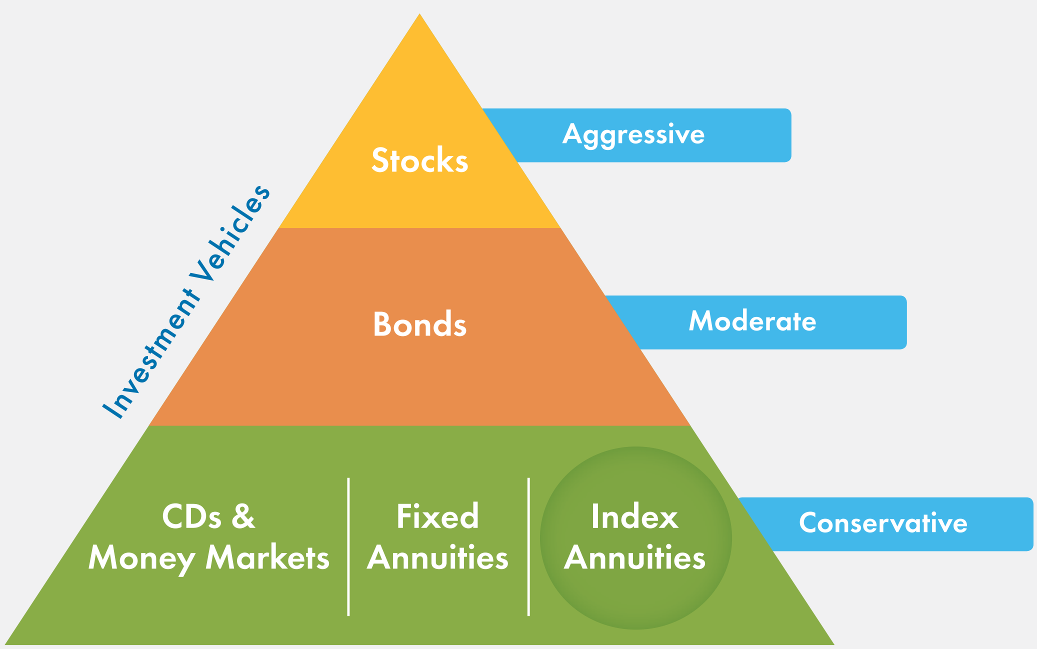
Consider an Index Annuity for a Portion of Your Retirement Savings to Help Overcome These Key Challenges

A well-balanced retirement portfolio may include a range of conservative, moderate and aggressive instruments. When building a portfolio to meet your individual needs, consider the following retirement savings pyramid. Vehicles like stocks and bonds may offer strong return opportunities, but they lack protection guarantees and are subject to higher risks than traditional fixed income instruments.

Allocating assets to a versatile, yet conservative instrument like an Index Annuity may:

- **Provide the growth potential you need to help combat low interest rates**
- **Give the guarantees you want to protect your principal in volatile markets**[1]
- **Bring the certainty you desire to ensure you won't outlive your money**[1]

Adding an Index Annuity Can Help Reinforce Your Retirement Savings Foundation



[1]Guarantees are backed by the claims-paying ability of the issuing insurance company.

Guarantees are based on the claims-paying ability of the issuing insurance company. Guarantees apply to minimum income from an annuity; they do not guarantee an investment return or the safety of the underlying funds.
Each annuity feature may incur additional cost.
Taxable distribution (and certain deemed distributions) are subject o ordinary income tax, and if made prior to age 59 1/2 also may be subject to a 10% federal income tax penalty. Early surrender charges also may apply.
Fixed annuities may have a higher initial interest rate, which is guaranteed for a limited time period only. At the end of the guarantee period, the contract may renew at a lower rate.
Unlike variable annuities, fixed indexed annuities are typically structured so that they are not securities registered with the SEC. Nor are the sales in indexed annuities regulated by the SEC or FINRA Regulation, Inc.
Indexed Variable Annuities (IVAs) combine the long-term growth potential of variable annuities with the downside protection features of fixed indexed annuities. They feature a capped upside that's usually higher than indexed annuities in exchange for the client taking on some, but not all of the downside risk.