

## Defense wins games, even in the market – see how!



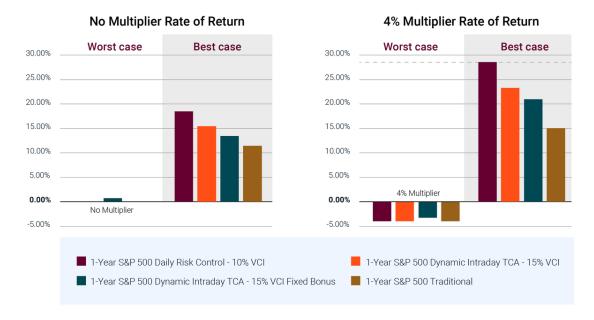
Your clients don't have to pick between playing an offensive or defensive game. Our new Elite Indexed Universal Life Insurance (IUL) Portfolio offers products that allow clients to have both protection and participation. And they can up their performance by taking advantage of the multiplier rider.

## Let's look at two sides of the same coin

**No Multiplier:** The multiplier isn't selected. Your clients see downside protection with a 0% floor and participate in the market returns up to the cap. No additional growth potential, but no losses due to index performance. (Note: loss may be possible due to policy charges.)

**4% Multiplier:** This provides an Enhanced Performance Multiplier of 66% to 90% depending on the Indexed Account selected. Clients capped out, but because they elected the multiplier rider, they were able to multiply their return. The difference in accumulation potential? It's not incremental – it's exponential. But the trade-off is in down or modest return environments the multiplier charge can result in lower returns or losses of up to 4%.

The data shows just how different those two paths can be over time, even with the same allocation. Whether the outcome is steady or supercharged by the multiplier option, it's the type of scenarios clients deserve to see played out.



Sample illustration only to demonstrate how policy works. Not actual performance. It is possible that the policy will lose value if the indexes do not perform, due to policy charges.



The best part is that the rider can be turned off and on, depending on your clients' risk tolerance and the market.

And our <u>Indexed Account Analyzer Tool</u> helps you stresstest possible scenarios. Ready to see for yourself?



## Your tomorrow. Our priority.<sup>™</sup>

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Products, riders, and features are subject to state availability. The insurance policy and riders have limitations, exclusions, and/or reductions. It is possible coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage. Check state availability.

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