



AnnuitySCOPE

Client Name:	Mr. Robert Client
Annuity Carrier Name: Annuity Product Name:	Variable Financial Variable Annuity Series XYZ
Agent-Advisor Name:	Mr. Fin Professional
Annuity Information Reviewed:	June 30, 2019 quarterly statement (1 st page only); Also Beacon Research product reports
Description of Information attached to this Commentary:	Beacon Research reports
Notable Relevant Annuity Features:	Guaranteed Minimum Income Benefit No enhanced death benefit
Annuity Feature Comments	7-year surrender charges initially, now 0% Issue date: 2/1/2006 Qualified IRA funds
Costs, Restrictions, Concerns:	Annuity Admin & M&E: 1.50% Annuity Rider Cost: 0.95% Investment Charges: unknown Total Carrying Costs: 2.45% PLUS? <u>annually</u>
Portfolio Performance Comments	With no subaccount information, a more in-depth analysis is not possible. Based on an initial investment of \$600,000 and a present account value of approximately 850,000, the compound annual rate of return is about 2.75% after fees and charges.
Comments on Annuity Benefits:	This GMIB is an annuitization-based benefit and <u>can be elected now or in the future</u> . There is no payout factor and no current quote information. Any current quote is almost certainly the guaranteed minimum shown in a prospectus. Make a phone call with the client to obtain. This is not a GLWB. The GMIB payout options are single or joint life with 10 years certain.

Questions	This annuity was not available for purchase after 7/1/2010. It would have been repriced by the carrier after the carrier's losses suffered during the Great Recession. Some annuities from this time were offered buyouts by the carrier. Maybe this one too?
Further Comments	Consider calling this carrier at the number on the statement to confirm the mechanics of the GMIB rider, that it is an annuitization-based benefit, and to obtain current GMIB income quotes. IF a full annual statement is available for February 2019, we would be happy to review that and comment.
Prepared by: Paul McGillivray, M&O Marketing and CoreCap Investments 1-800-228-5964 and paulmc@mandomarketing.com September 6, 2019	
AnnuitySCOPE is based on the information provided. The information applied is believed to be accurate as of the date noted. Financial services licensing and any other applicable professional requirements as well as all professional performance are solely the responsibility of the financial professional.	

Disclosure:

The information applied herein was provided by sources believed to be accurate and as of the date noted. As carrier's make changes to annuity product rates and features on short notice. The accuracy of all information applied is not guaranteed.

AnnuitySCOPE commentary is derived on the client information provided, from AnnuityNexus resources, and/or from carrier and third-party information. Please review the disclosure language of the AnnuityNexus report, if available.

Financial services licensing and other applicable professional requirements as well as all client-facing professional performance obligations are solely the responsibility of the financial professional.

Replacements of in-force annuities are neither encouraged nor discouraged. This information is developed to assist the financial professional and his or her prospects and clients to make better decisions about annuity products presently owned.

This information is not intended to be, nor should it be construed to be, individualized investment, income tax or legal advice. For advice of that particular nature, please consult with an appropriately licensed professional.

CoreCap Investments, Inc., Registered Broker-Dealer, Member FINRA / SIPC
 CoreCap Advisors, Inc., SEC Registered Investment Advisor



Annuity Exchange Disclosure Report

Date: September 06, 2019

Prepared For: Robert Client

Prepared By: Paul McGillivray Company:
M&O Marketing

State:
Report ID:

Exchanged Product	
Product Name:	Class XC
Company Name:	Brighthouse Life Insurance Company
Product Type:	Variable Annuity
Elected Benefits:	GMIB Plus I (GMIB) Basic Death Benefit (Death Benefit)

Included in this Report:

- What is an Annuity?
- Summary Comparison
- Product Profiles and Selected Benefit Summaries:
- Glossary of Terms

Annuities are best suited for long term investment objectives such as retirement. Distributions from annuities will be subject to applicable charges, fees, and early withdrawal charges. These should be considered carefully before purchasing an annuity. Income taxes, tax penalties and other restrictions may be applicable. It is recommended that you consult with your tax advisor to determine the tax consequences associated with your annuity purchase.

When choosing a variable annuity, the investor should consider the investment objectives, risks and charges and expenses of the annuity and underlying funds carefully before investing. Variable Annuity product and fund prospectuses containing information about the annuity, subaccounts, and investment company can be obtained from your financial advisor and should be read carefully before investing.

While a fixed or indexed annuity can remove market risk from your return, there are other risks to consider when deciding if a fixed or indexed annuity is for you. Annuity guarantees are based on the claims-paying ability of the issuer. An annuity's "guarantee" is only as strong as the insurance company that issues the annuity. There may be state guarantees in the event of an insurance company's failure, but annuities are not guaranteed by the FDIC, SIPC or any other federal agency if the insurance company that issues the contract fails.

Payments in an annuity typically do not have cost-of-living adjustments to keep pace with inflation, so the value of the money you receive in your payments may decline over time. Annuities with inflation protection can be purchased but the cost, in general, is significantly higher. It may be difficult to get your money back once you pay the premium to the insurance company. Even if you only receive a few payments under an annuity contract, the insurance company may not be obligated to continue payments to your spouse or refund your premiums to your estate. If there are changes to your annuity and you want to withdraw your money early, you could incur surrender charges that cut into your returns.

**NOT FDIC INSURED. NOT BANK GUARANTEED. MAY LOSE VALUE, INCLUDING LOSS OF PRINCIPAL.
NOT INSURED BY ANY STATE OR FEDERAL AGENCY.**

M&O Marketing subscribes to an independent online annuity data service provided by Beacon Annuity Solutions. A portion of this service provides a report that summarizes the specifications and features for Fixed, Indexed and Variable Annuities available in the market in a transparent format. A representative will be able to compile a report specific to the product (or products) that a client may be considering for purchase. It is expected that this independent report will be provided to the client as part of the planning and sales process and archived in the client file at the Broker Dealer.

The data provided in this report is based on publically available information or information supplied by the applicable financial institutions and is not a replacement for the manufacturer's product prospectus or contract. Beacon Annuity Solutions makes reasonable efforts to ensure that the information is reliable and accurate, but does not warrant the integrity, quality or accuracy of any data. Users may save and print copies of the report for their own use. These pages may not be otherwise be copied or retransmitted without the express written consent of Beacon Annuity Solutions. Beacon Annuity Solutions is not a FINRA member firm and is not liable for any damages arising from any error or omission in any data obtained by this report regardless of cause.

The Annuity report can accommodate up to 3 products and may contain the following information: 1) Title page containing the client and representative's name, company name, table of contents and any necessary disclosures, 2) A Comparison Report summarizing the difference between features and fees for up to three products, 3) Product Profiles summarizing the specifications and fees for the Base Contract for each Annuity in a standard format, 4) Benefit Profiles summarizing the specifications and fees for a Contract Rider or features in a standard format, and 5) Glossary of Terms defining the common components of an Annuity listed in the report.

Annuity Report FINRA Reviewed.

What is a Fixed Rate Annuity?

With a fixed annuity, the insurance company guarantees both the rate of return (the interest rate) and the payout to the investor. Although the word "fixed" might suggest otherwise, the interest rate on a fixed annuity can change over time. The contract will explain whether, how and when this can happen. Often the interest rate is fixed for several years and then changes periodically based on current rates. Payouts can be for an entire lifetime, or you can choose another period.

While you are accumulating assets in a deferred fixed annuity, your investment grows tax-deferred. The insurance company agrees to pay you no less than a specified rate of interest during the time that your account is growing. With an immediate fixed annuity or when you "annuitize" your deferred annuity you receive a pre-determined fixed amount of money, usually monthly (like a pension). These payments may last for a specified period, such as 25 years, or an unspecified period such as your lifetime or the lifetime of you and your spouse.

The predictability of a fixed annuity makes it a popular option for investors who want a guaranteed income stream to supplement their other investment and retirement income. Fixed annuity payouts are not affected by fluctuations in the market, so they can provide peace of mind for investors who want to ensure that they will have enough money to carry them through retirement and cover identified future expenses.

What is a Fixed Indexed Annuity?

With indexed annuity, the insurance company guarantees both the rate of return (the interest rate) and the payout to the investor. Although the word "indexed" might suggest otherwise, the interest rate on an indexed annuity can change over time. The contract will explain whether, how and when this can happen. Often the interest rate is indexed for a set number of years and then changes periodically based on current rates. Payouts can be for an entire lifetime, or you can choose another period.

While you are accumulating assets in a deferred indexed annuity, your investment grows tax-deferred. The insurance company agrees to pay you no less than a specified rate of interest during the time that your account is growing. With an immediate indexed annuity or when you "annuitize" your deferred annuity you receive a pre-determined indexed amount of money, usually monthly (similar to a pension). These payments may last for a specified period, such as 25 years, or an unspecified period such as your lifetime or the lifetime of you and your spouse.

The predictability of an indexed annuity makes it a popular option for investors who want a guaranteed income stream to supplement their other investment and retirement income. Fixed annuity payouts are not affected by fluctuations in the market, so they can provide peace of mind for investors who want to ensure that they will have enough money to carry them through retirement and cover identified future expenses.

What is a Variable Annuity?

A Variable Annuity is an insurance contract that allows you to invest in funds on a tax-deferred basis. It typically comes with a Death Benefit that returns a defined amount of assets back to the estate in the event the owner or annuitant dies.

Like most annuities, there are two time periods (i.e., phases) associated with the contract: a) the Deferral Phase where investments can grow on a tax-deferred basis and can be liquidated at some point of time given certain rules and restrictions, and b) the Income Phase where the assets in the contract are converted into a lifetime stream of annuity income - similar to other sources of lifetime income like a pension or social security.

Guaranteed lifetime income can also be generated during the deferral phase of the contract using a Living Benefit option, if available, such as a Guaranteed Lifetime Withdrawal Benefit without having to trigger the income phase. Systematic withdrawals can also be taken during the deferral phase without the purchase of a Living Benefit option, but they will not be guaranteed.

Variable Annuity Product Profile



Class XC						Prospectus Date 04/29/2019	
Brighthouse Life Insurance Company				Exchange		Last Supplement Date N/A	
1. General Contract Information							
Share Class Type	X	Introduction Date	N/A	Contract Type	Individual	Auto Investment	Yes
Subaccounts	61	Product Status	Close	Premium Type	Flexible	Auto Investment Min.	\$100
Freelook	10 days	Close Date	05/01/2010	Payout Type	Deferred	Auto Investment Freq.	Monthly
Freelook Notes: May vary as per state availability.							
Notes: Each allocation must be at least \$500. Owner may allocate contract value to 18 selected sub-accounts. If an annuity option is not elected, Issuer will apply Life Annuity with 10 Years of Annuity Payment Guaranteed annuity option.							
State Availability				Plan Availability			
Product is not available for new monies.				401(a), 401(k), 403(a), 457(b), IRA, Non-Qualified, Roth IRA, SEP-IRA, SIMPLE, TSA-403(b)			
Contribution				Eligibility			
Min. NQ Premium	\$10,000		Max. Initial Premium	\$999,999	Min. Issue Age Owner	N/A	Contact Issuer for details.
Min. NQ Subsequent	\$500	Subsequent Purchase Payments not permitted with certain living & death benefit.	Max. Sub Premium	N/A	Max. Issue Age Owner	80	
			Total Contribution	\$1,000,000	Min. Issue Age Annuitant	N/A	Contact Issuer for details.
					Max. Issue Age Annuitant	N/A	Contact Issuer for details.
					Max. Annuitization Age	90	Or 10th contract anniversary, if later.
Min. Q Premium	\$10,000						
Min. Q Subsequent	\$500	Subsequent Purchase Payments not permitted with certain living & death benefit.					
2. Contract Expenses & Surrender Charges							
Types	Current	Max.	Charge Basis*	Notes	CDSC Case Name		
M&E	1.3%	N/A	VAV	With base contract.			
Admin Charge	0.25%	N/A	VAV	Includes distribution expenses.			
Distribution Charge	N/A	N/A		Included in administrative expenses.			
Subaccount Expense Range	0.53%	1.49%					
Ann. Maintenance Charge	\$30	\$30		Waived if contract value is or exceeds \$50,000 on assessment date.			
Premium Tax	0.00%	3.50%	VAV				
* VAV = Variable Account Value, CV = Contract Value, BB = Benefit Base, PP = Purchase Payment, FAV = Fixed Account Value, Oth = Others							
CDSC Case Name	Class	Status	Surr. Yrs.	Surrender Schedule (%)	Waivers Included*		
- 9-year CDSC	X	Open	8	8.0, 8.0, 8.0, 7.0, 6.0, 5.0, 4.0, 3.0, 2.0	H, DE, NH, TI		
CDSC Notes							
Notes							
CDSC Period Calculation	Issuer imposes CDSC on each purchase payment based on number of completed years since received.						
Rider select Rule	Mandatory.						
CDSC Waiver Notes							
* DI = Disability, H = Hospital, LTC = Long Term Care, NH = Nursing Home, TI = Terminal Illness, U = Unemployment, O = Additional Waivers, DE = Death							
3. Bonus							
Name	Optional	Purchase Payment	Percentage	Charge	Charge Basis*	Owner Age	Annuitant Age
Purchase Payment Credit	No	\$0 - \$999,999	5.00%**	0.00%	VAV	N/A - N/A	N/A - N/A
		\$1,000,000 - \$9,999,999	6.00%**	0.00%	VAV	N/A - N/A	N/A - N/A
Notes: Issuer provides a purchase payment credit to account value whenever a purchase payment is made prior to contract anniversary immediately following owner's 81st birthday.							
** of Purchase Payment, * VAV = Variable Account Value, CV = Contract Value, BB = Benefit Base, PP = Purchase Payment, FAV = Fixed Account Value, Oth = Others							
4. Benefits							
Benefit Name	Type	Available	Charge	Charge Basis	States Excluded		
Case I Case II							
* IND = Available as Individual Only or Available as Individual Only, Offered in Combination Previously, COMBO = Available Only in Combination, IND & COMBO = Available both as Individual & Combination							

Variable Annuity Product Profile



Class XC				Prospectus Date 04/29/2019	
Brighthouse Life Insurance Company			Exchange		Last Supplement Date N/A
5. Withdrawal Provisions					
Free Withdrawal	10.00%	Min. Withdrawal Amount	\$500	Source of Withdrawal	Purchase Payments
Withdrawal Cumulative	No	Min. Qualifying Contract Value	N/A	Min. Remaining SubAccount	N/A
Withdrawal in 1st Year	No	Min. Remaining Contract Value	\$2000		
Notes: Each year owner can withdraw up to 10% total purchase payments, less free withdrawals during same contract year, without incurring CDSC.					
Systematic Withdrawals					
Min. Withdrawal Amount	\$ 100.0	Min. Qualifying Contract Value	N/A	Min. Remaining Contract Value	N/A
Min. Remaining SubAccount	N/A	Age Requirement	N/A	Systematic Frequency	Monthly , Quarterly
Notes: Owner may withdraw maximum up to 10% of total purchase payment.					
6. Annuitization Phase / Income Options					
Annuity Type	Single Life, Joint Life		Payout Type	Fixed, Variable	
Joint Continuation	N/A		Assumed Interest rate - Min	3.00%	
Guaranteed Type	Life Only , Life with Certain Period		Assumed Interest rate - Max	4.00%	
Refund Single Annuity	N/A		Refund Joint Annuity	N/A	
Other Annuity Options	Fixed Period Annuity : 10 Years. Other annuity option : GMIB Plus II and GMIB Plus I.				
7. General Transfer Provisions					
	Accumulation	Annuitization		Accumulation	Annuitization
Unlimited Transfers	Yes	Yes	Charge Per Transfer	25	N/A
Max. Transfer Per Year	N/A	N/A	Max. Charge Per Transfer	N/A	N/A
Free Transfer Per Year	12	N/A	Min. From Subaccount	500	500
Min. to Fixed Account	N/A	N/A	Min. To Subaccount	N/A	N/A
Notes: During income phase, unlimited between sub-accounts and to fixed account; transfer from fixed account not permitted.					
8. Schedule Transactions					
	Frequency	Min. CV	Min. Amount	Notes	
Dollar Cost Average (DCA)	Monthly	N/A	N/A		
Enhanced DCA	Monthly	N/A	N/A	Owner may allocate only new purchase payments to Enhanced Dollar Cost Averaging account. Owner may choose from 6 months and 12 months transfers. Owner may also elect Three Month Market Entry Program, for 3 months duration. Not available in OR.	
Asset Allocation	Quarterly , As Approved By Issuer				
Asset Rebalancing	Monthly , Quarterly , Semi-Annually , Annually		N/A	Available during accumulation phase only.	
9. Investment Options					
Fund Name	Avail. Phase Inc. Date		Fund Name	Avail. Phase Inc. Date	
Brighthouse Funds Trust I (37)					
AB Global Dynamic Allocation Portfolio; Class B	Both	04/30/2012	Invesco Comstock Portfolio; Class B Shares	Both	N/A
American Funds Balanced Allocation Portfolio; Class C Shares	Both	N/A	Invesco Small Cap Growth Portfolio; Class B Shares	Both	N/A
American Funds Growth Allocation Portfolio; Class C Shares	Both	N/A	JPMorgan Core Bond Portfolio; Class B Shares	Both	04/29/2013
American Funds Growth Portfolio; Class C Shares	Both	N/A	JPMorgan Global Active Allocation Portfolio; Class B	Both	04/30/2012
American Funds Moderate Allocation Portfolio; Class C Shares	Both	N/A	Loomis Sayles Global Allocation Portfolio; Class B Shares	Both	N/A
AQR Global Risk Balanced Portfolio; Class B	Both	04/30/2012	MetLife Multi-Index Targeted Risk Portfolio; Class B Shares	Both	04/29/2013
BlackRock Global Tactical Strategies Portfolio; Class B	Both	04/30/2012	MFS Research International Portfolio; Class B Shares	Both	N/A
BlackRock High Yield Portfolio; Class B Shares	Both	N/A	PanAgora Global Diversified Risk Portfolio; Class B	Both	04/28/2014
Brighthouse Asset Allocation 100 Portfolio; Class B Shares	Both	05/01/2017	PIMCO Inflation Protected Bond Portfolio; Class B Shares	Both	N/A
Brighthouse Balanced Plus Portfolio; Class B Shares	Both	05/01/2017	PIMCO Total Return Portfolio; Class B Shares	Both	N/A
Brighthouse Small Cap Value Portfolio; Class B Shares	Both	05/01/2017	Schroders Global Multi-Asset Portfolio; Class B	Both	04/30/2012
Brighthouse/Aberdeen Emerging Markets Equity Portfolio; Class B	Both	05/01/2017	SSgA Growth & Income ETF Portfolio; Class B Shares	Both	11/10/2008
Brighthouse/Eaton Vance Floating Rate Portfolio; Class B Shares	Both	05/01/2017	SSgA Growth ETF Portfolio; Class B Shares	Both	11/10/2008
Brighthouse/Franklin Low Duration Total Return Portfolio; Class B Shares	Both	05/01/2017	T Rowe Price Large Cap Value Portfolio; Class B Shares	Both	N/A
Brighthouse/Templeton International Bond Portfolio; Class B Shares	Both	05/01/2017	T Rowe Price Mid Cap Growth Portfolio; Class B Shares	Both	N/A
Clarion Global Real Estate Portfolio; Class B Shares	Both	N/A	Victory Sycamore Mid Cap Value Portfolio; Class B	Both	04/30/2018
ClearBridge Aggressive Growth Portfolio; Class B Shares	Both	N/A	Wells Capital Management Mid Cap Value Portfolio; Class B	Both	04/30/2018
Harris Oakmark International Portfolio; Class B Shares	Both	N/A	Western Asset Management Government Income Portfolio; Class B	Both	N/A
Invesco Balanced-Risk Allocation Portfolio; Class B	Both	04/30/2012			

Variable Annuity Product Profile



Class XC				Prospectus Date 04/29/2019	
Brighthouse Life Insurance Company			Exchange		Last Supplement Date N/A
Fund Name	Avail. Phase Inc. Date		Fund Name	Avail. Phase Inc. Date	
Brighthouse Funds Trust II (22)					
Baillie Gifford International Stock Portfolio; Class B Shares	Both	04/29/2013	MetLife Aggregate Bond Index Portfolio; Class G Shares	Both	05/01/2017
BlackRock Ultra-Short Term Bond Portfolio; Class B	Both	05/01/2017	MetLife Mid Cap Stock Index Portfolio; Class G Shares	Both	05/04/2009
Brighthouse Asset Allocation 20 Portfolio; Class B Shares	Both	05/01/2017	MetLife MSCI EAFE(R) Index Portfolio; Class G Shares	Both	05/01/2017
Brighthouse Asset Allocation 40 Portfolio; Class B Shares	Both	05/01/2017	MetLife Russell 2000(R) Index Portfolio; Class G Shares	Both	05/01/2017
Brighthouse Asset Allocation 60 Portfolio; Class B Shares	Both	05/01/2017	MetLife Stock Index Portfolio; Class B Shares	Both	N/A
Brighthouse Asset Allocation 80 Portfolio; Class B Shares	Both	05/01/2017	MFS Value Portfolio; Class B Shares	Both	04/29/2013
Brighthouse/Artisan Mid Cap Value Portfolio; Class B Shares	Both	05/01/2017	Neuberger Berman Genesis Portfolio; Class B Shares	Both	04/29/2013
Brighthouse/Dimensional International Small Company Portfolio; Class B Shares	Both	05/01/2017	T Rowe Price Large Cap Growth Portfolio; Class B Shares	Both	04/29/2013
Brighthouse/Wellington Core Equity Opportunities Portfolio; Class B Shares	Both	05/01/2017	VanEck Global Natural Resources Portfolio; Class B Shares	Both	05/01/2017
Frontier Mid Cap Growth Portfolio; Class B Shares	Both	04/29/2013	Western Asset Management Strategic Bond Opportunities Portfolio; Class B Shares	Both	05/01/2017
Jennison Growth Portfolio; Class B Shares	Both	N/A	Western Asset Management US Government Portfolio; Class B Shares	Both	N/A
Guaranteed Period Account(GPA) (1)					
Guaranteed Period Account(GPA)		Annuitization N/A			
DCA Fixed Account (1)					
DCA Fixed Account		Accumulation N/A			
10. Company Information (A.M. Best Rating: A)					
Website www.brighthousefinancialpro.com		Phone 1-800-848-3854		Address Gragg Building, 11225 North Community House Road, Charlotte, CT, 28277	

Variable Annuity Benefit Profile



Class XC				Prospectus Date 04/29/2019			
Brighthouse Life Insurance Company				Last Supplement Date N/A			
Basic Death Benefit (Death Benefit)							
Introduction Date: N/A				Status: Closed (05/01/2010)			
Benefit Description (Available as Individual Only)							
Available during accumulation phase. Upon death of owner, benefit will be greater of - 1) contract value, or 2) total purchase payments adjusted for withdrawals.							
Selection and Termination							
Rider Election		Only at contract issue.					
Rider Select Rule		Mandatory.					
Cancellation		May not be cancelled.					
Termination		May not be terminated.					
Rider Restrictions							
State Exceptions							
Conflicting Benefits		Conflicting Benefit/Programs are not applicable as rider is closed.					
Fixed Account		No fixed account allocation restriction imposed by Issuer.					
Based on Life		Owner					
Effect on Benefit							
Subsequent Premium		Subsequent purchase payment will increase benefit base by dollar-for-dollar amount.					
Partial Withdrawals		Withdrawals will reduce benefit base in same proportion.					
Change of Ownership		Contact Issuer for details.					
Other Benefit Options							
Spousal Continuation Option		Surviving spouse may elect to continue benefit after death of owner.					
Rider Exchange Option		Once elected may not be changed.					
1. Case Name: Basic Death Benefit							
Charges		Eligibility		Benefit Attributes			
Current	0.00%	Min. Issue Age Owner	N/A	Purchase Payments	Yes	Highest Anniversary	No
Max.	N/A	Max. Issue Age Owner	N/A	Contract Value	Yes	Roll Up	No
Charge Basis	Variable Account Value	Min. Issue Age Annuitant	N/A	Surrender Value	No	Earnings Enhancement	No
		Max. Issue Age Annuitant	N/A	Payout Value	No	Prem. Payment Enhancement	No
				Others	No		

Variable Annuity Benefit Profile



Class XC				Prospectus Date 04/29/2019			
Brighthouse Life Insurance Company				Last Supplement Date N/A			
GMIB Plus I (GMIB)				Status: Closed (05/01/2010)			
Introduction Date: N/A							
Benefit Description (Available both as Individual & Combination)							
Benefit guarantees minimum level of future income regardless of investment performance of underlying investment options. Annuity payments equals greater of - 1) determined by GMIB annuity table, or 2) in accordance with base contract for same annuity option. Annuity table is calculated based on the Annuity 2000 Mortality Table with a 7-year age set back with interest of 2.5% per annum. Benefit base is greater of - 1) Highest anniversary value, or 2) Annual Increase Amount. Highest anniversary value equals highest contract value on any contract anniversary prior to annuitant's 81st birthday less adjusted for withdrawals added to any purchase payments made. Annual increment amount equals initial purchase payment plus additional purchase payments increased for 6% annual increase rate prior to annuitant's 85th birthday adjusted for withdrawals. Owner may elect either one time optional step-up or automatic annual step-up, to reset benefit base equal to contract value until age 75, automatic annual step-up will continue until 7th anniversary, owner may re-elect this option. Owner may only elect from 1) single life annuity with 10 years of annuity payments guaranteed, or 2) joint and last survivor annuity with 10 years of annuity payments guaranteed, annuity payment options upon election of this rider. Purchase rates enhanced under following circumstances, if: (a) contract was issued on or after 60th birthday; (b) owner begin withdrawals on or after 60th birthday and (c) annuity option select is single life annuity with 10 years of annuity payments guaranteed.							
Selection and Termination							
Rider Election	Only at contract issue.						
Rider Select Rule	Optional.						
Cancellation	Benefit may automatically terminate under certain conditions.						
Termination	Benefit will automatically terminate upon earliest of - 1) contract anniversary prior to owner's 85th birthday, 2)annuitization, 3) surrender, 4) change in ownership, 5) death, or 6) election of Guaranteed Principal Option.						
Rider Restrictions							
State Exceptions							
Conflicting Benefits	Conflicting Benefit/Programs are not applicable as rider is closed.						
Fixed Account	No fixed account allocation restriction imposed by Issuer.						
Based on Life	Owner						
Effect on Benefit							
Subsequent Premium	Subsequent Purchase Payments not permitted.						
Partial Withdrawals	Withdrawals will reduce benefit base in same proportion.						
Change of Ownership	Change in ownership will result in termination of rider except under certain conditions.						
Other Benefit Options							
Spousal Continuation Option	Surviving spouse may elect to continue benefit after death of owner.						
Rider Exchange Option	Once elected may not be changed.						
1. Case Name: GMIB Plus I							
Charges		Eligibility		Benefit Attributes			
Current	0.80%	Min. Issue Age Owner	N/A	Initial Purchase	Yes	Highest Anniversary	1 Yr (s)
Max.	1.50%	Max. Issue Age Owner	75.0	Payments			
Charge Basis	Benefit Base	Min. Issue Age Annuitant	N/A	Total Purchase	No	Roll Up	1 Yr (s) / 6.00%
		Max. Issue Age Annuitant	N/A	Payments			
				Contract Value	Yes	Waiting Period	10 Yr (s)
				Step Up Option	1 Yr (s)		

ADMINISTRATIVE CHARGE: Percentage charged against the variable account value or purchase payments to cover administrative expenses.

ACCOUNT VALUE: This is the gross value of an annuity, prior to adjustments from any applicable loans, market Value adjustments, premium taxes, or surrender charges.

ACCUMULATION PHASE: The period of time between when the contract was purchase and when annuity income is elected (i.e., The Annuitization Phase).

ANNIVERSARY DATE The anniversary of your annuity's starting (or effective) date.

ANNUAL BENEFIT PAYMENTS (ABP) The maximum percentage of annual withdrawal that is allowed from the contract in order to maintain the guaranteed withdrawal benefit.

Annual Maintenance Charge: Most commonly, a flat annual fee to cover the administrative and record keeping costs of the contract. Typically waived for larger contracts. Premium Tax: State imposed tax on the contributions made to an annuity, typically upon annuitization.

ANNUITANT The person whose life expectancy is used to measure the length of time income payments are payable under the immediate annuity contract. This person is usually designated to receive the income.

ANNUITIZATION Converting the value of an annuity contract into a stream of income payouts for a certain period or for life or both.

ANNUITY A retirement product that allows you to save for your future on a tax-deferred basis and then allows you to choose a payout option that best meets your need for income when you retire.

ANNUITY CONTRACT A legally enforceable written agreement under which an insurer promises to make a series of periodic payments to a named person, starting on a specified date, in exchange for a premium or series of premiums paid to the insurer.

ANNUITY PERIOD The time span between each of the income payments in a series of periodic annuity income payments, such as monthly, quarterly, semi-annually, or yearly.

Annuity Type: Annuity income that is provided for either a single lifetime, (Single Life), two lifetimes (Joint Life), of just for a specified period of time (Certain Period).

ASSET ALLOCATION: A predefined program that helps in diversifying investment portfolios to meet the investment objectives or mitigate insurance carrier risk.

ASSET REBALANCING: Program that periodically rebalances money between investment options to maintain designated allocations.

ASSUMED INTEREST RATE: Defines the rate by which a Variable Payout is determined.

ASSUMED INVESTMENT RATE The rate assumed in a variable annuity that the investment portfolio must earn in order for benefit payments to remain level. If the experience rate or actual investment rate is higher than the assumed investment rate, then annuity payouts will be higher. Conversely, if the experience or actual investment rate is lower than the assumed rate, annuity payouts will be lower.

A.M. BEST RATING An independent opinion of an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations. This rating is assigned to insurance companies by A.M. Best.

AUTO INVESTMENT: Shows the method of investment, which allows any electronically investment under certain frequencies.

BAILOUT PROVISION An annuity contract provision that enables the contract owner to surrender the annuity contract, usually without a surrender charge applying, if renewal interest rates on a fixed annuity fall below a pre-established level.

BASIS POINT (BPS) 100 basis points is equal to one percentage point.

BENEFICIARY The person or legal entity that receives the annuity death benefit upon death of the contract owner or annuitant.

BENEFIT BASE An amount that is tracked independently from the contract value and used as the basis for the benefit to be paid. The benefit base is not available as cash or as a lump sum distribution and may fluctuate depending on how and when you take withdrawals and can increase through roll-up and step-up features.

BONUS ANNUITY An annuity that usually offers a higher first-year interest rate that is guaranteed for one year. The "base rate" is the interest rate that the company projects it will pay in the second year and thereafter, but is NOT guaranteed in most cases. The difference between the actual rate in the first year and the projected base rate is the bonus rate. Quite often the "renewal rate" that the company declares on each contract anniversary from the second year and beyond is different than the projected base rate.

BROKER/DEALER As defined by the SEC Act of 1934, a broker is "any person engaged in the business of effecting transactions in securities for the account of another." A dealer means "any person engaged in the business of buying or selling securities for his own account." Accordingly, a broker/dealer trades for his or her own account and for the accounts of others.

CAP RATE: The maximum interest rate credited to an equity-indexed annuity.

CAPPED INDEXED OPTION: An index option that is automatically exercised when a "cap price" is reached or exceeded. If its cap price is not reached, a capped index option can be exercised only at its expiration.

CASH SURRENDER VALUE: The amount that an insurance policyholder is entitled to receive should he or she discontinue the coverage.

CDSC PERIOD CALCULATION: Indicates how CDSC is applied to subsequent premium payments.

CHARGE BASIS: Basis of which fees are assessed (i.e., contract value, purchase payments, variable account value).

CMT (CONSTANT MATURITY TREASURY): Follows the weekly or monthly fluctuations in the yield on one-year Treasury bills.

COFI (COST OF FUNDS INDEX): Weighted index of the cost member banks (in Arizona, California & Nevada) pay on money borrowed such as customer checking and savings accounts.

COMBINATION: Two or more benefits combined (e.g., GMWB and Death Benefit) to form a single benefit with one charge.

CONFINEMENT WAIVER: Surrender charges are waived if it becomes medically necessary for the annuitant (or owner) to be confined to a hospital or long-term care facility (subject to company/product variations and state approval).

CONFLICTING BENEFITS: A list of benefits that cannot be purchased or combined when the stated benefit is purchased.

CONTINGENT DEFERRED SALES CHARGE(CDSC): A fee or charge assessed to an investor for withdrawing money prior to a previously stipulated date.

CONTRACT OWNER The individual or entity that applies for and purchases an annuity contract and is responsible for funding the annuity.

CONTRACT TYPE: Indicates whether the contract can be purchased by an individual, group, or both.

CONTRACT VALUE The sum of premiums paid, plus earnings, less any applicable charges, withdrawals or fees.

CONTRIBUTIONS: Minimum prescribed dollar amount for buying a qualified or non-qualified contract as well as a minimum future amount for an existing contract.

COSI (COST OF SAVINGS INDEX): A stable index that is the weighted average of interest rates on deposit accounts (savings) at federally insured depository institutions.

CREDITING METHOD: This is a premium allocation option on an indexed annuity, which determines the formula for crediting interest on the annuity contract.

CUMULATIVE WITHDRAWALS: If the allowable free withdrawal amount is not taken in a given year, can it be carry over to future years or not.

CURRENT INTEREST RATE: The interest rate an insurer promises to pay for a specified time period. It is based on the prevailing interest rates in the economy.

DEFERRED ANNUITY: An annuity that provides a means to accumulate funds on a tax-deferred basis.

DEFINED BENEFIT PLAN A type of pension plan that guarantees a lifetime income upon retirement based on the employee's income and/or years of service.

DEFINED CONTRIBUTION PLAN A type of pension plan that specifies the annual contribution the employer will deposit into the plan on behalf of each plan participant. The retirement income will depend on the performance on the amounts that are contributed.

DISTRIBUTION CHARGE: Fee charged against the contract value to cover expenses associated with promotion and distribution of the annuity.

DIVIDEND The portion of a corporation's net profits that its board of directors assigns for distribution to stockholders. A dividend is declared at a certain amount per share to be paid in cash (cash dividend) or in additional shares of stock (stock dividend).

DOLLAR COST AVERAGING (DCA): Systematic transfers of a fixed amount from a Money Market Fund to variable subaccounts regardless of whether the market is up or down.

EARNINGS ENHANCEMENT: A feature where earnings within the contract can be applied to the Benefit Base amount.

EARNINGS SWEEP: Automatic periodic transfers of your earnings from the Fixed Option to one or more Variable Investment Options.

ELIGIBILITY: Minimum and Maximum issue age for owner and annuitant on date of contract issue.

ENHANCED DCA: Systematic transfers of a fixed amount of money from a higher interest rate fixed account to variable subaccounts regardless of whether the market is up or down.

EQUITY INDEXED ANNUITY: A variation of a fixed annuity that earns interest linked to an external equity index. One of the most common indices is the Standard & Poor's 500 Composite Stock Price Index (the S&P 500).

FEATURE: A unique benefit provided by the insurance company that does not fall into the other categories listed above.

FIXED ACCOUNT ALLOCATION: A requirement that a minimum amount of investment or account value be held within the fixed account of the contract in order to maintain the benefit.

FIXED ANNUITY: An annuity contract that guarantees a minimum rate of interest, as well as a higher current rate of interest for shorter periods, during the accumulation phase of a deferred annuity.

FIXED FUNDS: Otherwise known as subaccounts, these are investment funds offered within a variable annuity contract.

FIXED RATE STRATEGY: An investment strategy in fixed or indexed annuities in which rate of return is fixed.

FLEXI-CAP FUND: A type of mutual or hedge fund that is not restricted to investing in any company with a predetermined market capitalization. This type of fund structure will be indicated in the fund's prospectus, and will provide the fund manager with greater investment choices and diversification possibilities.

FLEXIBLE PREMIUM DEFERRED ANNUITY (FPDA): An annuity for which the contract owner pays premiums with varying amounts and frequencies from year to year.

FLOOR: The minimum amount of interest that is credited to an annuity each year.

FREE LOOK PROVISION: An annuity contract provision that states that the contract owner has approximately 10 to 20 days to examine the annuity contract immediately after purchase, with the option of returning it to the insurer for a full refund. State rules may vary.

FREE WITHDRAWAL PROVISION: An annuity contract provision that grants the owner the right to withdraw a portion of the annuity's contract value (usually 10-15%) during the accumulation period without incurring a withdrawal charge.

FRONT-END LOAD: A sales charge incurred on the purchase of an investment. Sales charges incurred upon sale of the investment are called back-end load.

GMA B (Guaranteed Minimum Accumulation Benefit): A benefit that guarantees a minimum contract value regardless of investment performance after a set period of time.

GMIB (Guaranteed Minimum Income Benefit): A benefit that provides a floor or a guaranteed minimum annuity payment regardless of investment performance.

GMWB (Guaranteed Minimum Withdrawal Benefit): A benefit that guarantees a stream of income payments to an owner or annuitant, regardless of the contract account value.

GUARANTEE OF PRINCIPLE/PRINCIPLE GUARANTEE: An investment contract with a guaranteed rate of return of at least the amount invested, and a possible gain.

GUARANTEED MINIMUM INTEREST RATE (GMIR): A minimum interest rate (typically 3-4%) that the insurance company promises to credit during the accumulation phase of the annuity contract.

Guarantee Type: Description of the guarantee available to beneficiaries or the estate in the event the annuitant(s) passes away.

INCOME or PAYOUT OPTIONS: Different ways by which the annuitant can receive income from an immediate annuity.

INDIVIDUAL RETIREMENT ACCOUNT (IRA): An arrangement that allows people with earned income to deposit a portion of that income in a tax-deferred savings plan. An IRA can be established and funded at any time between January 1st of the current year, up to and including the date an individual's income tax return is due (generally, April 15 of the following year), not including extensions.

INITIAL INTEREST RATE: The interest rate applied to the first deposit into a fixed deferred annuity. The annuity contract will specify how long the initial interest rate is guaranteed.

INDEX: This is a statistical composite that measures changes in the economy or in financial markets, often expressed in percentage changes from a base period or from the previous month. Examples of an index are the Standard and Poor's 500 or the Dow Jones Industrial.

INDEXED ANNUITY: A retirement income contract issued by an insurance company that has a minimum guarantee where crediting of any excess interest is determined by the performance of an external index, such as the Standard and Poor's 500® index. An indexed annuity is considered a moderate risk/moderate return annuity product.

INDEX MARGIN: A fixed percentage rate that is added to an index value to determine the fully indexed interest rate of an adjustable rate mortgage (ARM). The margin is constant throughout the life of the mortgage, while the index value is variable.

INDEX OPTION: In this a call and put traded on an underlying index rather than a specific security. Essentially, the index option investor is making a bet that the market - as defined by a basket of stocks known as an index - will go up or down.

INDICES: The plural form of the word 'index'.

INITIAL INTEREST RATE: The interest rate applied to the first deposit into a fixed deferred annuity. The annuity contract will specify how long the initial interest rate is guaranteed.

INITIAL SALES CHARGE: Sales Charge that occurs in A-Share and O-Share products when the product is purchased.

INTEREST: The fees that bond issuers, banks, and other financial institutions pay for the use of borrowed money.

INTEREST RATE CAPS: Some indexed annuities set a maximum rate of interest that the indexed annuity can earn.

INTEREST RATE SWAP: It represents a derivative product. When two parties agree to an interest rate swap, they are trading interest rate arrangements. In a typical case, a borrower that currently carries a loan with a variable interest rate arranges with a counter party (such as U.S. Bank) to swap loan terms, exchanging the variable rate for a fixed rate.

JOINT ANNUITANT: An individual who is named in the contract with the annuitant, whose age and life expectancy are also used in the calculations to determine what the annuity payments will be.

JOINT CONTINUATION: If Joint Life is available, specifies what percentage of the original annuity income will still be paid to a surviving partner (i.e., annuitant).

JOINT OWNER: A person who shares ownership of an annuity contract and would have the same right as the contract owner to approve any decisions made about the contract.

KEOUGH PLAN: An arrangement that allows self-employed persons to deposit a portion of their income earned from self-employment in a tax-deferred savings plan.

LARGE CAP: A term used by the investment community to refer to companies with a market capitalization value of more than \$10 billion.

LIBOR (LONDON INTERBANK OFFERED RATE): Average interest rate charged to banks in the London Interbank System when borrowing money from one another with ranging maturities.

M&E CHARGE: Mortality and Expense Charge - Fee charged to cover insurance risk associated with variable annuity contract.

MARKET VALUE ADJUSTMENT (MVA): A feature that is often attached to deferred annuities with longer rate guarantees (usually 3 to 10 years). The MVA could increase or decrease the accumulation value of an annuity only if more than the penalty-free amount is withdrawn or the contract is surrendered during the surrender charge period. In general, if interest rates are lower at the time of withdrawal than at the time the contract was issued, the accumulation value will be increased (market value adjusted). If interest rates are higher at the time of withdrawal than at the time of issue, the accumulation value will be reduced.

MATURITY DATE (OR STARTING DATE): The date at which an annuity begins income (or annualization) payments.

MAT/MTA (12 MONTH TREASURY AVERAGE): Average yield on US constant-maturity one-year Treasury bill adjusted every month by the US Treasury that reacts slowly to short-term fluctuations.

MAX ANNUITIZATION AGE: Maximum age of the owner or annuitant before the contract must be annuitized to produce annuity income.

MICRO CAP: A publicly traded company in the United States that has a market capitalization between approximately \$50 million and \$300 million.

MULTIPLIER A factor by which gains in total output are greater than the change in spending that caused it. It is usually used in reference to the relationship between investment and total national income.

NON-NATURAL OWNER The owner of an annuity contract that is not a person but is an entity such as a trust, a partnership, or a corporation.

NON-QUALIFIED ANNUITY A type of annuity that has no contribution limit and no required minimum distributions at age 70 1/2 (unlike qualified). It can be funded with after-tax dollars from any source and is available to any investor.

NON-ROLLING SURRENDER CHARGE In a flexible premium deferred annuity (allowing additional contributions) the stated length of the surrender charge term will start the day the initial premium deposit is received. Future deposits will not change the point at which all of the funds are penalty free.

PARTIAL/EXCESS WITHDRAWALS: The withdrawal percentage from the contract that is either below or above the stated Annual Benefit Payment (ABP) amount.

PARTICIPATION RATE: The participation rate determines how much of the index's increase will be used to compute the index-linked interest rate.

Payout Type: Indicates whether annuity income payments are immediate or can be deferred.

PERFORMANCE TRIGGER: Any type of event that triggers a securities trade. A trigger is usually a market condition, such as a rise or fall in the price of an index or security. Trade triggers are used to automate certain types of trades, such as selling shares of a stock when the price reaches a certain level.

PHASE AVAILABILITY: An indication of whether or not investment is permitted during the accumulation phase, annuitization phase, or both.

POINT TO POINT CAP/RATE: The return on a market-linked CD using this method is based on the difference between two points, or values. The starting point is the value of the index when the CD is issued and the ending point is the value of the index on a particular date just before maturity. The return can be the difference, or a percentage of the difference.

PREMIUM BONUS: Additional money credited to the annuity by the company as a percentage of the amount deposited.

PREMIUM PAYMENT ENHANCEMENT: A feature where additional premiums into the contract can be applied to the Benefit Base amount.

PREMIUM TAX: A separate tax levied on life insurance and/or annuity premiums by individual states. Not all states impose the tax. Of the states that do, the tax for qualified and non-qualified funds may differ.

PREMIUM TYPE: Indicates whether premium payments can be made only once or multiple times.

PRESCRIBED ASSET ALLOCATION: A requirement that a specific allocation across subaccounts be maintained within the contract in order to maintain the benefit.

PRIME RATE (The Fed, US prime rate): Short term interest rate used in the banking system of the United States used by various lending institutions and is the basis for rates on most short-term loans/lending instruments (Fed funds target rate + 3).

PRINCIPAL: The total amount the contract owner has invested in an annuity, not including interest earned.

QUALIFIED ANNUITY: An annuity that is purchased to either fund or distribute funds from a tax-qualified plan. In most instances, premiums paid can reduce current income taxes and the accumulations are tax-deferred.

QUALIFIED PLAN: An employer-sponsored retirement program that meets a complex set of statutory and regulatory requirements.

REGISTERED INDEXED ANNUITY: An indexed annuity that has been filed with and classified as a security with the U.S. Securities and Exchange Commission (SEC)

RENEWAL RATE: The new interest rate that is credited to the annuity when the current interest rate time period ends, usually the contract anniversary. The renewal rate may be higher or lower than the current interest rate, depending upon the economy and how the insurer has invested the funds.

REQUIRED MINIMUM DISTRIBUTION (RMD): IRA's and qualified plans both have certain "required" distributions. For IRA's, you must begin to withdraw funds by April 1st of the year following the calendar year you attain age 70 1/2. For qualified plans, withdrawals must begin by April 1st of the year following the later of, (a) the year you reach age 70 1/2, or (b) the year you retire.

RETURN OF PREMIUM: It is a rider which allows annuity holders to recover all or part of their premiums paid over the life of the contract if they do not die during the stated term. This effectively reduces their net cost to zero if a death benefit is not paid.

RIDER: In insurance, a written addition to a policy, the provisions of which supersede the original policy; called a rider.

RIDER SELECT RULE: Indicates whether a CDSC is optional or included with the base contract.

ROLLING SURRENDER CHARGE: In a flexible premium deferred annuity (allowing additional contributions) each deposit will have its own independent surrender charge schedule. (i.e. with a 5 year surrender charge, each deposit will start the 5-year period the day the money is received by the company). Therefore, different amounts of the annuity will be free of surrender charge at different times.

ROLLOVER: Funds from an IRA or qualified retirement plan that are moved to another of the same type, or to an IRA, preserving its tax deferred status.

ROLL-UP: Also known as a Benefit Bonus. The roll-up is a specified rate at which a Benefit Base will accumulate. The roll-up can be credited as simple interest or compound interest as specified in your contract. Withdrawals may affect or eliminate any future roll-up.

ROTH IRA: Similar in concept to the traditional IRA, the Roth IRA differs in that contributions are never deductible, and, if certain requirements are met, distributions from the account may be received free of federal income tax.

S&P 500 INDEX: It is an American stock market index based on the market capitalizations of 500 large companies having common stock listed on the NYSE or NASDAQ. The S&P 500 index components and their weightings are determined by S&P Dow Jones Indices.

SETTLEMENT: The rate at which the pension benefits could be effectively settled if the company sponsoring the pension plan wishes to terminate its pension obligation.

SHARE CLASS TYPE: Defines the classes offered by contract on the basis of surrender charge and initial sales charges. A-Share- incurs upfront sales charge, B-Share - incurs deferred charge that decreases to zero after a minimum of 5 years, C- Share - incurs no upfront or back end sales charge, L-Share - incurs deferred sales charge that reduces to zero between 1 and 4 years, O-share - incurs both an upfront and deferred sales charge.

SIMPLIFIED EMPLOYEE PENSION (SEP): A retirement plan that uses an individual retirement account (IRA) as the receptacle for contributions. A SEP is a simplified alternative to a profit-sharing or 401(k) plan.

SINGLE PREMIUM DEFERRED ANNUITY (SPDA): An annuity that can only be purchased with a single premium.

SINGLE PREMIUM IMMEDIATE ANNUITY (SPIA): An annuity that can only be purchased with a single premium and whose payments begin soon after it is purchased.

SMALL CAP: A publicly traded company in the United States that has a market capitalization between approximately \$300 million and \$2 billion.

SPDR-GLD: SPDR Gold Shares (also known as SPDR Gold Trust) is part of the SPDR family of exchange-traded funds(ETFs) managed and marketed by State Street Global Advisors. For a few years, the fund was the second-largest exchange-traded fund in the world, and it was briefly the largest.

SPOUSAL IRA: An IRA for a nonworking spouse that can be up to \$2,000 in any given year.

SPREAD: The index-linked interest for some annuities is determined by subtracting a percentage from any gain in the index. This fee is sometimes called the "margin or spread".

SPREAD RATE: The net interest rate spread is the difference between the average yield a financial institution receives from loans and other interest-accruing activities and the average rate it pays on deposits and borrowings.

Step Up: Also known as a Reset, Highest Anniversary Value or Ratchet. The step-up feature automatically increases your Benefit Base, or "steps-up" to the current contract value, if higher, at specified intervals, for example, any contract anniversary.

STRATEGY INDEX OR INDICES The indices that track the performance of an algorithmic trading strategy. The algorithm clearly and transparently specifies all the actions that must be taken.

SUBSEQUENT PREMIUMS: Premiums or deposits that are added to the contract after the initial purchase.

SUBACCOUNTS: Number of Investment funds offered in variable annuity contracts.

SURRENDER CHARGE: A penalty imposed by the issuing company for withdrawing funds from an annuity prematurely.

SURRENDER SCHEDULE: Sales charge schedule that generally reduces each year following the date of purchase.

SURRENDER VALUE The amount received if the annuity contract is surrendered and all the cash is withdrawn.

SYSTEMATIC WITHDRAWAL: Distribution method that allows a contract owner to periodically receive a specified amount as a partial withdrawal from the annuity contract value.

TAX-SHELTERED ANNUITY (TSA): A retirement annuity sold only to public school teachers and employees of hospitals, colleges, and other organizations offering qualified retirement plans under section 403(b) of the US Internal Revenue Code.

TLT: It is a passive ETF that seeks to replicate Barclays Capital U.S. 20+ Year Treasury Bond Index. The index measures the performance of U.S. Treasury securities that have a remaining maturity of at least 20 years.

TRANSFERS: The re-allocation or movement of funds between subaccounts or to a Fixed Account.

VARIABLE FUNDS: Otherwise known as subaccounts, these are investment funds offered within a variable annuity contract.

VESTING SCHEDULE: A timetable is presented for when the annuitant gains ownership (or non forfeitable rights) in the premium bonus on the annuity contract.

WAIVERS: Circumstances or conditions that if occurred by the owner would waive the surrender schedule such as disability, death, nursing home, unemployment, hospital, long-term care, or terminal illness.

WAITING PERIOD: The period of time that must elapse before the benefit can begin. This can either be stated as an attained age or a period of time after purchase.

WITHDRAWAL CHARGE: A percentage charge that is assessed by the issuing company if a withdrawal above any free withdrawal amount is made during the surrender charge period.

YIELD: In general, the amount of profit on an investment of capital. The income component of a security's return.

401(k): Plan A qualified retirement plan that is funded by the employee on a pre-tax basis for retirement purposes. Employers can also contribute.

403(b): Plan A qualified retirement plan that can only be offered by schools and 501(c)(3) non-profit organizations for the benefit of the employees. Both the employee and the employer on a pre-tax basis can fund the plan.

408A: A Roth IRA. Special IRA which accepts only nondeductible annual contributions. See Roth IRA.

457 PLAN: State and local governments can establish 457 plans that allow their employees to defer compensation on a tax-favored basis. Available to states, political subdivisions of states or any state agency or instrumentality.