

A Hypothetical Illustration of:

ClassicMark[®] 10

Single Premium Deferred Fixed Indexed Annuity

Issued by Amerigo Financial Life and Annuity Insurance Company. ("Amerigo")

Kansas City, MO

www.amerigo.com



Prepared For:

Valued Client
Male, Age 60

Prepared On:

November 11, 2020
2:11 P.M.

Prepared By:

Valued Producer

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This is a hypothetical illustration only, and not a contract. This hypothetical illustration is not an indication of the annuity's past or future performance. It is hypothetical and is intended solely to show how different crediting options may affect your annuity. Interest rates, index factors, fees, and other values can change and are not guaranteed unless clearly labeled as guaranteed. Actual results will be higher or lower than what is shown in this hypothetical illustration but will not be less than the minimum guarantees.

18-631-2 (06/20)

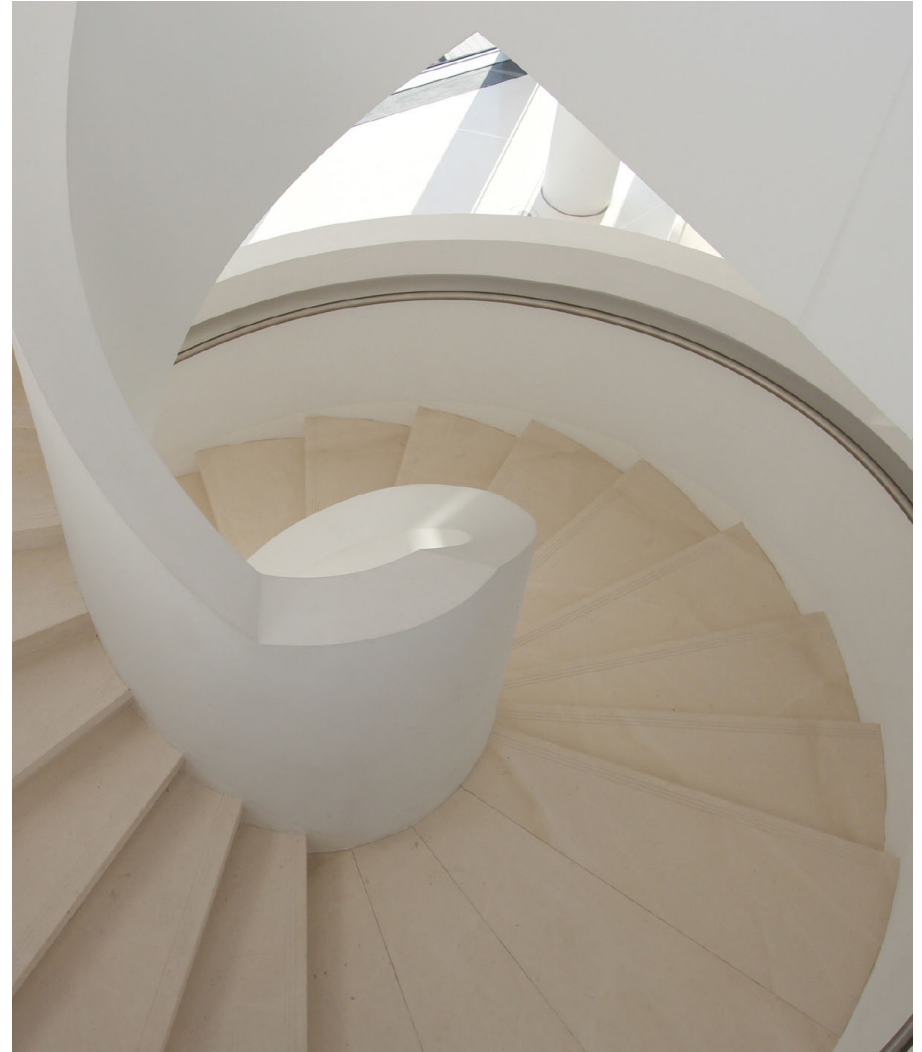
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Prepared For:	Valued Client	Single Premium:	\$100,000.00
Issue Age:	60	Illustration Date:	November 11, 2020
State of Issue:	KS	Product:	ClassicMark® 10

Product Highlights

With strong product features that stand the test of time, ClassicMark® fixed indexed annuities can help you implement a smart financial strategy:

- **Safeguard your money**—ClassicMark® has a strong built-in minimum guarantee on 100% of your premium. This offers protection of your premium regardless of market conditions.
- **Grow Your Wealth**—ClassicMark® delivers several ways to help you grow your nest egg. These include an optional premium bonus to jump-start your earnings, a diverse range of interest crediting strategies—including many uncapped participation rate strategies—that allow you to strategically choose how your money can grow, and tax deferral to allow your money to work harder for you.
- **Maintain Flexible Access**—If you need to access your money during the contract's surrender charge period, ClassicMark® provides 10% penalty-free withdrawals starting in the first year and multiple ways to withdraw your money without incurring surrender charges.
- **Leave a Worry-Free Legacy**—Protect your loved ones with a death benefit that is generally free from the hassles, publicity, and delays of probate. In no case will your beneficiaries receive less than your contract's strong Guaranteed Minimum Value.
- **Trust Your Insurer**—Overcome uncertainty with guarantees backed by a company you can rely on. When you purchase ClassicMark®, you can feel secure knowing that you've trusted your future to a highly rated, financially strong company.



A.M. BEST — **A (Excellent)** for financial strength and operating performance. This is the third highest of A.M. Best's 15 ratings. Visit the Who We Are section of www.americo.com for more information.

Illustration Overview

ClassicMark® 10

Plan Type: Non-Qualified

Allocations:

Percentage	Strategy	Participation Rate	Cap	Fixed Rate on Gain	Declared Rate
0%	One-Year S&P 500® Point-to-Point With Cap	100%	3.75%	NA	NA
0%	One-Year S&P 500® Monthly Point-to-Point With Cap	100%	1.90%	NA	NA
0%	One-Year S&P 500® Point-to-Point Inversion With Cap	100%	4.05%	NA	NA
0%	One-Year Morgan Stanley Target Equity Balanced Index Point-to-Point With Participation Rate	55%	NA	NA	NA
0%	One-Year SG Columbia Adaptive Risk Allocation Point-to-Point With Participation Rate	70%	NA	NA	NA
0%	Two-Year Morgan Stanley Target Equity Balanced Index Point-to-Point With Participation Rate	71%	NA	NA	NA
0%	Two-Year S&P 500® Point-to-Point With Participation Rate	36%	NA	NA	NA
100%	Five-Year FUSION Strategy SM [Also known as SG Columbia Adaptive Risk Allocation Index Point-to-Point (without Cap) with Amount on Gain]	100%	NA	1%	NA
0%	Declared Interest Account	NA	NA	NA	1.70%

Total: 100%

The rates illustrated are current as of the date illustrated.

Introduction to Your Illustration

This illustration assumes the index will repeat historical performance and that the annuities' current non-guaranteed elements, such as caps, participation rates, or other interest crediting adjustments, will not change. It is likely that the index will not repeat historical performance, the non-guaranteed elements will change, and actual values will be higher or lower than those in this illustration but will not be less than the minimum guarantees. The values in this illustration are not guarantees or even estimates of the amounts you can expect from your annuity.

Please review the entire Disclosure Document and Buyer's Guide provided with your Annuity Contract for more detailed information about your annuity and discussion of key terms and definitions.

This hypothetical illustration may not be used and is not complete unless accompanied by the Disclosure Document and Buyer's Guide, which are considered part of this Illustration.

This product is underwritten by Americo Financial Life and Annuity Insurance Company (Americo). Americo does not provide fiduciary advice, recommendations, tax advice, or legal advice.

Annuity contract and rider are issued under form Series 411 and state variations thereof.

Illustrated Historical Performance

Hypothetical Aggregate Summary

Last 10 Years

Lowest 10-Year Period

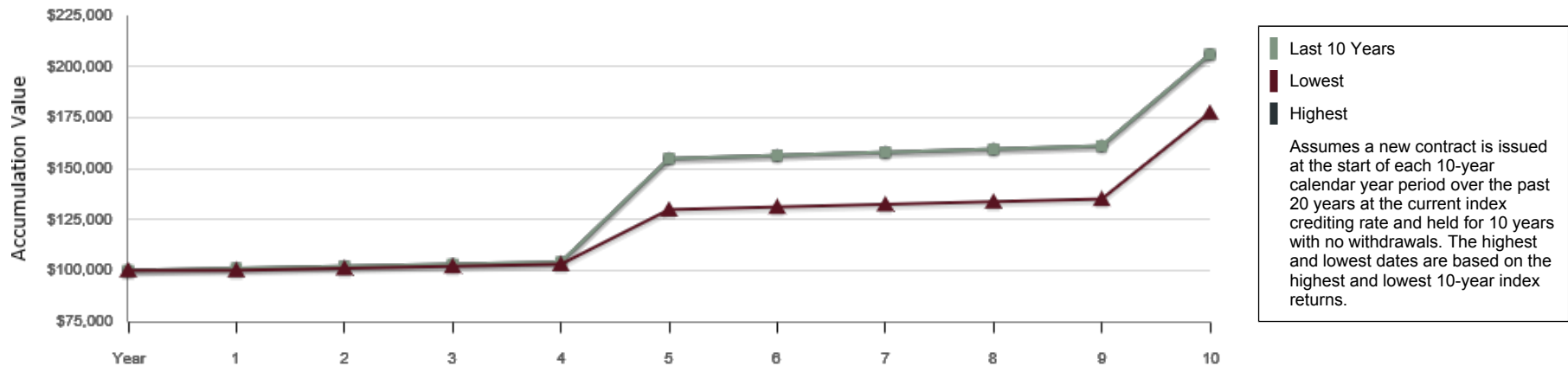
Highest 10-Year Period

Contract Year	Index Rate	Interest Credited	Accumulation Value	Index Rate	Interest Credited	Accumulation Value	Index Rate	Interest Credited	Accumulation Value
1	1.00%	\$1,000	\$101,000	0.00%	\$0	\$100,000	1.00%	\$1,000	\$101,000
2	1.00%	\$1,000	\$102,000	1.00%	\$1,000	\$101,000	1.00%	\$1,000	\$102,000
3	1.00%	\$1,000	\$103,000	1.00%	\$1,000	\$102,000	1.00%	\$1,000	\$103,000
4	1.00%	\$1,000	\$104,000	1.00%	\$1,000	\$103,000	1.00%	\$1,000	\$104,000
5	50.81%	\$50,812	\$154,812	26.79%	\$26,791	\$129,791	50.81%	\$50,812	\$154,812
6	1.00%	\$1,548	\$156,360	1.00%	\$1,298	\$131,089	1.00%	\$1,548	\$156,360
7	1.00%	\$1,548	\$157,908	1.00%	\$1,298	\$132,387	1.00%	\$1,548	\$157,908
8	1.00%	\$1,548	\$159,456	1.00%	\$1,298	\$133,685	1.00%	\$1,548	\$159,456
9	1.00%	\$1,548	\$161,005	1.00%	\$1,298	\$134,983	1.00%	\$1,548	\$161,005
10	29.01%	\$44,908	\$205,912	32.61%	\$42,319	\$177,302	29.01%	\$44,908	\$205,912

Average Annualized Return = 7.49%

Average Annualized Return = 5.89%

Average Annualized Return = 7.49%



Illustrated Historical Performance

Five-Year FUSION StrategySM [Also known as SG Columbia Adaptive Risk Allocation Index Point-to-Point (without Cap) with Amount on Gain]

Last 10 Years
1/1/2010 – 12/31/2019

Lowest 10-Year Period
1/1/2002 – 12/31/2011

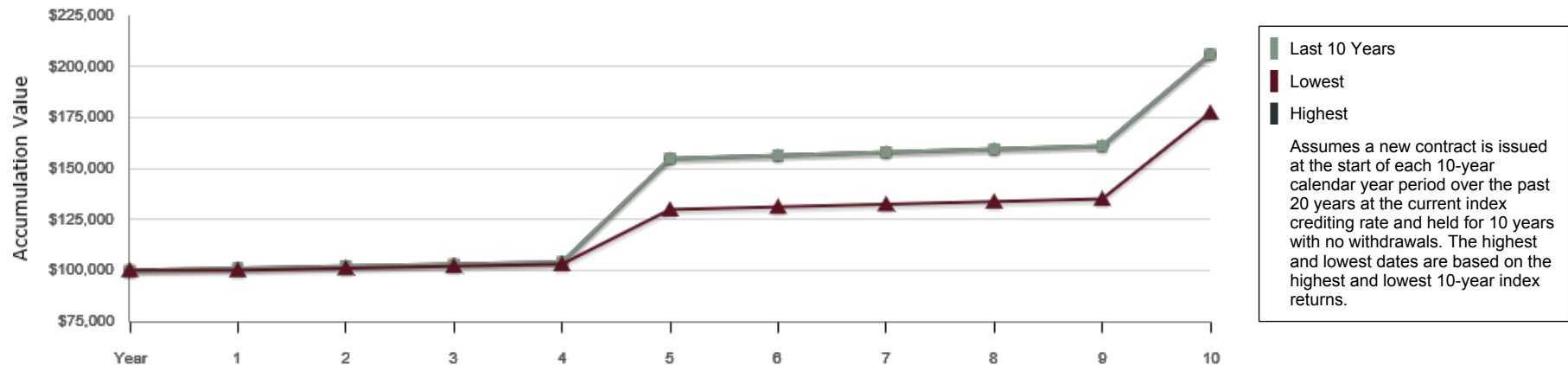
Highest 10-Year Period
1/1/2010 – 12/31/2019

Contract Year	Index Rate	Interest Credited	Accumulation Value	Index Rate	Interest Credited	Accumulation Value	Index Rate	Interest Credited	Accumulation Value
1	1.00%	\$1,000	\$101,000	0.00%	\$0	\$100,000	1.00%	\$1,000	\$101,000
2	1.00%	\$1,000	\$102,000	1.00%	\$1,000	\$101,000	1.00%	\$1,000	\$102,000
3	1.00%	\$1,000	\$103,000	1.00%	\$1,000	\$102,000	1.00%	\$1,000	\$103,000
4	1.00%	\$1,000	\$104,000	1.00%	\$1,000	\$103,000	1.00%	\$1,000	\$104,000
5	50.81%	\$50,812	\$154,812	26.79%	\$26,791	\$129,791	50.81%	\$50,812	\$154,812
6	1.00%	\$1,548	\$156,360	1.00%	\$1,298	\$131,089	1.00%	\$1,548	\$156,360
7	1.00%	\$1,548	\$157,908	1.00%	\$1,298	\$132,387	1.00%	\$1,548	\$157,908
8	1.00%	\$1,548	\$159,456	1.00%	\$1,298	\$133,685	1.00%	\$1,548	\$159,456
9	1.00%	\$1,548	\$161,005	1.00%	\$1,298	\$134,983	1.00%	\$1,548	\$161,005
10	29.01%	\$44,908	\$205,912	32.61%	\$42,319	\$177,302	29.01%	\$44,908	\$205,912

Average Annualized Return = 7.49%

Average Annualized Return = 5.89%

Average Annualized Return = 7.49%



Illustrated Guaranteed Contract Values

Hypothetical Illustration: ClassicMark® 10

End of Year	Age	Premium	Withdrawal or RMD	Credited Rate	Interest Credited	Accumulation Value	Cash Surrender Value	Guaranteed Minimum Value	Death Benefit*
1	61	\$100,000	\$0	0.00%	\$0	\$100,000	\$88,300	\$89,170	\$100,000
2	62	\$0	\$0	0.00%	\$0	\$100,000	\$89,200	\$90,981	\$100,000
3	63	\$0	\$0	0.00%	\$0	\$100,000	\$90,100	\$92,819	\$100,000
4	64	\$0	\$0	0.00%	\$0	\$100,000	\$90,550	\$94,216	\$100,000
5	65	\$0	\$0	0.00%	\$0	\$100,000	\$91,000	\$95,632	\$100,000
6	66	\$0	\$0	0.00%	\$0	\$100,000	\$91,900	\$97,544	\$100,000
7	67	\$0	\$0	0.00%	\$0	\$100,000	\$92,800	\$99,486	\$100,000
8	68	\$0	\$0	0.00%	\$0	\$100,000	\$93,700	\$101,456	\$101,456
9	69	\$0	\$0	0.00%	\$0	\$100,000	\$94,600	\$103,456	\$103,456
10	70	\$0	\$0	0.00%	\$0	\$100,000	\$95,500	\$105,486	\$105,486
11	71	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$111,567	\$111,567
12	72	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$112,683	\$112,683
13	73	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$113,809	\$113,809
14	74	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$114,947	\$114,947
15	75	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$116,097	\$116,097
16	76	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$117,258	\$117,258
17	77	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$118,430	\$118,430
18	78	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$119,615	\$119,615
19	79	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$120,811	\$120,811
20	80	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$122,019	\$122,019
21	81	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$123,239	\$123,239
22	82	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$124,472	\$124,472
23	83	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$125,716	\$125,716
24	84	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$126,973	\$126,973
25	85	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$128,243	\$128,243

Prepared For:	Valued Client	Single Premium:	\$100,000.00
Issue Age:	60	Illustration Date:	November 11, 2020
State of Issue:	KS	Product:	ClassicMark® 10

Illustrated Guaranteed Contract Values

Hypothetical Illustration: ClassicMark® 10

End of Year	Age	Premium	Withdrawal or RMD	Credited Rate	Interest Credited	Accumulation Value	Cash Surrender Value	Guaranteed Minimum Value	Death Benefit*
26	86	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$129,526	\$129,526
27	87	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$130,821	\$130,821
28	88	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$132,129	\$132,129
29	89	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$133,450	\$133,450
30	90	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$134,785	\$134,785
35	95	\$0	\$0	0.00%	\$0	\$100,000	\$100,000	\$141,660	\$141,660

For definitions of terms, see Glossary.

Guaranteed Values are based on interest crediting strategy allocations and percentages selected in the illustration input, 0% growth in the indexed strategies, and a guaranteed minimum rate of 1% in the Fixed Rate Strategy. The Guaranteed Minimum Value is available upon full surrender, death, or annuitization. It is equal to the single premium received, less any partial surrenders (including any surrender charges deducted thereon), less any premium tax, if applicable, with interest compounded daily at the Guaranteed Minimum Value Interest Rate shown on the contract; less surrender charges. This hypothetical illustration assumes a 1% Guaranteed Minimum Value Interest Rate.

* The Death Benefit is the greater of the Accumulation Value, Guaranteed Minimum Value, or Return of Premium less prior gross withdrawals. The values shown will be decreased by any applicable premium taxes.



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Illustrated Non-Guaranteed Contract Values

Hypothetical Illustration: ClassicMark® 10

End of Year	Age	Premium	Withdrawal or RMD	Credited Rate	Interest Credited	Accumulation Value	Cash Surrender Value	Guaranteed Minimum Value	Death Benefit*
1	61	\$100,000	\$0	1.00%	\$1,000	\$101,000	\$89,170	\$89,170	\$101,000
2	62	\$0	\$0	1.00%	\$1,000	\$102,000	\$90,972	\$90,981	\$102,000
3	63	\$0	\$0	1.00%	\$1,000	\$103,000	\$92,792	\$92,819	\$103,000
4	64	\$0	\$0	1.00%	\$1,000	\$104,000	\$94,162	\$94,216	\$104,000
5	65	\$0	\$0	50.81%	\$50,812	\$154,812	\$140,371	\$95,632	\$154,812
6	66	\$0	\$0	1.00%	\$1,548	\$156,360	\$143,681	\$97,544	\$156,360
7	67	\$0	\$0	1.00%	\$1,548	\$157,908	\$146,527	\$99,486	\$157,908
8	68	\$0	\$0	1.00%	\$1,548	\$159,456	\$149,400	\$101,456	\$159,456
9	69	\$0	\$0	1.00%	\$1,548	\$161,005	\$152,301	\$103,456	\$161,005
10	70	\$0	\$0	29.01%	\$44,908	\$205,912	\$196,422	\$105,486	\$205,912
11	71	\$0	\$0	1.00%	\$2,059	\$207,971	\$207,971	\$111,567	\$207,971
12	72	\$0	\$0	1.00%	\$2,059	\$210,030	\$210,030	\$112,683	\$210,030
13	73	\$0	\$0	1.00%	\$2,059	\$212,090	\$212,090	\$113,809	\$212,090
14	74	\$0	\$0	1.00%	\$2,059	\$214,149	\$214,149	\$114,947	\$214,149
15	75	\$0	\$0	50.81%	\$104,628	\$318,777	\$318,777	\$116,097	\$318,777
16	76	\$0	\$0	1.00%	\$3,188	\$321,965	\$321,965	\$117,258	\$321,965
17	77	\$0	\$0	1.00%	\$3,188	\$325,152	\$325,152	\$118,430	\$325,152
18	78	\$0	\$0	1.00%	\$3,188	\$328,340	\$328,340	\$119,615	\$328,340
19	79	\$0	\$0	1.00%	\$3,188	\$331,528	\$331,528	\$120,811	\$331,528
20	80	\$0	\$0	29.01%	\$92,470	\$423,998	\$423,998	\$122,019	\$423,998
21	81	\$0	\$0	1.00%	\$4,240	\$428,238	\$428,238	\$123,239	\$428,238
22	82	\$0	\$0	1.00%	\$4,240	\$432,478	\$432,478	\$124,472	\$432,478
23	83	\$0	\$0	1.00%	\$4,240	\$436,718	\$436,718	\$125,716	\$436,718
24	84	\$0	\$0	1.00%	\$4,240	\$440,958	\$440,958	\$126,973	\$440,958
25	85	\$0	\$0	50.81%	\$215,442	\$656,401	\$656,401	\$128,243	\$656,401

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Illustrated Non-Guaranteed Contract Values

Hypothetical Illustration: ClassicMark® 10

End of Year	Age	Premium	Withdrawal or RMD	Credited Rate	Interest Credited	Accumulation Value	Cash Surrender Value	Guaranteed Minimum Value	Death Benefit*
26	86	\$0	\$0	1.00%	\$6,564	\$662,965	\$662,965	\$129,526	\$662,965
27	87	\$0	\$0	1.00%	\$6,564	\$669,529	\$669,529	\$130,821	\$669,529
28	88	\$0	\$0	1.00%	\$6,564	\$676,093	\$676,093	\$132,129	\$676,093
29	89	\$0	\$0	1.00%	\$6,564	\$682,657	\$682,657	\$133,450	\$682,657
30	90	\$0	\$0	29.01%	\$190,407	\$873,064	\$873,064	\$134,785	\$873,064
35	95	\$0	\$0	50.81%	\$443,622	\$1,351,609	\$1,351,609	\$141,660	\$1,351,609

For definitions of terms, see Glossary.

The information shown on this illustration is for hypothetical demonstration purposes only. Any examples of future values used in a sales presentation are provided only for demonstrative purposes. Any such example must not be regarded as guaranteed or as estimated future performance unless it is based solely on the minimum guaranteed interest rates.

Non-Guaranteed Values are based on interest crediting strategy allocations and percentages selected in the illustration input using current non-guaranteed caps, participation rates, and interest rates. The Guaranteed Minimum Value is available upon full surrender, death, or annuitization. It is equal to the single premium received, less any partial surrenders (including any surrender charges deducted thereon), less any premium tax, if applicable, with interest compounded daily at the Guaranteed Minimum Value Interest Rate shown on the contract; less surrender charges. This hypothetical illustration assumes a 1% Guaranteed Minimum Value Interest Rate.

* The Death Benefit is the greater of the Accumulation Value, Guaranteed Minimum Value, or Return of Premium less prior gross withdrawals. The values shown will be decreased by any applicable premium taxes.

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Product Information

ClassicMark® 10

Access to Accumulation Value — If the unexpected happens, ClassicMark® offers you several different ways to access your Accumulation Value without incurring surrender charges. These include 10% penalty-free withdrawals each contract year, beginning 30 days after the contract date, and, in most states, access to up to 100% of your Accumulation Value for nursing home confinement.

Surrender Charges — During your annuity's first 10 years, surrender charges may apply to withdrawals or surrenders that are greater than the penalty-free amount. The surrender charge is equal to the surrender charge percentage shown below for the applicable contract year multiplied by the amount withdrawn or surrendered.

Surrender Charge Schedule											
Contract Year	1	2	3	4	5	6	7	8	9	10	11+
Surrender Charge	13%	12%	11%	10.5%	10%	9%	8%	7%	6%	5%	0%

Guarantees — To shield your retirement funds from market-related losses, ClassicMark® has a built-in minimum guarantee. This offers security of principal regardless of market conditions. Upon full surrender, death, or annuitization, you are guaranteed to receive 1% on 100% of your premium (less any withdrawals, surrender charges, and applicable premium tax).

Death Benefit — Should you die before annuity payments begin, the annuity's Death Benefit will be the greatest of the Accumulation Value, Return of Premium less prior gross withdrawals, or the Guaranteed Minimum Value. The value used is decreased by any applicable premium taxes. Proceeds are paid directly to your chosen beneficiary. Death benefit proceeds are also generally free from the hassles, publicity, and delays of probate.

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Glossary and Definitions

Accumulation Value — The sum of all Fixed Rate Strategies plus all indexed strategies plus all premiums not yet allocated, including interest thereon.

Age — A person's age on the contract date as of his or her last birthday.

Allocation — The percentage of premium allocated to an indexed strategy or the Fixed Rate Strategy.

Amount on Gain — The amount, if any, added to the FUSION StrategySM. It applies on each of the first four anniversaries of the Index Date if the Index Value increases over the beginning Index Value.

Annuitization — In a process known as annuitization, on your contract annuity date, you can elect a guaranteed stream of income that will last as long as your retirement. There are various settlement options available to meet your needs. As illustrated, this contract would annuitize on 11/11/2055. Below is an example of the guaranteed income stream you would receive based on the guaranteed Cash Surrender Value, assuming no prior withdrawals and a life income with 10-year period certain settlement option.

Guaranteed Annuitization Factor: 8.65

Guaranteed Monthly Payment: \$865.00

Cap — The maximum interest rate credited during the term period or, for the monthly point-to-point strategy, during any single month. The minimum cap is 1.00% (0.10% for the monthly point-to-point).

Cash Surrender Value — An amount that is equal to the Accumulation Value less the surrender charge and less any applicable premium tax, or the Guaranteed Minimum Value, if greater.

Contract Year — The period from one contract anniversary to the next.

Credited Rate — The rate of interest credited to the contract at the end of the index period.

Death Benefit — The greatest of 100% of Accumulation Value, return of premium less prior gross withdrawals, or Guaranteed Minimum Value.

Fixed Rate on Gain — An interest rate that is multiplied by the Initial Value to determine any Amount on Gain credited to the FUSION StrategySM on the first four anniversaries of the Index Date. The Fixed Rate on Gain is declared at the beginning of each Index Period and guaranteed for the length of the Index Period. The Minimum Fixed Rate on Gain is 0.5%.

Fixed Rate Strategy — Premium allocated to the Fixed Rate Strategy earns a fixed interest rate declared by Americo. This rate may change but will never be less than 1.00%. Also known as Declared Interest Account.

FUSION StrategySM — A five-year Indexed Strategy that determines any interest credited by applying a Fixed Rate on Gain on each of the first four anniversaries of the Index Date plus a participation rate on the fifth anniversary of the Index Date. Also known as the SG Columbia Adaptive Risk Allocation Index Point-to-Point (without Cap) with Amount on Gain.

Guaranteed Minimum Value — The minimum amount for which the contract can be surrendered. It is equal to 100% of premium less any partial surrenders (including any surrender charges deducted thereon), less any premium tax, if applicable, with interest compounded daily at the guaranteed minimum value interest rate (a rate between 1% and 3%, set at the time the contract is issued); less surrender charges.

Index Change — The percent change in the index value from the allocation date to the last day of the index period.

Index Credited Amount — The amount of interest credited to an indexed strategy at the end of each index period.

Index Date — Any date on which an index period begins or ends.

Index Period — The one-, two-, or five-year period over which any increase in an index is determined.

Index Rate — The rate used to determine the amount of interest credited to an indexed strategy.

Index Value — The actual numerical value of the index on an index date. If an index date falls on a date on which the index market is not open, the index value will be determined as of the last preceding date that the market was open for trading.

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Glossary and Definitions

Indexed Strategy — A type of interest crediting strategy that calculates the interest rate based on the performance of a market index. Interest credited is limited to a participation rate, cap, or Fixed Rate on Gain but will never be less than 0%. In most states, ClassicMark® features eight indexed strategies:

- One-Year S&P 500® Point-to-Point Strategy With Cap.
- One-Year S&P 500® Monthly Point-to-Point Strategy With Cap.
- One-Year Morgan Stanley Target Equity Balanced Index Point-to-Point Strategy With Participation Rate.
- One-Year SG Columbia Adaptive Risk Allocation Point-to-Point Strategy With Participation Rate.
- One-Year S&P 500® Point-to-Point Inversion Strategy With Cap.
- Two-Year Morgan Stanley Target Equity Balanced Index Point-to-Point Strategy With Participation Rate.
- Two-Year S&P 500® Point-to-Point Strategy With Participation Rate.
- Five-Year FUSION StrategySM [Also known as the SG Columbia Adaptive Risk Allocation Index Point-to-Point (without Cap) with Amount on Gain].

Indexing Method — The method by which the index value that is used to credit interest to an indexed strategy is determined. Available indexing methods are point-to-point and monthly point-to-point.

Initial Value — An amount equal to the value of the indexed strategy at the beginning of the Index Period, minus any subsequent withdrawals.

Interest Credited Amount — The amount of interest credited to an indexed strategy at the end of each index period.

Point-to-Point — Interest credited to a point-to-point indexed strategy is determined by taking the value of the index on the last day of the Index Period and comparing it with the value on the Index Date, or the beginning value, in the case of renewal. Interest credited is determined by applying a cap to any increase or by multiplying any increase by a participation rate.

Monthly Point-to-Point — Interest credited to a monthly point-to-point indexed strategy is determined by totaling the monthly percentage changes at the end of the index period. Positive monthly percentage changes are limited to a declared monthly cap. Negative monthly percentage changes have no floor.

Participation Rate — A percentage that is multiplied by the percentage change in the index value used to calculate the index rate. The minimum participation rate is 5% (10% in New Jersey) for all indexed strategies.

Premium — The amount of money paid into the contract.

Required Minimum Distribution — The minimum amount that must be withdrawn from a tax-qualified plan each year, beginning at age 70½ (age 72 if the owner was born after 7/1/1949). Required minimum distribution amounts associated with the contract that are greater than the penalty-free amount may be withdrawn without surrender charges. This is available by current company practice beginning in the first contract year.

Withdrawal — The amount withdrawn from the contract during the contract year.

Prepared For:	Valued Client	Single Premium:	\$100,000.00
Issue Age:	60	Illustration Date:	November 11, 2020
State of Issue:	KS	Product:	ClassicMark® 10

Additional Information

ClassicMark 10 Contract Series 411, 4190, 4204; ClassicMark 10 Plus Contract Series 411, 4179, 4190, 4204; ClassicMark 10 LT Contract Forms ICC19 411 LG10, ICC19 4204; ClassicMark 10 LT Plus Contract Forms ICC19 411 LG10+, ICC19 4204. Heritage Maximizer Enhanced Death Benefit Rider Series 2181. **IN MISSOURI**—ClassicMark 10 (issue ages 0–85) Contract Form AMOLG10419; ClassicMark 10 (issue ages 86–90) Contract Form AMOLG86+419; ClassicMark 10 Plus Contract Form AMOLG10+419. **IN NEW MEXICO**—ClassicMark 10 (issue ages 0–85) Contract Form ANM411LG1019; ClassicMark 10 (issue ages 86–90) Contract Form ANM41186+19; ClassicMark 10 Plus Contract Form ANM411LG10+19. **IN IDAHO, OREGON, AND WASHINGTON**—ClassicMark 10 LT Contract Forms ICC19 411 LG10, ICC19 4204; ClassicMark 10 LT Plus Contract Forms ICC19 411 LG10+, ICC19 4204. Products are single premium fixed deferred indexed annuities **underwritten by Americo Financial Life and Annuity Insurance Company (Americo)**, Kansas City, MO, and may vary in accordance with state laws. Products are designed and exclusively marketed by Legacy Marketing Group®, an independent, authorized agency of Americo. Some products and benefits may not be available in all states. Certain restrictions and variations apply. Consult contract and riders for all limitations and exclusions. Americo Financial Life and Annuity Insurance Company is authorized to conduct business in the District of Columbia and all states except NY. ClassicMark is a registered service mark, and FUSION Strategy and Heritage Maximizer are service marks, of Legacy Marketing Group.

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- The volatility target may dampen the performance of the Index in rising markets.
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- Products linked to the Index involve risks associated with equity and fixed income markets.
- The Index has a limited performance history and past performance is no indication of future performance.
- The Index has embedded costs.
- The Index is calculated on an excess return basis.
- Purchasers of products linked to the Index will have no access to the assets underlying the Index, including dividends and interest payments.
- The Index methodology is fixed and will not change over time even if the Index underperforms a relevant benchmark.
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Additional Information

Note on Simulated Returns:

The Target Equity Index went live on April 4, 2007 but the Index, which includes a 6.5% volatility control feature and potential exposure to 10-year US Treasury rolling futures, went live on August 24, 2017. Back-testing and other statistical analyses provided herein use simulated analysis and hypothetical circumstances to estimate how the Index may have performed between January 2, 2003 and August 23, 2017, prior to its actual existence. The results obtained from such "back-testing" should not be considered indicative of the actual results that might be obtained from an investment in the Index. The actual performance of the Index may vary significantly from the results obtained from back-testing. Unlike an actual performance record, simulated results are achieved by means of the retroactive application of a back-tested model itself designed with the benefit of hindsight and knowledge of factors that may have possibly affected its performance. Morgan Stanley provides no assurance or guarantee that any product linked to the Index will operate or would have operated in the past in a manner consistent with these materials. Actual results will vary, perhaps materially, from the simulated returns presented in this document.

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