

# INDEX ANNUITY SPREADSHEET

This spreadsheet is intended for use as a guide, see company literature for details

Carrier	Allianz	Allianz	Allianz	Allianz	Allianz																																																									
Ratings	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A S&P AA-																																																									
Assets	66.4 Billion	66.4 Billion	66.4 Billion	66.4 Billion	66.4 Billion																																																									
Product Name	Endurance Elite	Endurance Plus	MasterDex 5 Plus	MasterDex 10 Plus	MasterDex Plus																																																									
<b>Crediting Method</b>	10% Premium Bonus*  1) Annual Reset/Ratchet Pt-Pt  2) Annual Reset/Ratchet Monthly Pt-PT  3) Annual Reset/Ratchet Monthly Avg. w/ Spread  4) Fixed Acct.  Choice of NASDAQ, S&P 500 & FTSE 100 Blended (Dow-35%, Lehman-35%, Euro-20%, Russ-10%)	20% Premium Bonus*  1) Annual Reset/Ratchet Pt-Pt  2) Annual Reset/Ratchet Monthly Pt-PT  3) Annual Reset/Ratchet Monthly Avg. w/ Spread  4) Fixed Acct.  Choice of NASDAQ, S&P 500 & FTSE 100 Blended (Dow-35%, Lehman-35%, Euro-20%, Russ-10%)	5% Premium Bonus in 1 <sup>st</sup> 5 years  1) Annual Reset/Ratchet Pt-Pt  2) Annual Reset/Ratchet Monthly Pt-PT  3) Annual Reset/Ratchet Monthly Avg. w/ Spread  *4) Fixed Acct.  Choice of NASDAQ, S&P 500 & FTSE 100 Blended (Dow-35%, Lehman-35%, Euro-20%, Russ-10%)	10% Premium Bonus in 1 <sup>st</sup> 5 years  1) Annual Reset/Ratchet Pt-Pt  2) Annual Reset/Ratchet Monthly Pt-PT  3) Annual Reset/Ratchet Monthly Avg. w/ Spread  4) Fixed Acct.  Choice of NASDAQ, S&P 500 & FTSE 100 Blended (Dow-35%, Lehman-35%, Euro-20%, Russ-10%)	One Crediting Method  1) Annual Reset/Ratchet Pt-Pt  2) Annual Reset/Ratchet Monthly Pt-PT  3) Annual Reset/Ratchet Monthly Avg. w/ Spread  *4) Fixed Acct.  Choice of NASDAQ, S&P 500 & FTSE 100 Blended (Dow-35%, Lehman-35%, Euro-20%, Russ-10%)																																																									
<b>Premium Listing</b>	Flexible for 1 year \$25 min	Flexible for 3 years \$25 min	Flexible for 5 Years \$25 min	Flexible for 5 Years \$25 min	Flexible for 3 Years \$25 min																																																									
<b>Crediting Rates</b>	100% PR guaranteed <u>NAS S&amp;P FTSE BL</u> 1) 5.50 5.75 6.00 6.25 2) 3.00 2.40 2.40 N/Av 3) N/A N/A N/A 2.00 4) 2.50	100% PR guaranteed <u>NAS S&amp;P FTSE BL</u> 1) 5.25 5.75 6.00 6.00 2) 2.80 2.30 2.40 N/Av 3) N/A N/A N/A 2.00 4) 2.50	100% PR guaranteed <u>NAS S&amp;P FTSE Blend</u> 1) 4.5%5.25%4.75%5.25 2) 2.3%2.1% 2.1% N/Av 3) N/Av N/Av N/Av N/Av 4) 2.21%	100% PR guaranteed <u>NAS S&amp;P FTSE Blend</u> 1) 7%7.75%7.50%7.75% 2) 3.2%3.0% 2.9% N/Av 3) N/Av N/Av N/Av N/Av 4) 3.00%	100% PR guaranteed <u>NAS S&amp;P FTSE Blend</u> 1) 5%5.75%5.25%5.5% 2) 2.3%2.1% 2.1% N/Av 3) N/Av N/Av N/Av N/Av 4) 2.15%																																																									
<b>Commission</b>	<table border="1"> <tr><th>Yr1</th><th>Yr2-5</th><th>Yr 6+</th></tr> <tr><td>A</td><td>5.0</td><td></td></tr> <tr><td>B</td><td>2.25</td><td>0.33 1.00</td></tr> </table> Commissions reduced at ages 76+	Yr1	Yr2-5	Yr 6+	A	5.0		B	2.25	0.33 1.00	<table border="1"> <tr><th>Yr1</th><th>Yrs2-3</th><th>Trail</th></tr> <tr><td>A</td><td>8.0 4.0</td><td></td></tr> <tr><td>B</td><td>5.5 2.75</td><td>** .33</td></tr> <tr><td>C</td><td>2.0 1.0</td><td>1.0</td></tr> </table> Commissions reduced at ages 76+	Yr1	Yrs2-3	Trail	A	8.0 4.0		B	5.5 2.75	** .33	C	2.0 1.0	1.0	<table border="1"> <tr><th>Yr1</th><th>Yrs2-5</th><th>Trail</th></tr> <tr><td>A</td><td>8.0 4.0 0</td><td></td></tr> <tr><td>B</td><td>6.0 3.0 0.5</td><td></td></tr> <tr><td>C</td><td>3.25 1.625 1.0</td><td></td></tr> </table> Commissions reduced at ages 76+	Yr1	Yrs2-5	Trail	A	8.0 4.0 0		B	6.0 3.0 0.5		C	3.25 1.625 1.0		<table border="1"> <tr><th>Yr1</th><th>Yrs2-5</th><th>Trail</th></tr> <tr><td>A</td><td>8.0 4.0 0</td><td></td></tr> <tr><td>B</td><td>6.0 3.0 .50</td><td></td></tr> <tr><td>C</td><td>3.75 1.88 1.0</td><td></td></tr> </table> Commissions reduced at ages 76+	Yr1	Yrs2-5	Trail	A	8.0 4.0 0		B	6.0 3.0 .50		C	3.75 1.88 1.0		<table border="1"> <tr><th>Yr1</th><th>Yrs2&amp;3</th><th>Trail</th></tr> <tr><td>A</td><td>7.0 3.5 0</td><td></td></tr> <tr><td>B</td><td>5.0 2.5 0.5</td><td></td></tr> <tr><td>C</td><td>3.0 1.5 1.0</td><td></td></tr> </table> Commissions reduced at ages 76+	Yr1	Yrs2&3	Trail	A	7.0 3.5 0		B	5.0 2.5 0.5		C	3.0 1.5 1.0	
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<b>Issue Ages</b>	0-80 Q or NQ	0-80 Q or NQ	0-80 Q or NQ	0-80 Q or NQ	0-80 Q or NQ																																																									
<b>Minimum Issue</b>	\$10,000 Q and NQ	\$10,000 Q and NQ	\$15,000 Q and NQ	\$15,000 Q and NQ	\$15,000 Q and NQ																																																									
<b>Maximum Issue</b>	\$1,000,000 (approval req. 500k+)	\$1,000,000 (approval req. 500k+)	\$1,000,000 (approval req. 500k+)	\$1,000,000 (approval req. 500k+)	\$1,000,000 (approval req. 500k+)																																																									
<b>Free Annual Partial Withdrawal</b>	10% after year one	10% after year one	10% after year one	10% after year one	10% after year one																																																									
<b>Surrender Charges</b>	5 Years 8/7/6/5/4	10 Years 10/10/10/8.75/7.50/ 6.25/5.0/3.75/2.5/1.25	10 years 15/15/15/15/12.86/10.71/ 8.57/6.43/4.29/2.14 (+/- MVA)	Client can take lump sum of 87.5% of premium at 1.5%	7 years 10/9/8/7/6/5/4 (+/- MVA)																																																									
<b>Minimum Guarantee</b>	87.5% of premium at 1-3% (floating)	90% of premium at 1.5-3% (floating)	87.5% of premium at 2-3%	87.5% of premium at 2-3%	87.5% of premium at 2-3%																																																									
<b>Comments</b>	*Prem. Bonus credited to the EWB value, EWB receives 105% index earnings  Add'l deposits do not reset surrender  After five years, client may access the EWB value by choosing one of two options (Scheduled w/d over a period as short as 10 years or Guar. % w/d for life depending on age) Death and Nursing Home Benefit Available and vary state to state	*Prem. Bonus credited to the EWB value, EWB receives 105% index earnings  **trail yrs 2-10. 1% trail yrs11+ Add'l deposits do not reset surrender  After ten years, client may access the EWB value by choosing one of two options (Scheduled w/d over a period as short as 10 years or Guar. % w/d for life depending on age) Death and Nursing Home Benefit Available and vary state to state	Additional deposits allowed in 1 <sup>st</sup> 5 years will receive bonus and do not reset surrender  Trail commission options start in 2 <sup>nd</sup> year, based on AV at beginning of the year  Death Benefit = AV Lump Sum  Call CPS for State Specific Rider Availability  *Not Available in CA & TX  10yr walk away product	Two tiered product, client must annuitize this contract for 10yr min anytime after 5 <sup>th</sup> yr  Additional deposits allowed in 1 <sup>st</sup> 5 years will receive bonus and do not reset surrender  Trail commission options start in 2 <sup>nd</sup> year, based on AV at beginning of the year Death Benefit option of surrender value or payout of 5 yrs (min.)  Call CPS for State Specific Rider Availability	Additional deposits allowed in 1 <sup>st</sup> 3 years – do not reset surrender  Trail commission options start in 2 <sup>nd</sup> year, based on AV at beginning of the year  Death Benefit = AV Lump Sum  Call CPS for State Specific Rider Availability  Client can walk away after 7 years  *Not Available in CA & TX																																																									
<b>Product NOT in these states</b>	NJ, NY, OR, TX, VT, WA	NY, OR, WA	NY, OR	CA, CT, NY, OR, PA, UT, WA	NY, OR																																																									



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(949) 863-0700 / (800) 326-5433 / FAX (949) 863-9318 / [www.cpsinsurance.com](http://www.cpsinsurance.com)

Dean Walsh(ext. 143), Eric Neilsen(ext. 126), Scott White(ext. 128), Ryan O'Toole(ext. 149)

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This spreadsheet is intended for use as a guide, see company literature for details

Carrier	Allianz	Allianz	American General	American General	American General																																								
<b>Ratings</b>	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A S&P A+	A.M. Best A S&P A+	A.M. Best A S&P A+																																								
<b>Assets</b>	66.4 Billion	66.4 Billion	38.6 Billion	38.6 Billion	38.6 Billion																																								
<b>Product Name</b>	MasterDex X	Pro V1	Global Index 6 & 8	Global Index Bonus	HorizonIndex																																								
<b>Crediting Method</b>	*10% Premium Bonus in the 1 <sup>st</sup> 3 years 1) Annual Reset/Ratchet Pt-Pt 2) Annual Reset/Ratchet Monthly Pt-PT 3) Annual Reset/Ratchet Monthly Avg. w/ Spread 4) Fixed Acct. Choice of NASDAQ, S&P 500 & EuroSTOXX 50 Blended (Dow-35%, Lehman-35%, Euro-20%, Russ-10%)	3 Crediting Methods 1) Annual Reset/Ratchet Pt-Pt w/Spread (Barclay's Capital U.S. Aggregate Bond) 2) Annual Reset/Ratchet Pt-Pt w/Spread (PIMCO US Advantage Index) 3) Fixed	4 Crediting Methods 1) Fixed 2) Annual Reset/Ratchet point to point Global Blended Index w/ Cap* 3) Annual Reset/Ratchet Point to Point w/ PR 4) Annual reset/Ratchet Monthly Point to Point  *Blended Index	Premium Bonus 5% 4 Crediting Methods 1) Fixed 2) Annual Reset/Ratchet point to point Global Blended Index w/ Cap* 3) Annual Reset/Ratchet Point to Point w/ PR 4) Annual reset/Ratchet Monthly Point to Point  *Blended Index	*Premium Bonus 9yr-4% 12yr-5% 3 Crediting Methods 1) Biannual reset/ratchet pt-pt 2) Monthly Pt-Pt w/ Ann. Reset/Ratchet 3) Fixed  S&P 500 Index																																								
<b>Premium Listing</b>	Flexible for 3 Years \$25 min	Single	Flexible \$2,000 min add'l (\$100/mo EFT)	Single	Single																																								
<b>Crediting Rates</b>	100% PR guaranteed NAS S&P Euro Blend 1) 4.5% 5.25% 4.75% 5.25 2) 2.3% 2.1% 2.1% N/Av 3) N/Av N/Av N/Av 2.0% 4) 2.15%	100% PR guaranteed  1) 1.30% 2) 1.30% 3) 2.85%	<table border="0"> <tr> <td>6</td> <td>8</td> </tr> <tr> <td>1) 2.00%</td> <td>2.00%</td> </tr> <tr> <td>2) 3.50%</td> <td>3.00%</td> </tr> <tr> <td>3) 30.0%</td> <td>30.0%</td> </tr> <tr> <td>4) 1.80%</td> <td>1.80%</td> </tr> </table> Minimums 1) 2.0% 2) 2.0% 3) 30% 4) 1.0%	6	8	1) 2.00%	2.00%	2) 3.50%	3.00%	3) 30.0%	30.0%	4) 1.80%	1.80%	1) 2.00% 2) 3.50% 3) 30.0% 4) 1.80%  Minimums 1) 2.0% 2) 2.0% 3) 30% 4) 1.0%	<table border="0"> <tr> <td></td> <td>9yr</td> <td>12yr</td> </tr> <tr> <td>2yr-</td> <td>9.00%</td> <td>9.00%</td> </tr> <tr> <td>MoPt-</td> <td>2.20%</td> <td>2.20%</td> </tr> <tr> <td>Fixed-</td> <td>2.00%</td> <td>2.10%</td> </tr> </table> 100% PR guar. 2yr Min. CAP – 5% Mo.Cap Min. – 1% Fixed Min. – 2.0%		9yr	12yr	2yr-	9.00%	9.00%	MoPt-	2.20%	2.20%	Fixed-	2.00%	2.10%																		
6	8																																												
1) 2.00%	2.00%																																												
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<b>Commission</b>	<table border="0"> <tr> <td></td> <td>Yr1</td> <td>Yrs2-3</td> <td>Trail</td> </tr> <tr> <td>A</td> <td>7.0</td> <td>3.5</td> <td>0</td> </tr> <tr> <td>B</td> <td>5.0</td> <td>2.5</td> <td>.50</td> </tr> <tr> <td>C</td> <td>2.25</td> <td>1.125</td> <td>1.0</td> </tr> </table> Commissions reduced at ages 76+		Yr1	Yrs2-3	Trail	A	7.0	3.5	0	B	5.0	2.5	.50	C	2.25	1.125	1.0	0-75 = 3.25% 76-80 = 2% 81-85 = 1%	<table border="0"> <tr> <td></td> <td>6yr</td> <td>8yr</td> </tr> <tr> <td>00-75:</td> <td>5.0%</td> <td>6.0%</td> </tr> <tr> <td>76-80:</td> <td>4.5%</td> <td>4.75%</td> </tr> <tr> <td>81-85:</td> <td>4.25%</td> <td></td> </tr> </table>		6yr	8yr	00-75:	5.0%	6.0%	76-80:	4.5%	4.75%	81-85:	4.25%		00-75: 7.0% 76-80: 4.5%	<table border="0"> <tr> <td></td> <td>9yr</td> <td>12yr</td> </tr> <tr> <td>**0-75</td> <td>6.0%</td> <td>8.0%</td> </tr> <tr> <td>**76-80</td> <td>3.5%</td> <td>4.0%</td> </tr> <tr> <td>**81-85</td> <td>2.0%</td> <td>2.5%</td> </tr> </table>		9yr	12yr	**0-75	6.0%	8.0%	**76-80	3.5%	4.0%	**81-85	2.0%	2.5%
	Yr1	Yrs2-3	Trail																																										
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<b>Issue Ages</b>	0-80 Q or NQ	0-85 Q or NQ	0-85	0-80	0-85 Q or NQ																																								
<b>Minimum Issue</b>	\$20,000 Q and NQ	\$10,000 Q and NQ	\$2,000 Q and \$5,000 NQ	\$15,000 Q and NQ	\$5,000 Q and NQ																																								
<b>Maximum Issue</b>	\$1,000,000 (approval req. 500k+)	\$1,000,000 (approval req.)	\$1,000,000	\$1,000,000	\$1,000,000 (approval req. 500k+ above age 75)																																								
<b>Free Annual Partial Withdrawal</b>	^10% After Year One	10% Immediately	10% Immediately	10% Immediately	10% after year one																																								
<b>Surrender Charges</b>	10 Years 10/10/10/8.75/7.5/6.25/5/3.75/2.5/1.25	5 Years 8/7/6/5/4	8/7/6/5/4/3-6 yrs 8/7/6/5/4/3/2/1-8 yrs (+/- MVA)	10/10/10/10/10/9/8/7/6/4 -10 yrs (+/- MVA)	*10/10/9/8/7/6/5/4/2-9yr 12/12/12/12/12/11/10/9/8/7/5/3 – 12yr (+/- MVA)																																								
<b>Minimum Guarantee</b>	87.5% of premium at 2-3%	87.5% of premium at 1%	90% of Premium at 2%	100% of premium at 2%	90% of premium at 2%																																								
<b>Comments</b>	*10% of bonus is vested each year -Annuitization available between yrs1 & 6 – 10yrs min(bonus is excluded) -Call CPS for State Specific Rider Availability  Simple Income Rider 2 – 8% simple interest roll up each year on the simple W/D Value (2 options available on withdrawals, call CPS for details)	-Annuitization available after year 1 for a period of at least 10 years  -NH Rider allows the owner to take the AV over a 5-9 year period(30 of 35 days after year 1)  -Flexible Withdrawal Benefit Rider allows owner to take AV as a lump sum if confined to NH after year 1 for an additional cost -Additional DB Avail.	Nursing Home Waiver 90 days After Year one – Full AV  *Blended Index is weighted using 3 indices; DJ Eurostoxx 50, S&P 500 and Nikkei 225 w/ this calculation; 50% = highest return 30% = 2 <sup>nd</sup> highest 20% = lowest return	Nursing Home Waiver 90 days After Year one – Full AV  *Blended Index is weighted using 3 indices; DJ Eurostoxx 50, S&P 500 and Nikkei 225 w/ this calculation; 50% = highest return 30% = 2 <sup>nd</sup> highest 20% = lowest return	Nursing home waiver-full surrender after 1 <sup>st</sup> policy year after 90days in nursing home  Early annuitization available after yr 5 for 5 yr min. payout  Can reallocate between accounts every policy anniv.  *9/8/7/6/5/4/3/2/1 in TX **Reduced comp in TX																																								
<b>Product NOT in these states</b>	CT, NV, NY, OR, WA	CA, DE, HI, MO, NV, NJ, NY, OR, TX, VT	OR, VT	AK, CT, DE, MN, NV, NJ, NY, OR, PA, TX, UT, VT, WA	AK, MN, NJ, NY, OR, OR, UT, VT, WA (12 Year for TX)																																								



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This spreadsheet is intended for use as a guide, see company literature for details

Carrier	American General	American General	American Investors	American Investors	American Investors																																																																														
<b>Ratings</b>	A.M. Best A S&P A+	A.M. Best A S&P A+	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A S&P AA-																																																																														
<b>Assets</b>	38.6 Billion	38.6 Billion	24.6 Billion	24.6 Billion	24.6 Billion																																																																														
<b>Product Name</b>	VisionAdvantage	VisionMaximizer	*Income Select 5 and 7	*Income Select 10 and Plus	Income Select Bonus																																																																														
<b>Crediting Method</b>	5 Crediting Methods 1) Fixed Acct 2) Ann. Reset/Ratchet Mo. Avg. w/ Spread 3) Ann Reset/Ratchet pt- to-pt with 100% PR rate 4) Ann Reset/Ratchet pt- to-pt with 80% PR rate 5) Ann Reset/Ratchet pt- to-pt with adjustable PR rate S&P 500 Index	5% Premium Bonus 4 Crediting Methods 1) Fixed Acct 2) Ann. Reset/Ratchet Mo. Avg. w/ Spread 3) Ann Reset/Ratchet pt- to-pt with 100% PR rate 4) Ann Reset/Ratchet pt- to-pt with adjustable PR rate S&P 500 Index	5 Crediting Methods Annual Reset/Ratchet; 1) Point to Point Cap 2) Monthly Point to Point 3) Point to Point w/ PR 4) Point to Point Cap – Hang Seng 5) Point to Point Cap – Eurostoxx 50 6) Fixed S&P 500 Index	Yr 1 Premium Bonus 10 year = N/A Plus = 5.0% yr 1 5 Crediting Methods 1) Point to Point Cap 2) Monthly Point to Point 3) Point to Point w/ PR 4) Point to Point Cap – Hang Seng 5) Point to Point Cap – Eurostoxx 50 6) Fixed S&P 500 Index	8% Prem Bonus 1 <sup>st</sup> 2 years Annual Reset/ Ratchet; 1) Point to Point Cap 2) Monthly Point to Point 3) Point to Point w/ PR 4) Point to Point cap – Hang Seng 5) Point to Point Eurostoxx 50 6) Point to Point Cap – Multi Index 7) Monthly Avg w/ Cap 8) Fixed S&P 500 Index																																																																														
<b>Premium Listing</b>	Single	Single	Flexible \$100 min add'l	Flexible \$100 min add'l	Flexible \$100 min add'l																																																																														
<b>Crediting Rates</b>	<table style="width: 100%; border: none;"> <tr> <td style="border: none;">7yr</td> <td style="border: none;">9yr</td> </tr> <tr> <td style="border: none;">1) 2.15%</td> <td style="border: none;">2.65%</td> </tr> <tr> <td style="border: none;">2) 8.00%</td> <td style="border: none;">8.00%</td> </tr> <tr> <td style="border: none;">3) 4.50%</td> <td style="border: none;">5.50%</td> </tr> <tr> <td style="border: none;">4) 5.00%</td> <td style="border: none;">6.00%</td> </tr> <tr> <td style="border: none;">5) 30%</td> <td style="border: none;">30%</td> </tr> </table> <p style="font-size: small; margin-top: 5px;">1) Min Rate (2.00%) 2) Max Spread (8.00%) 3) Min Cap. (2.00%) 4) Min Cap. (2.00%) 5) Min PR (30%)</p>	7yr	9yr	1) 2.15%	2.65%	2) 8.00%	8.00%	3) 4.50%	5.50%	4) 5.00%	6.00%	5) 30%	30%	<p style="text-align: center;"><b>Rates:</b></p> <p>1) 2.00%</p> <p>2) 8.00%</p> <p>3) 3.75%</p> <p>4) 30%</p> <p style="text-align: center;"><b>Minimums:</b></p> <p>1) 2%</p> <p>2) 8%</p> <p>3) 2%</p> <p>4) 30%</p>	<table style="width: 100%; border: none;"> <tr> <td style="border: none;">5 yr &lt;\$75K</td> <td style="border: none;">75K+</td> </tr> <tr> <td style="border: none;">1) 4.00%</td> <td style="border: none;">5.25%</td> </tr> <tr> <td style="border: none;">2) 1.85%</td> <td style="border: none;">2.10%</td> </tr> <tr> <td style="border: none;">3) 25%</td> <td style="border: none;">25%</td> </tr> <tr> <td style="border: none;">4) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">5) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">6) 2.00%</td> <td style="border: none;">2.20%</td> </tr> </table> <p style="text-align: center; font-size: small;">7 yr &lt;\$75K 75K+</p> <table style="width: 100%; border: none;"> <tr> <td style="border: none;">1) 4.00%</td> <td style="border: none;">5.50%</td> </tr> <tr> <td style="border: none;">2) 1.85%</td> <td style="border: none;">2.10%</td> </tr> <tr> <td style="border: none;">3) 25%</td> <td style="border: none;">25%</td> </tr> <tr> <td style="border: none;">4) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">5) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">6) 2.00%</td> <td style="border: none;">2.50%</td> </tr> </table>	5 yr <\$75K	75K+	1) 4.00%	5.25%	2) 1.85%	2.10%	3) 25%	25%	4) 4.00%	4.75%	5) 4.00%	4.75%	6) 2.00%	2.20%	1) 4.00%	5.50%	2) 1.85%	2.10%	3) 25%	25%	4) 4.00%	4.75%	5) 4.00%	4.75%	6) 2.00%	2.50%	<p style="text-align: center;">10 year rates</p> <p style="text-align: center; font-size: small;">Below \$75K / 75K+</p> <table style="width: 100%; border: none;"> <tr> <td style="border: none;">1) 4.00%</td> <td style="border: none;">5.50%</td> </tr> <tr> <td style="border: none;">2) 1.85%</td> <td style="border: none;">2.10%</td> </tr> <tr> <td style="border: none;">3) 25%</td> <td style="border: none;">25%</td> </tr> <tr> <td style="border: none;">4) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">5) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">6) 2.00%</td> <td style="border: none;">2.55%</td> </tr> </table> <p style="text-align: center; font-size: small;">Plus rates</p> <table style="width: 100%; border: none;"> <tr> <td style="border: none;">1) 4.00%</td> <td style="border: none;">5.25%</td> </tr> <tr> <td style="border: none;">2) 1.85%</td> <td style="border: none;">2.10%</td> </tr> <tr> <td style="border: none;">3) 25%</td> <td style="border: none;">25%</td> </tr> <tr> <td style="border: none;">4) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">5) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">6) 2.00%</td> <td style="border: none;">2.35%</td> </tr> </table>	1) 4.00%	5.50%	2) 1.85%	2.10%	3) 25%	25%	4) 4.00%	4.75%	5) 4.00%	4.75%	6) 2.00%	2.55%	1) 4.00%	5.25%	2) 1.85%	2.10%	3) 25%	25%	4) 4.00%	4.75%	5) 4.00%	4.75%	6) 2.00%	2.35%	<table style="width: 100%; border: none;"> <tr> <td style="border: none;">&lt;\$75K</td> <td style="border: none;">75K+</td> </tr> <tr> <td style="border: none;">1) 4.00%</td> <td style="border: none;">5.25%</td> </tr> <tr> <td style="border: none;">2) 1.85%</td> <td style="border: none;">2.10%</td> </tr> <tr> <td style="border: none;">3) 25%</td> <td style="border: none;">25%</td> </tr> <tr> <td style="border: none;">4) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">5) 4.00%</td> <td style="border: none;">4.75%</td> </tr> <tr> <td style="border: none;">7) 4.00%</td> <td style="border: none;">5.00%</td> </tr> <tr> <td style="border: none;">8) 2.00%</td> <td style="border: none;">2.30%</td> </tr> </table>	<\$75K	75K+	1) 4.00%	5.25%	2) 1.85%	2.10%	3) 25%	25%	4) 4.00%	4.75%	5) 4.00%	4.75%	7) 4.00%	5.00%	8) 2.00%	2.30%
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<b>Commission</b>	<table style="width: 100%; border: none;"> <tr> <td style="border: none;">5yr</td> <td style="border: none;">7yr</td> <td style="border: none;">9yr</td> </tr> <tr> <td style="border: none;">0-75 5%</td> <td style="border: none;">6%</td> <td style="border: none;">6%</td> </tr> <tr> <td style="border: none;">76-85 4%</td> <td style="border: none;">5%</td> <td></td> </tr> <tr> <td style="border: none;">76-80</td> <td style="border: none;">5%</td> <td></td> </tr> </table>	5yr	7yr	9yr	0-75 5%	6%	6%	76-85 4%	5%		76-80	5%		Ages 0 – 75 = 8% (reduced in OK)	<table style="width: 100%; border: none;"> <tr> <td style="border: none;">5yr</td> <td style="border: none;">7yr</td> </tr> <tr> <td style="border: none;">**0-75 3.00%</td> <td style="border: none;">4.00%</td> </tr> <tr> <td style="border: none;">**78-80 2.05%</td> <td style="border: none;">2.75%</td> </tr> <tr> <td style="border: none;">**81-83 1.95%</td> <td style="border: none;">2.75%</td> </tr> </table>	5yr	7yr	**0-75 3.00%	4.00%	**78-80 2.05%	2.75%	**81-83 1.95%	2.75%	<p style="text-align: center;">Both</p> <p>**0-75 7.50%</p> <p>**78-80 5.50%</p>	<p>**0-75 = 7.0%</p> <p>**76-78 = 5.0%</p>																																																										
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<b>Issue Ages</b>	0-85 (5&7) 0-80 (9)	0-75 Q or NQ	0-83(5yr) / 0-81(7yr)	0-78 Q or NQ	0-78 Q or NQ																																																																														
<b>Minimum Issue</b>	\$15,000 Q and NQ	\$20,000 Q and NQ	\$5,000 Q and NQ	\$5,000 Q and NQ	\$5,000 Q and NQ																																																																														
<b>Maximum Issue</b>	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000																																																																														
<b>Free Annual Partial Withdrawal</b>	10% immediately	10% immediately	10% after year one	10% after year one	^10% immediately																																																																														
<b>Surrender Charges</b>	9/7.5/6/4.5/3 – 5 yr 9/8/7/6/5/4/3 – 7 yr 10/9/8/7/6/5/4/3/2 – 9 yr (+ or – MVA)	10 Years 17/16/15/14/13/ 10/9/8/7/6 (+/- MVA)	5 years 8/7/6/5/4 7 years 9/8/7/6/5/4/3 (+ or- MVA)	10 years 10/9/8/7/6/5/4/3/2/1 Plus 16/15/14/13/12/ 11/10/8/6/4 (+or- MVA on Both)	12/12/12/11/10/9/8/7/6/4 10 years (+/- MVA)																																																																														
<b>Minimum Guarantee</b>	90% of premium at 2%	90% of premium at 2%	87.5% of premium at 1- 3%	87.5% of premium at 1- 3%	*87.5% of premium at 1-3%																																																																														
<b>Comments</b>	Nursing Home Waiver - full surrender after 1 <sup>st</sup> policy year after 90 days in nursing home  Early annuitization available after yr 5 for 5 yr min. payout  Can reallocate between accounts every policy anniv.  *5 and 7 year available in AK	Nursing Home Waiver - full surrender after 1 <sup>st</sup> policy year after 90 days in nursing home  Early annuitization available after yr 5 for 5 yr min. payout  Can reallocate between accounts every policy anniv.	-Add'l deposits do not reset surrender -Nursing Home waiver – 100% of A.V. after yr 1 if confined for 60 days -T.I. waiver available -Can annuitize after year 1 for a minimum of 10 years -Client benefits from better of 87.5% at 1.40% or Floor of 1% -Avail Income Edge Life Benefit Rider -**Call CPS for commission rates in subsequent years	Add'l deposits do not reset surrender -Nursing Home waiver – 100% of A.V. after yr 1 if confined for 60 days, T.I. waiver available -Can annuitize after year 1 for a minimum of 10 years -Client benefits from better of 87.5% at 1.40% or Floor of 1% -Plus Product Not Avail in: NJ,NY,OR **Call CPS for commission rates in subsequent years	Add'l deposits do not reset surrender  ^cumulative up to 20%  *Min guarantee includes 10% prem bonus Guarantee Purchase option – additional 10% bonus if annuitized over 10 years or more after year 10 Avail Income Edge Life Benefit Rider  **Call CPS for commission rates in subsequent years and State Approvals																																																																														
<b>Product NOT in these states</b>	AK*,CT,DE,IL,MN,NJ, NY, OR,PA,UT,VT,WA (9 Year for TX)	AK,DE,HI, IL, MN, MS, MT, NV, NJ, NY, OR,PA,UT,VT, WA	NY*(Similar product for AL,AR,AZ,CO,GA,IA,ID, IL,KS,KY,LA,MA,ME,MD MI,NE,NC,NH,OK,RI,SD TN,VT,WI,WY)	NY,NJ*(Similar product for AL,AR,AZ,CO,GA,IA, ID,IL,KS,KY,LA,MA,ME, MD,MI,NE,NC,NH,OK,RI SD,TN,VT,WI,WY)	*(Similar product for AL,AR,AZ,CO,GA,IA, ID,IL,KS,KY,LA,MA,ME,MD ,MI,NE,NC,NH,OK,RI,SD,T N,VT,WI,WY)																																																																														



# INDEX ANNUITY SPREADSHEET

This spreadsheet is intended for use as a guide, see company literature for details

Carrier	American Investors	American National	American National	Annuity Investors	Great American
Ratings	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A S&P AA-	A.M. Best A S&P A	A.M. Best A S&P A
Assets	24.6 Billion	13.6 Billion	13.6 Billion	1.7 Billion	9.6 Billion
Product Name	*Income Select Platinum	Strategy Index Annuity	Value Lock 7 & 10	FlexMax	American Legend II
Crediting Method	3 Crediting Methods Annual Reset/Ratchet; 1) Point to Point Cap 2) Point to Point Guaranteed Cap 3) Point to Point w/ PR 4) Point to Point Cap – Hang Seng 5) Point to Point Cap – Eurostoxx 50 6) Fixed  S&P 500	2 Crediting Methods  1) Annual Reset/Ratchet point to point  2) Fixed Account  S&P 500 Index	<u>Premium Bonus</u> 7 year = N/A 10 year = N/A  Monthly average, point to point, with one-time lock- in of interest gained  S&P 500 Index	3 Crediting Methods  1) Annual Reset/Ratchet, with Monthly Average Cap 2) Annual Reset/Ratchet Point to Point 3) Fixed Account  S&P 500 Index	4 Crediting Methods  1) Annual Reset / Ratchet with Monthly Average Cap 2) Annual Reset / Ratchet Point to Point 3) Annual Reset / Ratchet with Monthly Sum Cap S&P 500 Index 4) Fixed Account S&P 500 Index
Premium Listing	Flexible \$1,000 min add'l	Single	Single	***Flexible \$50/mth, \$600/yr min.	Flexible \$2,000 Q / \$5,000 NQ
Crediting Rates	<u>Rates:</u> <u>Below 75k</u> <u>75k+</u> 1) 6.25%      7.75% 2) 4.00%      5.25% 3) 25%      25% 4) 4.00%      4.75% 5) 4.00%      4.75% 6) 2.55%      3.35%  <u>Minimums</u> 1) 4.0% 2) 25% 3) no min.	100% PR guaranteed <u>7 year</u> <u>10 year</u> 1) 4.20%    4.00% 2) 2.00%    2.00% <u>Minimum Caps</u> 1) 1.00%    1.00% 2) 1.75%	100% participation rate guaranteed  NO CAP guaranteed	1) 6.0% (2% min, 50% min PR) 2) 5.5% (2% min) 3) 2.25% (2% min, 100% PR)  No rate lock for qualified or 1035 transfers; money must be received before the day of rate change	1) 7.00% (3% min, 100% PR) 2) 6.25% (2% min) 3) 2.50% (2% min, 100% PR) 4) 2.80 (2% Min)  No rate lock for qualified or 1035 transfers; money must be received before the day of rate change
Commission	**0-75 = 5.0% **76-78 = 3.0%	<u>7yr:</u> 0-75 = 5%, 76-80 = 4% 81-85 = 3% <u>10yr:</u> 0-75 = 8%, 76-80 = 6.5% 81-85 = 5%	<u>7 year</u> 0-75 = 6%, 76-80 = 4% <u>10 year</u> 0-75 = 10%, 76-80 = 8%	***18-70Q = 4.20% ***71-85 = 2.70% (commission increased when automatic payment plan elected)	0-75NQ / 18-75Q = 5.5% 76-80 = 5.10% 81-85 = 3.50%
Issue Ages	0-78 Q or NQ	0-85 Q or NQ	0-80 Q or NQ	***18-85 Q	18-85 Q / 0-85 NQ
Minimum Issue	\$5,000 Q and NQ	\$4000 Q / \$5000 NQ	\$4000 Q / \$5000 NQ	***\$3,000 Q (\$50 for ACH)	\$10,000 Q and NQ
Maximum Issue	\$1,000,000	\$1,000,000	\$1,000,000	Ages 0-80 = \$750k Ages 80+ = \$500K	\$750,000
Free Annual Partial Withdrawal	10% after year one	10% after year one	10% after year one	10% Immediately	10% Immediately
Surrender Charges	10yrs: 12/12/12/11/10/9/8/7/6/4 (+or-MVA)	7 years 7/7/6/5/4/3/2 10 years 9/9/8/7/6/5/4/3/2/1	7 years 8/8/7/6/5/4/2 10 years 12/12/11/10/ 9/8/7/6/5/3	7 years 9/8/7/6/5/4/3	***7 years 0-57: 12/11/10/9/8/7/6 58-85: 9/8/7/6/5/4/3
Minimum Guarantee	87.5% of premium at 1-3%	90% of premium at 3%	*88.75% of premium at 1.75%	100% of premium at 2%	100% of premium at 2%
Comments	-Add'l deposits do not reset surrender -NH Waiver 60 days after year one -TI Waiver after year one  -Early annuitization available after year one for min 10 years  Avail Income Edge Life Benefit Rider  **Call CPS for commission rates in subsequent years and State Approvals	7 and 10 year option  60 day NH & Disability Waivers available  -No early annuitization option -Return of Premium, Lifetime Income and Enhanced Death Benefit Rider available – Please call CPS for details -For ROP deduct .20% from Fixed Rate Option and/or .50% from CAP rate	*10 year minimum guarantee = 90.0% of premium at 1.75%  10 year not available in CT, MA, PA, WA  60 day NH & Disability Waivers available  Death Benefit will trigger lock-in option and gains will be paid out at that time Gains are credited at the end of the index term or at the lock in date, whichever is earlier	Add'l deposits do not reset surrender  -90 day Extended Care waiver after yr1(N/A in: LA, MA, and NV) -100% Terminal Illness waiver after yr1(N/A in: LA, MA, and NV)  No early annuitization	Add'l deposits do not reset surrender  90 day Extended Care waiver after yr1(N/A in: VA, MS and LTC only in: IL, LA, NV)  100% Terminal Illness waiver after yr1(25% in: IL, MA, LA, NV)  No early annuitization  ***Different for TX and CT
Product NOT in these states	*(Similar product for AL,AR,AZ,CO,GA,IA, ID,IL,KS,KY,LA,MA,ME,MD, MI,NE,NC,NH,OK,RISD,TN, VT,WI,WY)	MD,MA,MN,NY,OK,OR, PA,TX,UT, VT, WA	IL,MN, NJ,NY,ND,OR, UT, VT	NY	NY



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Dean Walsh(ext. 143), Eric Neilsen( ext. 126), Scott White(ext. 128), Ryan O'Toole(ext. 149)

# INDEX ANNUITY SPREADSHEET

This spreadsheet is intended for use as a guide, see company literature for details

Carrier	Great American	Great American	Great American	ING USA	ING USA																										
Ratings	A.M. Best A S&P A	A.M. Best A S&P A	A.M. Best A S&P A	A.M. Best A S&P A+	A.M. Best A S&P A+																										
Assets	9.6 Billion	9.6 Billion	9.6 Billion	64.1 Billion	64.1 Billion																										
Product Name	American Valor II	Safe Outlook	Safe Return	Envoy 6 & 9	Opportunities Plus																										
Crediting Method	*5% Premium Bonus in first 3 years 1) Annual Reset / Ratchet with Monthly Average Cap 2) Annual Reset / Ratchet Point to Point 3) Fixed Account S&P 500 Index	*1) Annual Reset / Ratchet with Monthly Average Cap(with bailout rate) *2) Annual Reset / Ratchet Point to Point(with bailout rate) 3) Fixed Account S&P 500 Index	*1) Annual Reset / Ratchet with Monthly Average Cap(with bailout rate) *2) Annual Reset / Ratchet Point to Point(with bailout rate) 3) Fixed Account S&P 500 Index	3 Crediting Methods 1) Annual/Reset Ratchet Point to Point w/ Cap 2) Fixed Account  Blended index 70% S&P 500 30% DJ EuroSTOXX 50	**5% Premium Bonus 4 Crediting Methods  1) Annual Reset/Ratchet, pt-to-pt with Cap 2) Annual Reset/Ratchet Mo pt-to-pt 3) Fixed Account  S&P 500 Index																										
Premium Listing	Flexible \$2,000 Q / \$5,000 NQ	Single	Single	Flexible \$5,000 min add'l	Single																										
Crediting Rates	1) 6.0% (2% min, 100% PR) 2) 5.5% (2% min) 3) 2.20% (2% Min)  No rate lock for qualified or 1035 transfers; money must be received before the day of rate change	<table border="1"> <tr> <td>&lt;100K</td> <td>100K+</td> </tr> <tr> <td>1) 6.00% (5.50%)</td> <td>6.25% (5.75%)</td> </tr> <tr> <td>2) 5.75% (5.25%)</td> <td>6.00% (5.50%)</td> </tr> <tr> <td>3) 2.05%</td> <td>2.15%</td> </tr> </table> **Lifetime Trail Available  No rate lock for qualified or 1035 transfers; money must be received before the day of rate change	<100K	100K+	1) 6.00% (5.50%)	6.25% (5.75%)	2) 5.75% (5.25%)	6.00% (5.50%)	3) 2.05%	2.15%	1) 6.50% (6.00%) 2) 6.00% (5.50%) 3) 2.30% (2% Min)  **Lifetime Trial Available  No rate lock for qualified or 1035 transfers; money must be received before the day of rate change	<table border="1"> <tr> <td>&lt;75k</td> <td>75k+</td> </tr> <tr> <td>6YR:1) 4.75%</td> <td>6.25%</td> </tr> <tr> <td>2) 2.40%</td> <td>2.40%</td> </tr> <tr> <td>9YR:1) 5.00%</td> <td>6.50%</td> </tr> <tr> <td>2) 2.40%</td> <td>2.40%</td> </tr> </table> No Min. Caps/Max Spreads	<75k	75k+	6YR:1) 4.75%	6.25%	2) 2.40%	2.40%	9YR:1) 5.00%	6.50%	2) 2.40%	2.40%	<table border="1"> <tr> <td>&lt;75K</td> <td>75K+</td> </tr> <tr> <td>1) 4.50%</td> <td>5.50%</td> </tr> <tr> <td>2) 2.00%</td> <td>2.40%</td> </tr> <tr> <td>3) 2.10%</td> <td>2.10%</td> </tr> </table> No Min. Caps/Max Spreads	<75K	75K+	1) 4.50%	5.50%	2) 2.00%	2.40%	3) 2.10%	2.10%
<100K	100K+																														
1) 6.00% (5.50%)	6.25% (5.75%)																														
2) 5.75% (5.25%)	6.00% (5.50%)																														
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6YR:1) 4.75%	6.25%																														
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9YR:1) 5.00%	6.50%																														
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<75K	75K+																														
1) 4.50%	5.50%																														
2) 2.00%	2.40%																														
3) 2.10%	2.10%																														
Commission	0-75NQ / 18-75Q = 6.5% 76-80 = 5.35% 81-85 = 3.60%	0-75NQ / 18-75Q = 4% 76-80 = 3% 81-85 = 2%	0-75NQ / 18-75Q = 6.5% 76-80 = 5.50% 81-85 = 2.50%	All Ages: 6 yr 1.5% w/ .75% Trail 9 yr 6.5% (trails avail)	0 – 80 = 7%																										
Issue Ages	18-85 Q / 0-85 NQ	18-85 Q / 0-85 NQ	18-85 Q / 0-85 NQ	0-80 Q or NQ	*0-80 Q or NQ																										
Minimum Issue	\$10,000 Q and NQ	\$10,000 Q and NQ	\$25,000 Q and NQ	\$15,000 Q and NQ	\$15,000 Q and NQ																										
Maximum Issue	\$750,000	0-79: \$750,000 80-85: \$500,000	0-79: \$750,000 80-85: \$500,000	\$1,000,000.00	\$1,000,000																										
Free Annual Partial Withdrawal	10% Immediately	10% Immediately	10% Immediately	10% Immediately	Int. only in yr 1 10% after yr 1																										
Surrender Charges	**10 years 10/9/8/7/6/5/4/3/2/1	6 years 9/8/7/6/5/4/	10 years 10/9/8/7/6/5/4/3/2/1	*9 Years 9/9/9/9/8/4/6/5/4 (+/- MVA)	***10 years 10/10/10/10/9/8/7/6/5/4 (Different for TX)																										
Minimum Guarantee	100% of premium at 2%	90% of premium at 2%	100% of premium at 2%	100% of Premium at 1%	*87.5% of premium at 2.0%																										
Comments	*Premium Bonus for payments received in first 3 years of contract and reduced at older ages: 0-57 – 5% 58 -69 – 4% 70-85 – 3% -Add'l deposits do not reset surrender  ** Under 58 – 12 year product  90 day N/H and terminal illness waiver – available in all states where product is available  No early annuitization	Extended Care and Terminal Illness Waivers available  No early annuitization  *Can surrender the contract without penalty if rate renews below the bailout rate.  **Lifetime Trail Option of 2.5% year 1, and 0.5% for the remaining life of the contract.	Extended Care and Terminal Illness Waivers available  No early annuitization  *Can surrender the contract without penalty if rate renews below the bailout rate.  Return of Premium Guarantee  **Lifetime Trail Option of 1.25% Available	Choice of six or nine year option  45 Days N/H waiver available after year one waives surrender only  30 Day exit window to leave contract after guarantee period w/ out incurring surrender or MVA  Available Income Protector rider  *different surrender schedule for TX	Can annuitize after yr 5 for a 10 yr. min After yr 1 – 45 out of 60 days NH or Hospital Waiver 12 month or less TI waiver available *Min. Guarantee for 1 <sup>st</sup> 10 years, then floating between 1%-3% each yr, based on 5 yr treasury less 1.25% *Issue ages 0-75 in IN  **Bonus vested 10% each year in TX																										
Product NOT in these states	CT, IL, MN, NY	DE, NJ, NY, OR, TX,	DE, NY	NV, NY	AK, CT, DE, MN, NJ, NY, OR, WA																										



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# INDEX ANNUITY SPREADSHEET

This spreadsheet is intended for use as a guide, see company literature for details

Carrier	ING USA	ING USA	Lafayette Life	Lafayette Life	Lincoln Benefit Life																														
Ratings	A.M. Best A S&P A+	A.M. Best A S&P A+	A.M. Best A+ S&P A++	A.M. Best A+ S&P AA+	A.M. Best A+ S&P AA-																														
Assets	64.1 Billion	64.1 Billion	2 billion	2 Billion	2.2 Billion (76 Billion Allstate)																														
Product Name	Secure Index 5	Secure Index 7	Marquis Advant-Edge 5	Marquis Centennial	Saver's Index III																														
Crediting Method	3 Crediting Methods 1) Annual Reset/Ratchet, pt-to-pt with Cap 2) Annual Reset/Ratchet Mo pt-to-pt 3) Fixed Account  S&P 500 Index	3 Crediting Methods 1) Annual Reset/Ratchet, pt-to-pt with Cap 2) Annual Reset/Ratchet Mo pt-to-pt 3) Fixed Account  S&P 500 Index	2 Crediting Methods  1) Annual Reset/Ratchet, pt-to-pt with Cap 2) Fixed Account  S&P 500 Index	4 Crediting Options: 1) Annual Reset/Ratchet, pt-to-pt  2) Annual Reset/Ratchet w/ Mo. Avg.  3) Annual Reset/Ratchet Mo. Pt-to-Pt 4) Fixed Account  S&P 500 Index	Annual Reset/Ratchet point to point  2 Crediting Options based on participation rate  S&P 500 Index																														
Premium Listing	Flexible \$50 min. addt'l	Flexible \$50 min. addt'l	Flexible \$84min. addt'l ACH	Flexible. \$84/mo. minimum additional	Flexible Min. Add'l \$250																														
Crediting Rates	<table border="1"> <thead> <tr> <th></th> <th>&lt;75K</th> <th>75K+</th> </tr> </thead> <tbody> <tr> <td>**1)</td> <td>4.25%</td> <td>5.25%</td> </tr> <tr> <td>**2)</td> <td>1.60%</td> <td>2.100%</td> </tr> <tr> <td>3)</td> <td>2.20%</td> <td>2.20%</td> </tr> </tbody> </table> No Min. Caps/Max Spreads  **lower rates when Return of Premium elected 1. -.50 bps 2. -.10 bps 3. -.25 bps		<75K	75K+	**1)	4.25%	5.25%	**2)	1.60%	2.100%	3)	2.20%	2.20%	<table border="1"> <thead> <tr> <th></th> <th>&lt;75K</th> <th>75K+</th> </tr> </thead> <tbody> <tr> <td>1)</td> <td>5.75%</td> <td>6.75%</td> </tr> <tr> <td>2)</td> <td>2.10%</td> <td>2.55%</td> </tr> <tr> <td>3)</td> <td>2.60%</td> <td>2.60%</td> </tr> </tbody> </table> No Min. Caps/Max Spreads		<75K	75K+	1)	5.75%	6.75%	2)	2.10%	2.55%	3)	2.60%	2.60%	*1) 5.50% (2% min, 100% PR) 2) 2.50% (2% min)  <b>No rate lock for qualified or 1035 transfers; money must be received before the day of rate change.</b>	100% P.R. Guar *3yr *5yr *7yr *10yr 1) 2.00 4.00 4.75 5.50 2) 2.00 4.00 5.00 5.75 3) 1.0 1.75 2.00 2.25 4) 1.50 1.75 2.25 2.50 <b>Min CAP</b> 1) 1.5% 2) 1.5% 3) 0.125% 4) 1.5%  <b>No rate lock for qualified or 1035 transfers; money must be received before the day of rate change.</b>	PR Cap 100k+ 60% 4.75% 5.25% 100% 4.50% 5.00%  Bailout Provision – client can leave contract if renewal cap is 2% less than issue cap						
	<75K	75K+																																	
**1)	4.25%	5.25%																																	
**2)	1.60%	2.100%																																	
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	<75K	75K+																																	
1)	5.75%	6.75%																																	
2)	2.10%	2.55%																																	
3)	2.60%	2.60%																																	
Commission	0 – 80 = 4%	0 – 80 = 5%	0 – 69 = 4.5% 70-85 = 3.5%  Call CPS for flex prem comp in years 2-5	<table border="1"> <thead> <tr> <th></th> <th>3yr</th> <th>5yr</th> <th>7yr</th> <th>10yr</th> </tr> </thead> <tbody> <tr> <td>0-75</td> <td>2%</td> <td>4%</td> <td></td> <td></td> </tr> <tr> <td>76-85</td> <td>1%</td> <td>3%</td> <td></td> <td></td> </tr> <tr> <td>0-70</td> <td></td> <td>6%</td> <td>8%</td> <td></td> </tr> <tr> <td>71-80</td> <td></td> <td>5%</td> <td>7%</td> <td></td> </tr> <tr> <td>81-85</td> <td></td> <td>4%</td> <td>5%</td> <td></td> </tr> </tbody> </table>		3yr	5yr	7yr	10yr	0-75	2%	4%			76-85	1%	3%			0-70		6%	8%		71-80		5%	7%		81-85		4%	5%		0-75 = 8% 76+ = 5.5% Based on owner age
	3yr	5yr	7yr	10yr																															
0-75	2%	4%																																	
76-85	1%	3%																																	
0-70		6%	8%																																
71-80		5%	7%																																
81-85		4%	5%																																
Issue Ages	0-80 Q or NQ	0-80 Q or NQ	0-85 Q or NQ	0-85 Q or NQ	Owner 0-90, Annuitant 0-85 Q or NQ																														
Minimum Issue	\$15,000 Q and NQ	\$15,000 Q and NQ	\$1,000 Q and NQ	\$1,000 Q and NQ	\$10,000 Q and NQ																														
Maximum Issue	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000																														
Free Annual Partial Withdrawal	Int. only in yr 1 10% after yr 1	Int. only in yr 1 10% after yr 1	10% after year one	Interest Only in Yr 1 10% after Yr 1	10% after year one																														
Surrender Charges	5 years 8/7.5/6.5/5.5/4.5	7 years 10/10/10/10/9/8/7 (Different for TX)	5 years 8/7/6/5/4	3 yr: 7/5/3 5 yr: 8/7/6/4/2 7 yr: 8/7/6/5/4/3/2 10 yr: 9/8/7/6/5/4/3/2/1	10 years 10/9/8/7/6/5/4/3/2/1																														
Minimum Guarantee	*100% of premium at 1.5%	*100% of premium at 1%	*100% of premium at 2%	90% of premium at 3%	90% of premium at 3%																														
Comments	-Death Benefit: Accumulation Value or Min. Guarantee less surrender -Add'l deposits do not reset surrender -Can annuitize after yr 1 for a min. of 10 yrs -After yr 1 – 45 out of 60 days Nursing Home or Hospitalization Waiver -12 month or less TI waiver available *Min. Guarantee for 1 <sup>st</sup> 9 years, then will be floating between 1.5%-3.0% each contract ann. Based on 5 year treasury less 1.25% -Available Income Protector rider	Can annuitize after yr 1 for a min. of 10 yrs  Add'l deposits do not reset surrender  After yr 1 – 45 out of 60 days Nursing Home or Hospitalization Waiver  12 month or less TI waiver available  *Min. Guarantee for 1 <sup>st</sup> 7 years, then will be floating between 1.0%-2.0% each contract ann. Based on 5 year treasury less 1.25%  Available Income Protector rider  Similar product avail with min caps and spreads avail, contact CPS for more details	<b>*Account Value will receive the better of: -Index Gains; or -2% min guarantee</b>  -Can annuitize after year one for a life contingency  -60 day window after surrender period  -25% free withdrawals NH provision	N/H waiver: 25% if confined for 60 days after year one  *Add'l deposits receive additional comps – check w/ CPS for details  Add'l deposits do not reset surrender  Add'l deposits go in to fixed acct. until policy allocation date – 15 <sup>th</sup> of month 100% T.I. waiver -Can annuitize after year 1 for min. of life	Add'l. deposits do not reset surrender  Can annuitize after yr 5 for 5 yr min.  Confinement, Terminal Illness and Unemployment waivers available in most states  *ADL Rider available – Call for details																														
Product NOT in these states	NY, OR	NY, OR	AK, NJ, NY, OR, SC	AK, NY, VT	OR, NY																														



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# INDEX ANNUITY SPREADSHEET

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Carrier	Lincoln Benefit Life	Lincoln Benefit Life	Lincoln Benefit Life	Lincoln Financial Group	Lincoln Financial Group
<b>Ratings</b>	A.M. Best A+ S&P AA	A.M. Best A+ S&P AA-	A.M. Best A+ S&P AA-	A.M. Best A+ S&P AA-	A.M. Best A+ S&P AA-
<b>Assets</b>	2.2 Billion (76 Billion Allstate)	2.2 Billion (76 Billion Allstate)	2.2 Billion (76 Billion Allstate)	119.8 Billion	119.8 Billion
<b>Product Name</b>	Saver's Index	Saver's Index Plus	Saver's Index Premier	New Directions 6 and 8	OptiChoice 5
<b>Crediting Method</b>	Annual reset/ratchet Pt to Pt  2 Crediting Options based on participation rate  S&P 500 Index	<u>5 crediting methods</u> 1) Ann. Reset/Ratchet pt-to-pt 2) Ann. Reset/Ratchet pt-to-pt w/ low water mark 3) Ann. Reset/Ratchet w/ Mo. Avg 4) Ann. Reset/Ratchet w/ Mo. Cap 5) Fixed account  S&P 500 Index	3% Premium Bonus 5 crediting methods  1) Ann. Reset/Ratchet pt-to-pt 2) Ann. Reset/Ratchet pt-to-pt w/ low water mark 3) Ann. Reset/Ratchet w/ Mo. Avg 4) Ann. Reset/Ratchet w/ Mo. Cap 5) Fixed account  S&P 500 Index	1) 2 Yr Reset/Ratchet pt-to-pt  2) Ann. Reset/Ratchet performance triggered acct (PTA)**  ***3) Fixed  S&P 500 Index	1) Annual Reset/Ratchet Pt-to-Pt  2) Annual Reset/Ratchet w/ Monthly Cap  3) Annual Reset/Ratchet Monthly Avg. w/ Spread  4) Fixed Account  S&P 500 Index
<b>Premium Listing</b>	Single	Single	Single	Single	Flexible \$50 min add'l
<b>Crediting Rates</b>	PR Cap 100k+ 60% 4.75% 5.25% 100% 4.5% 5.00%  Bailout Provision – client can leave contract if renewal cap is 2% less than issue cap	Under \$100K 100K+ 1) 4.00% 4.50% 2) 3.65% 4.15% 3) 3.25% 4.25% 4) 1.60% 1.70% 5) 1.00% 1.00%  Min. fixed acct = 1.00%  100% PR Guaranteed	Under \$100K 100K+ 1) 5.00% 5.50% 2) 4.80% 5.30% 3) 4.25% 5.25% 4) 1.80% 1.90% 5) 1.25% 1.25%  Min. fixed acct = 1.00%  100% PR Guaranteed	6: Under \$100K 100K+ 2yr- 11.35% 12.35% PTA- 4.80% 5.15% Fixed- 2.80% 3.00% 8: Under \$100K 100K+ 2yr - 12.75% 13.50% PTA- 5.35% 5.60% Fixed- 3.10% 3.25% 100% PR guar. 2yr Min. CAP – 10% PTA Min. – 1.75% Fixed Min. – 1.75%	Under \$100K 100K+ 1) 4.05% 4.35% 2) 2.10% 2.20% 3) 9.00% 9.00% 4) 2.25% 2.40%  1) Min Cap. (2.50%) 2) Min Cap. (1.00%) 3) Max sprd. (9.00%) 4) Min Cap. (1.25%)
<b>Commission</b>	0-75 = 5% 76+ = 3.5% Based on owner age	0-75 = 4% 76-85 = 2.80% Trail comp available w/ Enhanced Rider	0-75 = 7.25% 76-85 = 5.075% Trail comp available w/ Enhanced Rider	6 yr: 0-75 = 3.5%, 76-80 = 2.75%, 81+ = 1.75% 8 yr: 0-75 = 4.5%, 76-80 = 3.5%, 81+ = 2.25%	0-75 5.0% 76-80 3.75% 81-85 2.50%
<b>Issue Ages</b>	Owner 0-90, Annuitant 0-75 Q or NQ	0-85 Q or NQ	0-85 Q or NQ	0-85 Q & NQ	0-85 Q & NQ
<b>Minimum Issue</b>	\$10,000 Q and NQ	\$10,000 Q and NQ	\$10,000 Q and NQ	\$10,000 Q and NQ	\$2000 Q / \$5000 NQ
<b>Maximum Issue</b>	\$1,000,000	\$1,000,000	\$1,000,000	Ages 0-65 = \$2 million Ages 65+ = \$500K	Ages 0-65 = \$2 million Ages 65+ = \$500K
<b>Free Annual Partial Withdrawal</b>	10% after year one	10% after year one	10% after year one	10% immediately	10% immediately
<b>Surrender Charges</b>	7 years 8/8/8/8/8/8	5 years 8/8/7/6/5	10 years 12/11/10/9/8/7/6/5	6 years 9/8/7/6/4.75/3.75 8 years 9/8/7/6/4.75/3.5/2/0.75 + or – MVA	5 years 9/8/7/6/5 (+ or – MVA)
<b>Minimum Guarantee</b>	90% of premium at 3%	100% of premium at 1.5%	100% of premium at 1.5%	100% of premium at 1.75%	100% of prem. at 1.25%
<b>Comments</b>	Can annuitize after year 1 w/ no surrender – min. 3 years  45 day window @ end of 7th yr to move money  Confinement, TI and Unemployment waivers available in most states  Saver's Index I is filed under different name in SC *ADL Rider available – Call for details	5 year contract  Confinement, TI, and unemployment waiver available  Return of premium guarantee rider available  -ADL Rider available – Call for details	10 year contract  Confinement, TI, and unemployment waiver available  Return of premium guarantee rider available  -ADL Rider available – Call for details	-Performance triggered account interest applied if S&P did not go down for that year** -Funds in 2 year pt-to-pt can only be reallocated every 2 yrs ***Fixed acct rate is guar for the entire surrender  *Living Income Advantage Avail  -No MVA in MN & OR  **Not available in WA	Add'l deposits do not reset surrender  30 day NH waiver and Terminal Illness waivers available  Can annuitize after yr 5 for min. of 5 years  *Living Income Advantage Avail
<b>Product NOT in these states</b>	NJ, NY, OR, VT	NY	AK, CT, MN, NJ, NY, PA, UT, WA	NY	NY



# INDEX ANNUITY SPREADSHEET

This spreadsheet is intended for use as a guide, see company literature for details

Carrier	Lincoln Financial Group	Lincoln Financial Group	North American	North American
Ratings	A.M. Best A+ S&P AA-	A.M. Best A+ S&P AA-	A.M. Best A+ S&P A+	A.M. Best A+ S&P A+
Assets	119.8 Billion	119.8 Billion	8.4 Billion	8.4 Billion
Product Name	OptiChoice 7	OptiChoice 9	Freedom Choice 6	Freedom Choice 8
Crediting Method	1) Annual Reset/Ratchet Pt-to-Pt  2) Annual Reset/Ratchet w/ Monthly Cap  3) Annual Reset/Ratchet Monthly Avg. w/ Spread  4) Fixed Account  S&P 500 Index	1) Annual Reset/Ratchet Pt-to-Pt  2) Annual Reset/Ratchet w/ Monthly Cap  3) Annual Reset/Ratchet Monthly Avg. w/ Spread  4) Fixed Account  S&P 500 Index	2 Crediting Methods -Annual Reset/Ratchet Pt – Pt and *Mo Pt – Pt 7 Indices: 1) S&P 500 2) DJIA 3) S&P Midcap 400 4) Russell 2000 5) NASDAQ-100 6) DJ Eurostoxx 50 7) Lehman Bros US 8) Annual Reset/Ratchet *Monthly Pt-to-Pt S&P 500 Only 9) Fixed	2 Crediting Methods -Annual Reset/Ratchet Pt – Pt and *Mo Pt – Pt 7 Indices: 1) S&P 500 2) DJIA 3) S&P Midcap 400 4) Russell 2000 5) NASDAQ-100 6) DJ Eurostoxx 50 7) Lehman Bros US 8) Annual Reset/Ratchet *Monthly Pt-to-Pt S&P 500 Only 9) Fixed
Premium Listing	Flexible \$50 min add'l	Flexible \$50 min add'l	Flexible \$100 min add'l	Flexible \$100 min add'l
Crediting Rates	Under \$100K 100K+ 1) 4.45% 4.75% 2) 2.25% 2.45% 3) 8.60% 8.15% 4) 2.45% 2.60%  1) Min Cap. (2.50%) 2) Min Cap. (1.00%) 3) Max sprd. (9.00%) 4) Min Cap. (1.50%)	Under \$100K 100K+ 1) 4.70% 5.15% 2) 2.35% 2.55% 3) 8.15% 7.60% 4) 2.60% 2.80%  1) Min Cap. (2.50%) 2) Min Cap. (1.00%) 3) Max sprd. (9.00%) 4) Min Cap. (1.75%)	5% <250k Over 250K 1) 4.00% 4.70% 2) 3.45% 4.20% 3) 3.35% 4.10% 4) 3.40% 4.20% 5) 3.30% 4.05% 6) 3.55% 4.30% 7) 3.00% 3.00% 8) 2.10% 2.40% 9) 2.20% 2.60% 10% <250K Over 250K 1) 3.35% 4.20% 2) 3.00% 3.70% 3) 3.00% 3.60% 4) 3.00% 3.65% 5) 3.00% 3.55% 6) 3.00% 3.80% 7) 3.00% 3.00% 8) 2.85% 2.20% 9) 1.90% 2.35%	5% <250k Over 250K 1) 5.80% 6.65% 2) 5.30% 6.15% 3) 5.10% 6.00% 4) 5.25% 6.10% 5) 5.05% 5.85% 6) 5.40% 6.30% 7) 3.00% 3.35% 8) 2.75% 3.05% 9) 3.20% 3.60% 10% <250K Over 250K 1) 5.10% 6.00% 2) 4.60% 5.50% 3) 4.45% 5.30% 4) 4.55% 5.45% 5) 4.45% 5.25% 6) 4.70% 5.65% 7) 3.00% 3.05% 8) 2.55% 2.85% 9) 2.90% 3.30%
Commission	0-75 6.0% 76-80 4.50% 81-85 3.00%	0-75 7.0% 76-80 5.25%	0-75 – 5.50% Comp reduced age 76+	0-75 – 5.50% Comp reduced age 76+
Issue Ages	0-85 Q & NQ	0-80 Q & NQ	0-85 Q or NQ	0-85 Q or NQ
Minimum Issue	\$2000 Q / \$5000 NQ	\$2000 Q / \$5000 NQ	\$2,000Q/\$10,000 NQ	\$2,000Q/\$10,000 NQ
Maximum Issue	Ages 0-65 = \$2 million Ages 65+ = \$500K	Ages 0-65 = \$2 million Ages 65+ = \$500K	\$3,000,000	\$3,000,000
Free Annual Partial Withdrawal	10% immediately	10% immediately	^5%/10% after year one	^5%/10% after year one
Surrender Charges	7 years 9/8/7/6/5/4/3 (+ or – MVA)	9 yrs. 9/8/7/6/5/4/3/2/1 (+ or – MVA)	6 Years 9/9/8/6/4/2 (Different for TX)	8 Years 9/9/8/7/6/5/4/2 (Different for TX)
Minimum Guarantee	100% of prem. at 1.50%	100% of prem. at 1.75%	87.5% of premium at 3%	87.5% of premium at 3%
Comments	30 day NH waiver and Terminal Illness waivers available Can annuitize after yr 5 for min. of 5 years *Living Income Advantage Avail	Add'l deposits do not reset surrender 30 day NH waiver and Terminal Illness waivers available Can annuitize after yr 5 for min. of 5 years **Can issue ages 81-85 with exception form *Living Income Advantage Avail	-Add'l deposits do not reset surrender ^Choice of 5 or 10% free W/Ds for increased cap, 5% option is NOT RMD friendly, No Syst W/D -NHW increases W/D by 10% (ages 0-75)  5% option not available in TX	-Add'l deposits do not reset surrender ^Choice of 5 or 10% free W/Ds for increased cap, 5% option is NOT RMD friendly, No Syst W/D -NHW increases W/D by 10% (ages 0-75)  5% option not available in TX
Product NOT in these states	NY	NY	AL,CT,DE,MN,MT,NV, NY, OR, UT,VT,WA	AL,CT,DE,MN,MT,NV, NY, OR, UT,VT,WA



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# INDEX ANNUITY SPREADSHEET

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Carrier	North American	North American	North American	North American
Ratings	A.M. Best A+ S&P A+	A.M. Best A+ S&P A+	A.M. Best A+ S&P A+	A.M. Best A+ S&P A+
Assets	8.4 Billion	8.4 Billion	8.4 Billion	8.4 Billion
Product Name	Freedom Choice 10	Prizm Plus 7	Prizm Plus 10	Prizm Plus 14
<b>Crediting Method</b>	-Annual Reset/Ratchet Pt – Pt and *Mo Pt – Pt 7 Indices: 1) S&P 500 2) DJIA 3) S&P Midcap 400 4) Russell 2000 5) NASDAQ-100 6) DJ Eurostoxx 50 7) Lehman Bros US 8) Annual Reset/Ratchet *Monthly Pt-to-Pt S&P 500 Only 9) Fixed	-Annual Reset/Ratchet Pt-to-Pt w/ PR, Monthly Average w/ PR & *Monthly pt – pt -Fixed Account 7 Indices: 1) S&P 500 2) DJIA 3) S&P Midcap 400 4) Russell 2000 5) NASDAQ-100 6) DJ Eurostoxx 50 7) Lehman Bros US *Monthly Pt-to-Pt S&P 500 & NASDAQ Only	5% prm bonus 1 <sup>st</sup> 7 yrs -Annual Reset/Ratchet Pt-to-Pt w/ PR, Monthly Average w/ PR & *Monthly pt – pt -Fixed Account 7 Indices: 1) S&P 500 2) DJIA 3) S&P Midcap 400 4) Russell 2000 5) NASDAQ-100 6) DJ Eurostoxx 50 7) Lehman Bros US *Monthly Pt-to-Pt S&P 500 & NASDAQ Only	10% prm bonus 1 <sup>st</sup> 7yrs -Annual Reset/Ratchet Pt-to-Pt w/ PR, Monthly Average w/ PR & *Monthly pt – pt w Cap -Fixed Account 7 Indices: 1) S&P 500 2) DJIA 3) S&P Midcap 400 4) Russell 2000 5) NASDAQ-100 6) DJ Eurostoxx 50 7) Lehman Bros US *Monthly Pt-to-Pt S&P 500 % NASDAQ Only
<b>Premium Listing</b>	Flexible \$100 min add'l	Flexible \$100 min add'l	Flexible \$100 min add'l	Flexible \$100 min add'l
<b>Crediting Rates</b>	5% <250k Over 250K 1) 6.15% 7.00% 2) 5.60% 6.45% 3) 5.45% 6.25% 4) 5.55% 6.35% 5) 5.35% 6.10% 6) 5.75% 6.60% 7) 3.10% 3.45% 8) 2.85% 3.15% 9) 3.35% 3.75% 10% <250K Over 250K 1) 5.35% 6.25% 2) 4.85% 5.75% 3) 4.70% 5.55% 4) 4.80% 5.70% 5) 4.65% 5.45% 6) 5.00% 5.90% 7) 3.00% 3.15% 8) 2.65% 2.90% 9) 3.00% 3.45%	Mo Avg Annual Pt-Pt 1) 25% 15% 2) 25% 15% 3) 20% 10% 4) 20% 10% 5) N/A 15% 6) N/A 15% 7) N/A 35% Mo Cap Fixed S&P 1.85% 2.00% NASDAQ 1.50%	Mo Avg Annual Pt-Pt 1) 35% 20% 2) 35% 20% 3) 25% 15% 4) 25% 15% 5) N/A 15% 6) N/A 20% 7) N/A 45% Mo Cap Fixed S&P 2.25% 2.10% NASDAQ 1.90%	Daily Annual 1) 40% 25% 2) 40% 25% 3) 25% 20% 4) 30% 15% 5) N/A 20% 6) N/A 20% 7) N/A 45% Mo Cap Fixed S&P 2.40% 2.30% NASDAQ 2.10%
<b>Commission</b>	0-75 – 5.50% Comp reduced age 76+	0-75 - 7.5% Comp reduced age 76+	0-75 - 7.5% Comp reduced age 76+	*0-75 - 7.5%
<b>Issue Ages</b>	0-79 Q or NQ	0-85 Q or NQ	0-79 Q or NQ	0-75 Q or NQ
<b>Minimum Issue</b>	\$2,000Q/\$10,000 NQ	\$2,000Q/\$10,000 NQ	\$2,000Q/\$10,000 NQ	\$2,000Q/\$10,000 NQ
<b>Maximum Issue</b>	\$3,000,000	\$3,000,000	\$3,000,000	\$3,000,000
<b>Free Annual Partial Withdrawal</b>	^5%/10% after year one	10% after year one	10% after year one	10% after year one
<b>Surrender Charges</b>	10 Years 9/9/8/7/6/5/4/3/2/1 (Different for TX)	7 years 9/9/8/7/6/4/2	10 Years 14/13/12/11/10/9/8/6/4/3	14 Years 18/18/17/15/15/15/15/14/12/10/8/6/4/2
<b>Minimum Guarantee</b>	87.5% of premium at 3%	87.5% of premium at 3%	87.5% of premium at 3%	87.5% of premium at 3%
<b>Comments</b>	-Add'l deposits do not reset surrender ^Choice of 5 or 10% free W/Ds for increased cap, 5% option is NOT RMD friendly, No Syst W/D -NHW increases W/D by 10% (ages 0-75)  5% option not available in TX	-Add'l deposits do not reset surrender -Annuitization available after the 8 <sup>th</sup> year for 5 years w/ 1% bonus -90 day NH waiver after 1 <sup>st</sup> year (ages 0-75)	-Add'l deposits do not reset surrender -Annuitization available after the 10 <sup>th</sup> year for 5 years w/ 1% bonus -90 day NH waiver after	Add'l deposits do not reset surrender Annuitization available after the 14 <sup>th</sup> year for 5 years w/ 2% bonus 90 day NH waiver after 1 <sup>st</sup> year (ages 0-75)  *Only issues up to age 65 in CA
<b>Product NOT in these states</b>	AL,CT,DE,MN,MT,NV, NY, OR, UT,VT,WA	AL,CT,DE,MN,MT,NV, NY,OR,TX,UT,VT,WA	AL,CT,DE,MN,MT,NV, NY,OR,TX,UT,VT,WA	AL,CT,DE,MN,MT,NV, NY,OR,TX,UT,VT,WA



# INDEX ANNUITY SPREADSHEET

This spreadsheet is intended for use as a guide, see company literature for details

Carrier	North American	RBC (Liberty Life)	RBC (Liberty Life)	RBC (Liberty Life)
Ratings	A.M. Best A+ S&P A+	A.M. Best A	A.M. Best A	A.M. Best A
Assets	8.4 Billion	3.75 Billion	3.75 Billion	3.75 Billion
Product Name	Ten	Choice 10 Annuity	Enhanced Choice 8	Enhanced Choice 10
Crediting Method	-10% Premium Bonus -Annual Reset/Ratchet Mo Avg, Ann Pt – Pt and *Mo Pt – Pt Z Indices: 1) S&P 500 2) DJIA 3) S&P Midcap 400 4) Russell 2000 5) NASDAQ-100 6) DJ Eurostoxx 50 7) Lehman Bros US 8) Hindsight Index Blend *Monthly Pt-to-Pt for indices 1 & 5 only 9) Fixed	5 Crediting Methods  1) Annual Reset / Ratchet Annual Point to Point(S&P 500) 2) Annual Reset / Ratchet Monthly Point to Point(S&P 500) 3) Annual Reset / Ratchet Quarterly Point to Point(DIJA Index) 4) Annual Reset / Ratchet Monthly Average with cap(DIJA Index) 5) Fixed Account	2% Prem Bonus 5 Crediting Methods  1) Annual Reset / Ratchet Annual Point to Point(S&P 500) 2) Annual Reset / Ratchet Monthly Point to Point(S&P 500) 3) Annual Reset / Ratchet Quarterly Point to Point(DIJA Index) 4) Annual Reset / Ratchet Monthly Average with cap(DIJA Index) 5) Fixed Account	5% Premium Bonus 5 Crediting Methods  1) Annual Reset / Ratchet Annual Point to Point(S&P 500) 2) Annual Reset / Ratchet Monthly Point to Point(S&P 500) 3) Annual Reset / Ratchet Quarterly Point to Point(DIJA Index) 4) Annual Reset / Ratchet Monthly Average with cap(DIJA Index) 5) Fixed Account
Premium Listing	Flexible \$100 min add'l	Flexible \$500 min add'l	Single	Single
Crediting Rates	Mo Avg Annual Pt-Pt 1) 3.00% 3.05% 2) 3.00% 3.00% 3) 3.00% 3.00% 4) 3.00% 3.00% 5) N/A 3.00% 6) N/A 3.00% 7) N/A 3.00% 8) N/A 3.00% Mo Cap Fixed S&P 500 1.70% 1.50% NASDAQ-100 1.35%	1) 4.50% 2) 2.00% 3) 2.50% 4) 5.00% 5) 2.25%	1) 5.00% 2) 2.50% 3) 3.00% 4) 5.00% 5) Year 1 – 2.30% Year 2-8 – 1.30%	1) 4.25% 2) 1.75% 3) 2.25% 4) 5.00% 5) Year 1 – 2.15% Year 2-8 – 1.15%
Commission	0-75 – 6.5% Comp reduced age 76+	*0-75 = 9.25% *76-80 = 7.75% *81-85 = 5.25%	**0-75 = 5.25 **76-80 = 3.75% **81-85 = 2.75%	0-75 = 7% 76-80 = 5% 81-85 = 3%
Issue Ages	^0-79 Q or NQ	0-85 NQ / 0-80 Q	0-85 NQ / 0-80 Q	0-85 NQ / 0-80 Q
Minimum Issue	\$2,000Q/\$10,000 NQ	\$5,000 Q and NQ	\$5,000 Q and NQ	\$5,000 Q and NQ
Maximum Issue	\$3,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Free Annual Partial Withdrawal	10% after year one	10% after year one	10% Immediately*	10% after year one
Surrender Charges	10 years 18/16/14/12/11/10/8/6 /4/2	10 Years^ 9/9/8/7/6/5/4/3/2/1 (+ or – MVA)	8 years^ 9/8/7/6/5/4/3/2 (+ or – MVA)	10 Years 10/10/10/9.5/9/8/7/6/4 /2 (+ or – MVA)
Minimum Guarantee	87.5% of premium at 3%	87.5% of premium at 1.25%	87.5% of premium at 1.25%	87.5% of premium at 1.25%
Comments	-Add'l deposits do not reset surrender -Annuitization available after yr 1 for life or 5x5. -90 day NH waiver after 1 <sup>st</sup> year (ages 0-75) ^78 in IN	Nursing Home waiver available after year one – 90 days  Terminal Illness waiver after year one (TI – less than 12 months to live)  ^10/10/9.5/9/8/7/6/4/4/2 in most states  **Comps reflect CA and WA, all other states, contact CPS for details on higher comp	-Nursing Home waiver available after year one – 90 days -Terminal Illness waiver after year one (TI – less than 12 months to live)  *10% in CA, other states are 10% after year one  ^ 10/9/8/7/6/5/4/2 in most states  **Comps reflect CA and WA, all other states, contact CPS for details on higher comp	Nursing Home waiver available after year one – 90 days  Terminal Illness waiver after year one (TI – less than 12 months to live)  GLWB Rider -7.5% rollup each year on IV
Product NOT in these states	AL, AK, CT, DE, MN, NV, NY, OR, TX, UT, VT, WA	CT, DE, IL, MN, NJ, NY, OK, OR, PA, TX, UT	AK, CT, DE, HI, MN, NJ, NY, OK, OR, PA, UT	AK, CA, CT, DE, HI, IL, MN, MO, NJ, NY, OK, OR, PA, TX, UT, VT,



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# INDEX ANNUITY SPREADSHEET

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Carrier	Reliance Standard	The Standard	Transamerica																												
Ratings	A.M. Best A S&P A	A.M. Best A S&P AA-	A.M. Best A S&P AA-																												
Assets	3.5 Billion	12.9 Billion	103.9 Billion																												
Product Name	Keystone 5, 7 & 10	Index Growth Annuity 5 and 7	Index Advantage																												
Crediting Method	5 Crediting Methods 1) Annual Reset/Ratchet Pt to Pt 2) Annual Reset/Ratchet Pt to Pt w/ PR 3) Annual Reset/Ratchet W/ Mo Avg 4) Annual reset/Ratchet Mo Avg w/ PR 5) Fixed  S&P 500	5 and 7 year contract  1) Annual Reset/Ratchet point to point  2) Fixed Account  S&P 500 Index	2 Crediting Methods  1) Annual Reset/Ratchet Pt to Pt w/Bailout Rate 2) Fixed Account  S&P 500 Index																												
Premium Listing	Single	Single	Single																												
Crediting Rates	<table border="1"> <thead> <tr> <th>5yr</th> <th>7yr</th> <th>10yr</th> </tr> </thead> <tbody> <tr> <td>1) 4.5%</td> <td>5.00%</td> <td>5.00%</td> </tr> <tr> <td>2) 25%</td> <td>30%</td> <td>30%</td> </tr> <tr> <td>3) 5.0%</td> <td>5.50%</td> <td>5.50%</td> </tr> <tr> <td>4) 35%</td> <td>40%</td> <td>40%</td> </tr> <tr> <td>5) 2.75%</td> <td>2.85%</td> <td>2.95%</td> </tr> </tbody> </table> Minimums for all yrs: 1) 4% 2) 25% 3) 5% 4) 35%	5yr	7yr	10yr	1) 4.5%	5.00%	5.00%	2) 25%	30%	30%	3) 5.0%	5.50%	5.50%	4) 35%	40%	40%	5) 2.75%	2.85%	2.95%	<table border="1"> <thead> <tr> <th>5yr</th> <th>7yr</th> </tr> </thead> <tbody> <tr> <td>PR 100%</td> <td>100%</td> </tr> <tr> <td>CAP 3.50%</td> <td>3.75%</td> </tr> <tr> <td>100K+ 4.25%</td> <td>4.50%</td> </tr> <tr> <td>Fixed 1.70%</td> <td>1.70%</td> </tr> </tbody> </table> Min Fix – 1.30% Min Cap – 2.0% Bailout provision if cap drops 2% lower then initial rate *Principal Gaur rider avail	5yr	7yr	PR 100%	100%	CAP 3.50%	3.75%	100K+ 4.25%	4.50%	Fixed 1.70%	1.70%	1) 6.00% w/3.25% Bailout Rate  2) 1.75%(1.5% min)
5yr	7yr	10yr																													
1) 4.5%	5.00%	5.00%																													
2) 25%	30%	30%																													
3) 5.0%	5.50%	5.50%																													
4) 35%	40%	40%																													
5) 2.75%	2.85%	2.95%																													
5yr	7yr																														
PR 100%	100%																														
CAP 3.50%	3.75%																														
100K+ 4.25%	4.50%																														
Fixed 1.70%	1.70%																														
Commission	<table border="1"> <thead> <tr> <th>5yr</th> <th>7yr</th> <th>10yr</th> </tr> </thead> <tbody> <tr> <td>0-80: 4.0%</td> <td>5.0%</td> <td>8.5%</td> </tr> <tr> <td>81-85:3.2%</td> <td>4.0%</td> <td>6.8%</td> </tr> </tbody> </table>	5yr	7yr	10yr	0-80: 4.0%	5.0%	8.5%	81-85:3.2%	4.0%	6.8%	<table border="1"> <thead> <tr> <th>5 year</th> <th>7 year</th> </tr> </thead> <tbody> <tr> <td>0-80 = 4.50%</td> <td>5.5%</td> </tr> <tr> <td>81-85 = 2.25%</td> <td>2.75%</td> </tr> <tr> <td>86-90 = 1.85%</td> <td>2.25%</td> </tr> </tbody> </table>	5 year	7 year	0-80 = 4.50%	5.5%	81-85 = 2.25%	2.75%	86-90 = 1.85%	2.25%	0-80 = 7.50%											
5yr	7yr	10yr																													
0-80: 4.0%	5.0%	8.5%																													
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86-90 = 1.85%	2.25%																														
Issue Ages	0-85 Q or NQ	0-90 Q or NQ	0-80 Q or NQ																												
Minimum Issue	\$10,000 Q and NQ	\$15,000 Q and NQ	\$2,000 Q / \$10,000 NQ																												
Maximum Issue	\$500,000	\$1,000,000	\$1,000,000																												
Free Annual Partial Withdrawal	10% Immediately	10% immediately	10% after year one																												
Surrender Charges	5yr:9/8/7/6/5 7yr:9/8/7/6/5/4/3 10yr:9/8/7/6/5/4/3/2/1	5 years 8/7/6/4/2 7 years 9/8/7/6/5/4/2	10 years *9/9/8/7/6/5/4/3/2/1																												
Minimum Guarantee	100% of premium at 2% (1.5% for 5 yr)	100% of premium at 1%	100% of premium at 1.50%																												
Comments	Nursing Home Waiver available after year one – 90 days increases liquidity to 25%  Terminal Illness waiver after year one – 100%	31 day Nursing Home, and terminal Illness waiver available after year 1 *Princ guarantee rider lowers cap by 40bps	*8 year for IN and MD 8/8/7/6/5/4/3/2  Terminal Illness and Nursing Home Waiver  Can annuitize after year 1 for a period of at least 60mths																												
Product NOT in these states	AL,MN,MT,NV, NY,OR,UT	NY	NY, NJ																												



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