

### JourneyMark<sup>®</sup> Series Annuity Quick Reference

As of 3/15/2024

Insurance Carrier	Product	Features	Cascade Rider	Expanse Rider	Allocation Options	Liquidity	GA-Level Commission	Approved States
Integrity Life Insurance Company, Cincinnati, OH A proud member of Western & Southern Financial Group Financial Strength Ratings* AM Best: A+ Superior ability to meet ongoing insurance obligations (second highest of 13 ratings; rating held since June 2009). Comdex Ranking:** 96 out of 100 Ratings are correct as of 3/15/2024, and are subject to change.	JourneyMark Series modified single premium deferred fixed indexed annuity products Product Versions Base Product Years Ages JourneyMark 10 0–85 JourneyMark 5 5 86–90 With Cascade Rider JourneyMark 7 7 0–80 With Expanse Rider JourneyMark 7 7 0–80 With Expanse Rider JourneyMark 7 7 45–80 With Expanse Rider JourneyMark 7 7 45–80 Premium • \$10K min., Q and NQ. • \$5K+ additional premium payments allowed during first contract year. • \$1.5M max., ages 0–75. • \$11M max., ages 76+. Contract Guarantee Nonforfeiture value on 87.5% of the contract's premium minus withdrawals. The current nonforfeiture value is 3.00%. Death Benefit Greater of 100% of account value (AV)—110% with Expanse Rider—plus interest credited as of the date of death, or the nonforfeiture value.	<ul> <li>Choice of accumulation- focused base product without a rider charge or an optional rider upgrade on 7- and 10-year products.</li> <li>Competitive index options with participation rate and no cap, based on indices developed by some of the industry's biggest names—Citi and Goldman Sachs.</li> <li>The option to issue to age 90 with a short, 5-year duration.</li> <li>Waiver of Withdrawal Charge and Market Value Adjustment Rider upon confinement or limited life expectancy. Not available in CA.</li> <li>Accepts Inherited (Stretch) IRA, Inherited Roth IRA, and NQ Stretch.</li> </ul>	<ul> <li>Return of Premium benefit:</li> <li>Available after Year 3 with full premium, less any withdrawals.</li> <li>Guaranteed Minimum Account Value benefit:</li> <li>One-time boost that guarantees the AV to be at least 110% at the end of the withdrawal charge period (107% on 7-year product).</li> <li>Percentage is multiplied by premium and premium bonus, minus withdrawals, withdrawal charges, MVA and rider charges.</li> <li>Not available in CA.</li> <li>Premium bonus:</li> <li>Available exclusively with 10-year product—6.5%, applied to each premium payment. Vests at 10% per year over 10 years. Vesting schedule varies in CA.</li> <li>Liquidity:</li> <li>10% free withdrawals each index year after the first.</li> </ul>	<ul> <li>Guaranteed Lifetime Withdrawal Benefit Rider Optional upgrade with 7- and 10-year products.</li> <li>Guaranteed Lifetime Withdrawal Benefit: <ul> <li>Performance-driven benefit base that rolls up by:</li> <li>10% benefit base bonus (applied to each premium).</li> <li>200% of rate of interest credited for up to 15 years (capped at 15% per index year).</li> <li>Income available in first year (must be age 60+).</li> <li>Choice of level or increasing payouts.</li> </ul> </li> <li>Income Doubler: <ul> <li>200% income payment for impairment in 2 of 6 ADLs.</li> <li>Available after 3 index years.</li> </ul> </li> <li>Enhanced Death Benefit: <ul> <li>110% of AV, including any interest paid on death.</li> <li>Payable as a lump sum after the third index year if income isn't activated.</li> </ul> </li> <li>Liquidity: <ul> <li>10% free withdrawals each index year after the first.</li> </ul> </li> <li>Expanse Rider charge: 1%</li> <li>Assessed on nually at the end of the index year based on the beginning-of-year GLWB benefit base.</li> </ul>	Current Par. Rates <sup>†</sup> Base Product       Cascade Rider       Exp Rider         Citi Flexi-Beta 5       Excess Return, 1Y Point-to-Point JourneyMark 7:       167%       152%       1         JourneyMark 7:       167%       167%       2         JourneyMark 5:       167%       NA       2         Citi Flexi-Beta 5       Excess Return, 2Y Point-to-Point JourneyMark 7:       237%       237%       2         JourneyMark 7:       237%       237%       2       2       3000000000000000000000000000000000000	<ul> <li>index year without a withdrawal charge or MVA (noncumulative; \$250 minimum):</li> <li>5% with base product.</li> <li>10% with Cascade or Expanse Rider.</li> </ul>	<ul> <li>JourneyMark: 7.00% (0–70) 5.50% (71–75) 5.00% (76–85) JourneyMark 7: 5.00% (0–70) 4.00% (71–75) 3.00% (76–85) JourneyMark 5: 1.50% (86–90) Chargebacks 100% chargeback applies for 12 months from date premium is received upon free-look, death (hased on date of the off the onder the off)</li> </ul>	Availability: Approved in DC and all states <u>except</u> NY. CA Variations: In California, state-specific withdrawal charges, MVA, and premium bonus vesting schedule apply, and Waiver of Withdrawal Charge and Market Value Adjustment Rider and Guaranteed Minimum Account Value Benefit are not approved.

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- \* Ratings refer to the claims-paying ability of the insurance company and do not reflect the performance or safety of any investment product. The rating agencies listed are independent of each other and use proprietary evaluation criteria and rating scales.
- \*\* The Comdex Ranking is a composite of the financial strength ratings as determined by Standard & Poor's, Moody's, AM Best, and Fitch ratings. It ranks insurers on a scale of 1 to 100 (where 1 is the lowest) in an effort to reduce confusion over ratings because each rating agency uses a different scale.
- The minimum participation rate is 4% for the S&P 500 index option and 10% for all other index options. The guaranteed minimum interest rate for the Fixed Interest Option is 3.00%.



# ApexAdvantage® Annuity Quick Reference

As of 3/5/2024

Insurance Carrier	Product	Features	Income Riders	Interest Crediting Options†		Liquidity	Commission	Available States
Ameritas Life Insurance Corp., Lincoln, NE	10-year modified single premium deferred fixed index annuity*	<ul> <li>Highly competitive, income- focused FIA designed to rank among the top products for guaranteed income in the first</li> </ul>	Choice of an optional Guaranteed Lifetime Withdrawal Benefit (GLWB): FutureNow Rider <sup>sM</sup> or FutureNow Rider With Booster.	One-Year <b>S&amp;P 500</b> <sup>®</sup> Point-to-Point w/ Par. Rate	48%	Penalty-Free Withdrawals 10% of account value annually after Year 1 or	<b>GA-Level</b> 6.50% (0–75) 4.50% (76–85)	Available in all states <i>except</i> CA and NY.
Financial Strength Ratings AM Best "A"	<ul> <li>Ratings</li> <li>Issue Ages 0-85 (Q and NQ)</li> <li>Premium Amounts for ncial 13 tind as of 13 ting as of</li></ul>	<ul> <li>Income payouts can begin in as soon as 30 days, starting at</li> </ul>	One-Year S&P MARC 5% Index Point-to-Point w/ Par. Rate	165%	required minimum distribution (RMD) associated with the policy. Surrender Schedule	Chargebacks: 100% chargeback Year 1 for death, surrender, and withdrawals (including RMDs). See Compensation Schedule for details.	<u>ApexAdvantage:</u> AK, AL, AR, AZ, CO, CT, DC, DE, FL <sup>1</sup> , GA, HI, IA,	
(Excellent) for insurer financial strength. Third highest of 13		<ul> <li>Powered by:</li> <li>51% benefit base bonus.</li> <li>6% roll-up rate for up to</li> </ul>	Two-Year S&P MARC 5% Index Point-to-Point w/ Par. Rate	230%	(+/- MVA*) 9, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0% Waiver of Surrender		ID, IL, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV,	
ratings. Rating as of 4/22/2022. Standard & Poor's "A+" (Strong) for		<ul> <li>Choice of single or spousal and level or increasing income payouts upon income election:         <ul> <li>Level—Consistent, predictable payouts for life.</li> <li>Increasing—Benefit base increases by 100% of policy earnings.</li> </ul> </li> <li>Payouts available after 30 days, starting at age 50.</li> <li>1.25% annual charge.**</li> </ul>	One-Year BNPP US Governance Multi Asset Index Point-to-Point w/ Par. Rate	185%	Charge Riders Included at no additional cost: • Confinement. • Terminal Illness. • Home Health Care.* Minimum Guaranteed Surrender Value (MGSV) 87.50% of premium less withdrawals plus interest credited at the nonforfeiture interest rate, currently 3.00%.		OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WA, WI, WV, WY	
insurer financial strength. Fifth highest of 21 ratings. Rating as of			Two-Year BNPP US Governance Multi Asset Index Point-to-Point w/ Par. Rate	260%			1. Waiver for Home Health Care not	
7/26/2022. Ameritas Mutual Holding Company's			One-Year Fixed Account	4.15%			approved.	
ratings include Ameritas Life Insurance Corp. and Ameritas Life Insurance Corp. of New York.		<ul> <li>With Booster</li> <li>Same as FutureNow Rider, plus double payouts for impairment in two of six a ADLs.</li> <li>Double payouts available upon qualification after Year 2.</li> </ul>	Rates effective 3/5/2024, and su change. Check LegacyNet <sup>®</sup> for u					

In approved states, ApexAdvantage Index Annuity (Form ICC22 2707 with ICC22 2707-SCH or 2707 with 2707-SCH) and riders are issued by Ameritas Life Insurance Corp. (Ameritas) located at 5900 O Street, Lincoln, NE 68510. Products are designed in conjunction with Ameritas and exclusively marketed by Legacy Marketing Group<sup>®</sup>. Ameritas and Legacy Marketing Group are separate, independent entities. ApexAdvantage Index Annuities are modified single premium deferred annuities that offer a fix ed interest option and index interest options. The index options are not securities. Keep in mind, your clients are not participating in the market or investing in any stock or bond. Policies, index strategies, and riders may vary and may not be available in all states. Optional features and riders may have limitations, restrictions, and additional charges. Product guarantees are based on the claims-paying ability of Ameritas Life Insurance Corp. Refer to brochures for additional details. ApexAdvantage is a registered service mark and FutureNow Rider is a service mark of Legacy Marketing Group. Ameritas<sup>®</sup> is a registered service mark of Ameritas Life Insurance Corp.

Withdrawals may be subject to income tax. If withdrawals are made before age 59½, they also may be subject to an IRS penalty tax. Ameritas and their authorized representatives do not give legal or tax advice. It is recommended that tax advisers be consulted.

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- \* May vary by state and may not be available in all states. Check current State Approval Matrix.
- \*\* Multiple by the premium accumulation value during the accumulation phase and by the benefit base during the withdrawal phase.
- + The minimum participation rate is 10% for all index options; the guaranteed minimum interest rate (GMIR) for the fixed account is 2.50%.



## FlexMark Select<sup>®</sup> Series Annuity Quick Reference

As of 3/5/2024

Insurance Carrier	Product	Product Features	Income Riders**	Premium Bonus	Interest Crediting Options <sup>†,††</sup>	Liquidity	GA-Level Commission	Available States
Ameritas Life Insurance Corp., Lincoln, NE <b>Financial</b> <b>Strength</b> <b>Ratings</b> AM Best "A" (Excellent) for insure financial strength. Third highest of 13 ratings. Rating as of 4/22/2022. Standard & Poor's "A+" (Strong) for insurer financial strength. Fifth highest of 21 ratings. Rating as of 7/26/2022. Ameritas Mutual Holding Company's ratings include Ameritas Life Insurance Corp. and Ameritas Life Insurance Corp. of New York.	FlexMark Select Series 10-year single premium deferred fixed index annuities* Issue Ages 0–85 (Q and NQ) Premium • \$25K min. Year 1. • \$5K min. additional (Year 1 only). • \$2M max. per owner without Home Office approval or commission reduction (\$1M on bonus products for issue ages 75+). Sweep (Allocation) Dates 5 <sup>th</sup> , 15 <sup>th</sup> , and 25 <sup>th</sup> of each month. Applications, requirements, and premium must be received in good order one business day prior to the sweep date.	<ul> <li>No-cost income rider (guaranteed lifetime withdrawal benefit rider).**</li> <li>Optional upgraded income rider** with: <ul> <li>Level or lifestyle payout.</li> <li>Income booster for declining health.*</li> </ul> </li> <li>Vesting premium bonus on "Plus" products.*</li> <li>Rate banding offers upgraded rates for larger Accumulation Values (AV).</li> <li>Choice to "buy up" the rates on fee strategies.1</li> <li>Two proprietary indices allow for broad diversification and limited volatility.</li> <li>Extra one-time 10% emergency withdrawal after Year 1.*</li> <li>Minimum Guaranteed Surrender Value (MGSV) is 87.50% of premium (90% in NJ) less withdrawals, plus interest credited at the Standard Non-Forfeiture Interest Rate, currently 3.00%.</li> <li>Death benefit is greater of AV plus any bonus account or MGSV.</li> </ul>	<ul> <li>Choice of three guaranteed lifetime withdrawal benefit (GLWB) riders at policy issue:</li> <li>Basic GLWB Income Rider <ul> <li>Automatically included at no cost!</li> <li>4% Premium Accumulation Rate (PAR) compounded for up to 10 years.</li> <li>Payouts can start after Year 1 and age 50.</li> <li>No restart.</li> </ul> </li> <li>MyFit Income Rider <ul> <li>7% PAR compounded for up to 10 years.</li> <li>Optional 10-year restart.</li> <li>Choice of level or lifestyle payout option when payouts begin.</li> <li>The lifestyle payout option provides increased payouts followed by lower, level payouts. The increased benefit period is based on attained age when payouts start.</li> <li>Payouts can start after Year 1 and age 50.</li> <li>1.15% annual charge.</li> </ul> </li> </ul>	Vesting Premium Bonus* Select Plus: • 6%. <u>LT Plus</u> : • 4%. • 2% (CA, IN, and MO). <b>10-Year</b> Vesting Schedule* (% vested at end of year) Select Plus: 0, 5, 10, 15, 20, 30, 45, 60, 75, 90, 100% <u>LT Plus</u> : 0, 5, 15, 25, 35, 45, 55, 65, 80, 90, 100% Vested and non-vested values are included in the death benefit.	Av:Standard Band \$0-\$199,999 No FeeUpgraded Band \$200,000+ No FeeSelect and LT:7.75%9.50%8.10%9.85%Plus and LT Plus:7.30%9.00%7.60%9.35%Buscet and LT:7.60%9.95%7.75%10.20%Plus and LT Plus:7.15%9.35%7.30%9.60%Buscet and LT:7.60%9.95%7.75%10.20%Plus and LT Plus:7.15%9.35%7.30%9.60%BNPP Momentum 5 Index <sup>5</sup> 1Y PTPW/Par. Rate:160%205%170%Select and LT:160%205%170%210%Plus and LT Plus:160%205%170%20%Plus and LT Plus:160%205%170%20%Plus and LT Plus:150%195%160%20%Select and LT:160%205%170%210%Plus and LT Plus:150%195%63%77%Plus and LT Plus:210%215%235%290%Plus and LT Plus:210%260%220%275%Select and LT:230%275%235%290%Plus and LT Plus:210%260%215%27%Select and LT:210%260%215%27%Select and LT:210%260%215%27%Select and LT:210%260%215%27%Select and LT:210%260%215%27%Select and LT:210%260%215%27% <t< td=""><td>Penalty-Free Withdrawals Years 2–10: 10% of vested account value annually or required minimum distribution (RMD) associated with the policy. Additional Emergency Access* Extra one-time withdrawal up to 10% without surrender charge or MVA, available after Year 1. Surrender Schedule (+/- MVA)* Select and Plus: 10, 10, 10, 9, 9, 8, 7, 6, 4, 2, 0% LT and LT Plus: 9, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0% LT and LT Plus (CA, IN, and MO): 8, 7, 75, 6.75, 5.75, 4.70, 3.65, 2.60, 1.50, 0.60, 0% Waiver of Surrender Charge Riders* • Confinement. • Terminal Illness. • Home Health Care.</br></br></br></br></td><td>Select and LT: 7.00% (0–75) 5.00% (76–85) Plus and LT Plus: 6.00% (0–75) 4.00% (76–85) Chargebacks: 100% chargebacks: 100% chargebacks: 10</td><td>Select and Plus: AL, AR, AZ, CO, DC, FL<sup>1</sup> (0–64), GA, IA, IL, KS, KY, LA, MD, ME, MI, MS, MT, NC, ND, NE, RI, SD, TN, VA, VT, WI, WV, WY <u>LT and LT Plus:</u> AK, CA<sup>1,2,3,4,5,6,7</sup>, CT, DE, FL<sup>1</sup> (65+), HI, ID, IN<sup>3</sup>, MA<sup>1,5</sup>, MN<sup>8</sup>, MO<sup>3</sup>, NH<sup>9</sup>, NJ<sup>9</sup>, NM, NV, OH, OK, OR<sup>9</sup>, PA<sup>9</sup>, SC, TX, UT<sup>8</sup>, WA<sup>8</sup> 1. No Home Health Care Waiver. 2. No Income Booster. 3. 2% bonus and 9-year surrender schedule apply. 4. No MVA. 5. No Confinement Waiver. 6. No Terminal Illness Waiver. 7. No extra 10% emergency w/d. 8. Fee interest crediting options not available. 9. No 2-year strategies.</td></t<>	Penalty-Free Withdrawals Years 2–10: 10% of vested account value annually or required minimum distribution (RMD) associated with the policy. Additional 	Select and LT: 7.00% (0–75) 5.00% (76–85) Plus and LT Plus: 6.00% (0–75) 4.00% (76–85) Chargebacks: 100% chargebacks: 100% chargebacks: 10	Select and Plus: AL, AR, AZ, CO, DC, FL <sup>1</sup> (0–64), GA, IA, IL, KS, KY, LA, MD, ME, MI, MS, MT, NC, ND, NE, RI, SD, TN, VA, VT, WI, WV, WY <u>LT and LT Plus:</u> AK, CA <sup>1,2,3,4,5,6,7</sup> , CT, DE, FL <sup>1</sup> (65+), HI, ID, IN <sup>3</sup> , MA <sup>1,5</sup> , MN <sup>8</sup> , MO <sup>3</sup> , NH <sup>9</sup> , NJ <sup>9</sup> , NM, NV, OH, OK, OR <sup>9</sup> , PA <sup>9</sup> , SC, TX, UT <sup>8</sup> , WA <sup>8</sup> 1. No Home Health Care Waiver. 2. No Income Booster. 3. 2% bonus and 9-year surrender schedule apply. 4. No MVA. 5. No Confinement Waiver. 6. No Terminal Illness Waiver. 7. No extra 10% emergency w/d. 8. Fee interest crediting options not available. 9. No 2-year strategies.

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- \* May vary by state and may not be available in all states. Check current State Approval Matrix.
- May vary by state and may not be available in all states. Uneck current state Approval invalix.
   \*\* GLWB income riders are not available with all tax-qualified plan types. See Income Riders column for cost.
   † Fee and multi-year options are not available in all states. On the 1-year fee options, a 1% fee is deducted at the beginning of each 1-year index period. On the 2-year fee options, a 2% fee is deducted at the beginning of each 2-year index period. Indexes not in existence for at least 10 years may not be illustrated in some states.
   † The minimum participation rate is 15% for all index options; the minimum guaranteed cap is 1% for index options without a fee and 1.50% for index options with a fee; the guaranteed minimum interest rate (GMIR) for the fixed account is 2.50%.
   \* The Dup Device Memoritum Multi Accets Endors also house as the BNP Momentum 5 Index [and 1/27/2017]. The
- § The BNP Paribas Momentum Fullti-Asset 5 Index, also known as the BNP Momentum 5 Index, launched on 1/27/2017. The US Innovative Leaders 5 Index launched on 1/28/2020. They are new indexes with limited historical information. For index information, visit https://momentum5index.bnpparibas.com and https://innovativeleaders.bnpparibas.com.



# LibertyMark Freedom<sup>®</sup> Series Annuity Quick Reference

As of 2/23/2024

Insurance Carrier	Product	Features	Withdrawals/ Surrender <sup>⁺</sup>		Cree	Interediting (	est Option	IS			Minimum Guarantees	Street-Level Commission	Approved States
Americo Financial Life and Annuity Insurance	LibertyMark Freedom Series single premium deferred fixed indexed annuities*	<ul> <li>Accumulation powerhouse with freedom from mandatory fees.</li> <li>NEW! Simple yet powerful S&amp;P 500<sup>®</sup></li> </ul>	Penalty-Free Withdrawals Up to 10% of AV annually after the first year. RMDs accepted		10 LT 10 LT		LT Plus		Guaranteed Minimum Value (GMV)		<b>GA-Level</b> 10, 10 LT, 10 Plus,	10 and 10 Plus: AR, AZ, CO, DC, GA, HI, IA, IL, IN, KS, KY, LA, MA <sup>1</sup> , MD <sup>2</sup> , ME, MI, NC, ND, NE,	
Company, Kansas	Product Version Bonus (Years)				No Fee	1.75% Fee	No Fee	1.75% Fee	No Fee	1.50% Fee	minus any gross 6.7	<u>10 LT Plus</u> : 6.75% (0–70) 6.25% (71–75)	NM-, ME, MI, NC, ND, NE, NM, RI, SD, TN, VT, WI, WV, WY
City, MO <b>Financial</b>	10, 10 LT         NA         10           10 LT (CA)         NA         9           10 Plus, 10 LT Plus         7%         10           10 LT CA)         6%         9	IQ Index <sup>**</sup> options. • 7% upfront premium	Year 1 per company practice (subject to chargeback).	1-Yr S&P 500 PTP w/ Cap	8.50%	14.05%	6.45%	10.55%	8.30%	12.70%	applicable premium tax, plus	6.25% (71–75) 4.75% (76–80) 3.75% (81–85)	<u>10 LT and 10 LT Plus:</u> AK, CA <sup>3</sup> , CT, DE, FL <sup>3</sup> , ID,
Strength Rating		<ul> <li>bonus on "Plus" products (6% in CA).</li> <li>Fee/no-fee options— Buy higher caps and participation rates to upgrade earnings potential.</li> <li>Index gains credit at death.</li> <li>No market value adjustment (MVA).</li> <li>Waiver of Surrender Charges Upon Nursing Home or Hospital Confinement Endorsement.*.+</li> <li>Accepts Q and NQ money; traditional, Roth, Inherited (spousal), and SEP IRAs; and non-contributory</li> <li>Interse and the sponse state of surrender Descention of surrender Charges Upon Hospital Confinement Endorsement.*.+</li> <li>Accepts Q and NQ money; traditional, Roth, Inherited (spousal), and SEP IRAs; and non-contributory</li> <li>Interse and the sponse Hospital Confinement Endorsement.*.+</li> <li>Accepts Q and NQ money; traditional, Roth, Inherited (spousal), and SEP IRAs; and non-contributory</li> <li>Interse and the sponse Accept SQ and NQ money; traditional, Roth, Inherited (spousal), and SEP IRAs;</li> <li>Interse and the sponse Accept SQ and NQ money; traditional, Roth, Inherited (spousal), and SEP IRAs;</li> <li>Interse and the sponse Accept SQ and NQ money;</li> <li>Interse Accept SQ and NQ</li></ul>	The minimum withdrawal amount is	2-Yr S&P 500 PTP w/ Par.	78%	108%	58%	88%	74%	99%	interest credited at the Guaranteed Minimum Value	<u>7</u> : 5.25% (0–70)	MN, MO <sup>2</sup> , MT, NH, NJ <sup>2</sup> , NV, OH <sup>2</sup> , OK, OR, PA <sup>2</sup> , SC, TX, UT <sup>2</sup> , VA, WA <sup>2</sup>
AM Best "A" (Excellent) for financial strength. 3rd	Heritage Maximizer <sup>s</sup> Optional enhanced death benefit rider,		Surrender Schedules         NEW! 1-Yr S&P           10:         500 IQ Index**           10:         7.7           12, 11.5, 11, 10.5, 10, 9, 8, 7, 6, 5, 0%.         1-Yr SG Columbia Adaptive Risk Allocation Index PTP w/ Par.           10 LT: 9.2, 9.2, 8.2, 7.2, 6.2, 5.2, 4.2, 3.1, 2.1, 1, 0%.         2-Yr SG Columbia Adaptive Risk Allocation Index PTP w/ Par.           10 Plus: 13, 13, 12.5, 11.5, 10.5, 9.5, 8.5, 7.5, 6.5, 5.5, 0%.         1-Yr SG Laser Index <sup>++</sup> PTP w/ Par.           2-Yr SG Laser Index <sup>++</sup> PTP w/ Par.         2-Yr SG Laser Index <sup>++</sup> PTP w/ Par.	500 IQ Index**	15.45%	N/A	10.00%	N/A	13.75%	N/A	Interest Rate (GMVIR), available upon full	4.75% (71–75) 3.75% (76–80) 2.75% (81–85)	<u>7:</u> AK, AR, AZ, CA <sup>3</sup> , CO, CT, DC, DE, FL, GA, HI, IA, ID,
highest of 15 ratings.	available with non-bonus products, that provides a <b>30% death benefit bonus</b> on the entire Accumulation Value.			500 IQ Index** PTP w/ Par.	76%	106%	57%	86%	72%	98%	surrender, death, or annuitization. Current	Commissions are based on the age of the oldest owner at	DC, DE, FL, GA, FI, IA, ID, IL, IN, KS, KY, LA, MA <sup>1</sup> , MD <sup>2</sup> , ME, MI, MN, MO <sup>2</sup> , MT, NC, ND, NE, NH, NJ <sup>2</sup> , NM,
Rating as of 2/23/2024	No underwriting required.     Only costs 0.30% convolly, deducted.			7, 6, 5, 0%. Adaptive Risk Allocation Index 186% 255% 135% 205% 174% 234% Minimum Value Interest Rate:	is issued. SC, S	NV, OH <sup>2</sup> , OK, OR, PA <sup>2</sup> , RI, SC, SD, TN, TX, UT <sup>2</sup> , VA, VT, WA <sup>2</sup> , WI, WV, WY							
	<ul> <li>at the end of each contract year.</li> <li>Not approved with "Plus" products or in MD, MO, NJ, OH, PA, UT, and WA.</li> </ul>			2-Yr SG Columbia Adaptive Risk Allocation Index	256%	353%	187%	284%	240%	323%	2.80%, effective with contracts issued on or after 1/1/2024 (subject to	<ul> <li>100% in Year 1 for nursing home rider or RMD withdrawals.</li> </ul>	Heritage Maximizer: Not approved with "Plus" products. 1. Waiver of Surrender
	Issue Ages         Ages           Product Version         (Q, NQ)           7, 10, 10 LT         0-85           10 Plus, 10 LT Plus         0-80           Heritage Maximizer         0-75			Index <sup>#</sup> PTP	182%	252%	135%	206%	172%	232%	change quarterly). Guaranteed	<ul> <li>100% in first six months and 50% in months 7–12 upon</li> </ul>	Charges Upon Nursing Home or Hospital Confinement Endorsement
				252%	350%	187%	285%	238%	322%	Minimum Declared Rates	death, surrender, lapse, cancellation, and other	not available. 2. Heritage Maximizer not available.	
	Premium	<ul> <li>Death Benefit—Greatest of 100% of AV (130% with</li> </ul>	6.2, 5.2, 4.2, 3.1, 2.1, 1, 0%.	Declared Interest Option	4.55%	N/A	3.25%	N/A	4.20%	N/A	Cap: 1%. Participation	withdrawals. <ul> <li>No chargeback due</li> </ul>	<ol> <li>State-specific surrender schedule applies (for ages 65+ in FL on 10 LT Plus).</li> </ol>
	<ul> <li>\$10,000 minimum, Q and NQ.</li> <li>\$2 million max. per owner without Home Office approval or commission reduction (\$1 million on bonus products or for issue ages 76+).</li> </ul>	Heritage Maximizer), return of premium less	<u>7</u> : 9, 8.5, 8, 7, 6, 5, 4, 0%. Check Sales Guide for CA and FL	Rates effective 2/23/2 Check LegacyNet® fo			to change	Э.	•		Rate: 5%. Declared Interest Option: 0.15%.	to interest-only withdrawals. See Compensation Schedule for details.	
	Index Dates • 7th, 14th, 21st, or 28th of the month.		variations.										

LibertyMark Freedom Forms: Series 321-7 (12/22), 321-10 (12/22), 3259, 2181, AAA321-7 (12/22), AAA321-10 (12/22), AAA2509 PTPC WF, UC22 2509 PTPC (02/22), AAA2509 PTPC WF (02/22), AAA210 (12/22), IC/22 509 PTPC, UC22 509 PTP

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\*\* Also known as the S&P 500 IQ 0.5% Decrement Index.

† Withdrawals may be subject to ordinary income tax, and a 10% IRS penalty may apply to withdrawals taken before age 59½.

11 Also known as the SG Lead Asset Select Exposure Rotation Index.

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# **ClassicMark® Series Annuity Quick Reference**

As of 2/23/2024

Insurance Carrier	Product	Features	Withdrawals/InterestFeaturesSurrender <sup>§</sup> Crediting Strategies					GA-Level Commission	Approved States
Carrier Americo Financial Life and Annuity Insurance Company, Kansas City, MO Financial Strength Rating: AM Best "A" (Excellent) for financial strength. 3rd highest of 15 ratings. Rating as of 2/23/2024	Product         ClassicMark Series single premium deferred fixed indexed annuities*         Product       Upfront Premium Version         10, 10 LT       NA         10 Plus       4%         10 LT Plus       3%         Heritage MaximizerSM         Optional enhanced death benefit rider that provides a death benefit after Year 3 of 130% of the entire AV.         • Available on all product versions, except in MD, MO, NJ, OH, PA, UT, and WA.         • Current charge is 0.30%, deducted at the end of each contract year.         Issue Ages         Product Version         10, 10 LT       0–90         10, 10 LT Plus       0–80         Heritage Maximizer       0–75         Premium       \$10,000 minimum, Q and NQ.         \$2 million maximum per owner without Home Office approval or commission reduction (\$1 million on bonus products or for issue ages 76+).         Index Dates       7th, 14th, 21st, or 28th of the month.	<ul> <li>Features</li> <li>Optional upfront premium bonus vests 100% day one to jump-start earnings.</li> <li>NEW! Greater accumulation potential with S&amp;P 500® IQ Index** and SG Laser Indext options.</li> <li>Game-changing FUSION Strategy<sup>SMT†</sup> that fuses together annual crediting and multi-year upside.</li> <li>First-year liquidity, penalty-free.§</li> <li>Index gains credit at death.</li> <li>No market value adjustment (MVA).</li> <li>Issues to ages 86–90 with a five-year surrender schedule.</li> <li>Waiver of Surrender Charges Upon Nursing Home or Hospital Confinement Endorsement.*.§</li> <li>Accepts Q and NQ money; traditional, Roth, and SEP IRAs; and non-contributory 403(b)/TSA plans.</li> <li>Death Benefit—greatest of 100% of AV (130% with Heritage Maximizer), GMV, or Return of Premium less prior gross withdrawals at death.</li> </ul>	Surrender <sup>§</sup> Penalty-Free Withdrawals           Up to 10% of AV annually.           The minimum withdrawal amount is \$500, with a minimum remaining surrender value of \$2,000.           Surrender Schedules           10 (Ages 0–85): 13, 12, 11, 10.50, 10, 9, 8, 7, 6, 5, 0%.           10 LT (Ages 0–85): 10.20, 9.20, 8.20, 7.20, 6.20, 5.20, 4.20, 3.10, 2.10, 1, 0%.           10 and 10 LT (Ages 86–90): 8, 7, 6, 5, 3, 0%.           10 LT Plus: 13, 9.20, 8.20, 7.20, 6.20, 5.20, 4.20, 3.10, 2.10, 1, 0%.           10 Englist 14, 13, 12.50, 11.50, 10.50, 9.50, 8.50, 7.50, 6.50, 5.50, 0%.           Check Sales Guide for CA and FL variations.	1-Yr S&P 500 PTP w/ Cap         2-Yr S&P 500 PTP w/ Par.         NEW! 1-Yr S&P 500 IQ         Index** PTP w/ Cap         NEW! 1-Yr S&P 500 IQ         Index** PTP w/ Cap         NEW! 1-Yr S&P 500 IQ         Index** PTP w/ Par.         1-Yr Gold PTP w/ Par.         NEW! 2-Yr SG Laser Index!         PTP w/ Par.         1-Yr SG Columbia         Adaptive Risk Allocation         Index PTP w/ Par.         2-Yr SG Columbia         Adaptive Risk Allocation         Index PTP w/ Par.         5-Yr FUSION Strategy#         Fixed Rate on Gain:         Par. Rate:         Declared Interest Option         Rates effective 2/23/2024, and su         LegacyNet® for updates.	10,           10 LT           8.70%           77%           15.10%           75%           61%           180%           249%           182%           251%           6%           135%           4.35%	10 Plus, 10 LT Plus           7.65%           68%           12.00%           67%           54%           159%           220%           159%           219%           5%           129%           3.85%           e. Check	Rates         Guaranteed Minimum Value:         87.5% of premium, minus any gross withdrawals and applicable premium tax, plus interest credited at the Guaranteed Minimum Value Interest Rate (GMVIR), available upon full surrender, death, or annuitization.         Current Guaranteed Minimum Value Interest Rate: 2.80%, effective with contracts issued on or after 1/1/2024 (subject to change quarterly).         Cap: Minimum guaranteed cap is 1%.         Participation Rate: Minimum guaranteed participation rate is 5%.         Fixed Rate on Gain: Minimum guaranteed fixed rate on gain is 0.50%.         Declared Interest Account: Minimum guaranteed annual interest rate	Commission           10:         6.25% (Ages 0-80)         5.25% (Ages 81-85)           1.75% (Ages 0-80)         10 LT:         6.25% (Ages 0-80)           4.00% (Ages 81-85)         1.75% (Ages 86-90)         10 Plus, 10 LT Plus:           5.25% (Ages 0-80)         Commissions are         based on the date           the premium is         received in Americo's         Administrative Office.           See Compensation         Schedule for details.	States         10 and 10 Plus:         AR, AZ, CO, DC, GA, HI,         IA, IL, IN, KS, KY, LA,         MA <sup>1</sup> , MD <sup>2</sup> , ME, MI, NC,         ND, NE, NM, RI, SD,         TN, VT, WI, WV, WY         10 LT and 10 LT Plus:         AK, CA, CT, DE, FL, ID,         MO <sup>2</sup> , MN, MT, NH, NJ <sup>2</sup> ,         NV, OH <sup>2</sup> , OK, OR, PA <sup>2</sup> ,         SC, TX, UT <sup>2</sup> , VA, WA <sup>2</sup> 1. Waiver of Surrender         Charges Upon         Nursing Home or         Hospital Confinement         Endorsement         not available.         2. Heritage Maximizer         not available.
							is 0.15%.		

ClassicMark Forms: Series 411, 4204, 2181. AAA411 LG10 (12/22), AAA411 LG10 DP (06/23), AAA411 LG86+ (12/22), AAA411 LG86+ DP (06/23), AAA411 LG10B (12/22), AAA411 LG10B (12/22), AAA411 LG10B DP (06/23), AAA4204, AAA218; ICC22 411 LG10, ICC22 411 LG10B, ICC19 4204. Waiver of Surrender Charge Upon Nursing Home or Hospital Confinement Endorsement (not available in MA): AAA4139 (05/06), ACA4139 (04/13), APA4139 (05/06), ASD4139 (0

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\*\* Also known as the S&P 500 IQ 0.5% Decrement Index.

† Also known as the SG Lead Asset Select Exposure Rotation Index.

tt Also known as the SG Columbia Adaptive Risk Allocation Index Point-to-Point (Without Cap) With Amount on Gain.

§ Withdrawals may be subject to ordinary income tax, and a 10% IRS penalty may apply to withdrawals taken before age 59%.

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