

January, 2026

# THE TWH UPDATE



TWH


[\(click here for a video about this month's issue\)](#)

## How Today's Economic Uncertainty Will Help You Sell Even More Index Annuities

In today's environment of persistent volatility, mixed economic signals, and heightened client anxiety, people have more concerns than ever about their retirement assets. Indexed annuities are uniquely positioned to address these concerns. But beyond their client value, FIAs also offer advisers a powerful opportunity to differentiate themselves, attract new clients, and deepen existing relationships.

### Why Indexed Annuities Matter More Than Ever

The core strengths of indexed annuities remain timeless:

- **Principal protection** during market downturns
- **Market-linked growth potential** without direct exposure
- **Guaranteed income options** to address longevity risk

But today's domestic and global uncertainty amplifies their relevance. With inflation pressures, elevated interest rates, and geopolitical instability shaping investor sentiment, clients are actively seeking assets that provide stability without sacrificing opportunity.

### How You Can Use This to Acquire More Clients and Increase Annuity Sales

Here's where the opportunity becomes actionable. Below are practical and effective ways you can leverage the current economic environment to grow your practice.

#### 1. Lead With Education, Not Sales

Clients are overwhelmed by conflicting financial news. Advisors who simplify complexity stand out.

##### Practical moves:

- Offer a free "Retirement Stability Checkup" that includes a free assessment, and recommendations.
- Publish a monthly "Market Stability Update" that highlights safe-money strategies.

When you become the educator, clients naturally see you as the trusted guide.

#### 2. Use the Current Economic Climate as a Conversation Starter

Volatility is the one topic every client is already thinking about. You can use this to open meaningful discussions.

##### Conversation openers:

- "How comfortable are you with your current level of market exposure?"
- "Would you like to explore options that protect your principal but still offer growth?"
- "If the market dropped 20% tomorrow, how would that impact your retirement timeline?"

These questions naturally lead to annuity conversations without feeling forced.

#### 3. Position FIAs as a Portfolio Stabilizer, Not a Replacement

Clients resist "all-or-nothing" recommendations. You will gain more traction by framing FIAs as a **risk-management tool**.

##### Effective framing:

- "This isn't about replacing your investments—it's about insulating part of your portfolio."
- "Think of this as your volatility buffer."
- "This creates a foundation so the rest of your assets can work harder."

This approach reduces resistance and increases adoption.

#### 4. Offer a Clear & Simple Next Step

Clients often stall because they don't know what to do next.

##### Effective next steps:

- Offer a free "Income Gap Analysis"
- Offer a personalized "Volatility Stress Test"

The easier the next step, the more likely they'll take it. And we can help you with any or all these approaches.

We're here to support your success.

**800-200-9194** or

[info@twhagency.com](mailto:info@twhagency.com)

*Greg Skogsberg*  
**TWH President & Owner**

## Perfectly Balanced Retirement Tool

Below is an example of how the PBR tool can show clients how to balance risk and safety assets in the right ratio (60/40 in this case), with 60% in 'Safety Growth' (Index Annuities) and 40% in 'Risky Growth'. The growth rates for both sides come from real historical economic performance, so there is no assumption or misrepresentation of performance on either the Risky or Safe side.

Once the proper balance is reached, strategic income withdrawals are taken from one side or the other each year (shown in red), with a 3% inflation increase each year. Which side the withdrawal is taken from is determined by how the market performs each year.

Perfectly Balanced Retirement		40% (Must be at least 10%)		60%	
(Using Historical Economic Performance)		Risky Growth (Index ETFs)		Safety Growth (Index Annuities)	
Investable Assets		Portfolio	\$159,200	Portfolio	\$238,800
IRAs	\$ -			Withdrawal: \$ 12,000	
Mut.Funds	\$ 150,000		Annual Fee: 1.50%		
403b	\$ 48,000		Smart 60/40	Withdrawals	Safe Bucket
Cash	\$ -	Start	Growth	\$159,200	Withdrawals
CDs	\$ 200,000	2007	3.57%	\$162,405	\$ 12,000
Total	\$ 398,000	2008	-26.42%	\$117,711	\$ 12,360
		2009	19.15%	\$125,610	\$ 12,731
		2010	10.90%	\$137,217	\$ 13,113
Annual Withdrawal		2011	14.9%	\$137,174	\$ 13,506
	\$ 12,000	2012	8.08%	\$132,332	\$ 13,911
		2013	16.61%	\$137,885	\$ 14,329
Inflation		2014	8.85%	\$133,302	\$ 14,758
	3.0%	2015	-2.21%	\$128,402	\$ 15,201
		2016	6.47%	\$134,657	\$ 15,657
		2017	11.60%	\$132,143	\$ 16,127
Soc.Sec.		2018	-7.29%	\$120,677	\$ 16,611
Terry \$2,100/mo	\$ 25,200	2019	22.15%	\$128,342	\$ 17,109
Donna \$1,650/mo	\$ 19,800	2020	12.77%	\$125,199	\$ 17,622
Combined:	\$ 45,000	Avg:	4.62%	\$106,588	Withdrawals
+ Withdrawals:	\$ 12,000			Total Withdrawals: \$205,036	
Total Income:	\$ 57,000	or...	\$ 4,750 /month	Total Investable Assets Remaining: \$634,292	\$236,292
				Black=more than you started with.	Red=means less than you started with.

### The outcome:

1. By balancing assets between Risky and Safety assets, large losses are avoided, and more assets are protected.
  - a. This also reduces volatility because index annuities do not swing up and down with the markets.
2. By creating a smart withdrawal strategy, the Risky assets are not reduced further in years when the market is down, thus reducing the impact to the balance on the Risky side.
  - a. This strategy creates approximately \$300,000 more in assets compared to a non-balanced plan using only a Risky account, with no alternative accounts from which to take income withdrawals.

If you would like to see how real numbers would look for any of your clients, please call or email and we can create a customized plan for as many people as you like. Call Greg on 714-283-9196 (direct line).



## The TWH 2026 *Elite Producers Club* Marketing Allowance Plan

- Five levels of cash bonus!
- Bonuses paid monthly!
- Up to \$6,250 extra cash!

*Five levels of increased compensation to help you with your marketing costs. Whether it's to fund a lead program or upgrade your technology, this plan will help you build a more successful business!*

Level	Requirements	Earned Bonus	Cumulative Earned Bonus
I	\$250,000 of annuity premium	\$250	\$250
II	\$500,000 of annuity premium	\$500	\$750
III	\$1,000,000 of annuity premium	\$1,000	\$1,750
IV	\$2,000,000 of annuity premium	\$1,500	\$3,250
V	\$3,000,000 of annuity premium	\$3,000	\$6,250
*	Additional Custom Rewards	Tailored to Each Adviser's Wants & Needs	

- **Rules:**
- This plan is not available for any agents receiving any other type of marketing, lead, seminar, or client prospecting programs.
- TWH Agency reserves the right to modify or terminate this plan at any time. All final decisions are at the discretion of TWH Agency.
- This plan is for paid business only, from 01/01/2026 through 12/31/2026.
- All payouts and awards will be paid monthly.
- One bonus level per producer.
- All Annuity and Single Premium Life Insurance business with terms of 7 years or more earn 100% Premium Credits. Premium Credits will be reduced for older age cases by the amount of commission reduction. Plans with less than 7-year duration, MYG annuities and immediate annuities will be credited at 50%.
- Qualification for initial membership will be \$250,000 of qualified premium.

A guide to companies, products, rates, and additional information.  
For more information, call **1-800-200-9194**.

COMPANY	PRODUCT	CURRENT RATE / YIELD	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
<b>Athene</b>  A.M. Best A- Standard & Poors A- Moody's A1  (Call for state availability) 	<b>Performance Elite 15 Plus</b>  <b>20% Premium Bonus</b>  8% Bonus Version also Available Not Available in CA	S&P Annual Point to Point Cap 7.00% (no fee) 9.50% (fee)  S&P 500 FC Index 1 Yr. 97% Par (no fee) 1 Yr. 127% Par (fee) 2 Yr. 100% Par (no fee) 2 Yr. 135% Par (fee)  3.70% for Fixed Interest	SPDA \$25,000 NQ/Q  Guarantee .25% on 87.5% of premiums	0 - 73  Max. age as low as 47 in some states.  Call for details.	15 Years  14, 13, 12, 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1%	10% of Premium after year 1. 20% per year if not taken a year before.  .95% liquidity rider included with every policy  No Lifetime Income Rider	<b>0-70 8.00%</b> <b>71+ 7.50%</b>
<b>Corebridge (formerly American General)</b>  A.M. Best : A Fitch: A+ Moody's: A2 Standard & Poor's: A+	  (Call for state availability)	1-Year ML Strategic Balanced Par. 80%/105%* 1-Year PIMCO Global Optima Par. Rate 58%/68%* 1-Year S&P 500 Annual Cap 9.00%/10.00%* 2-Year ML Strategic Balanced w/ Spread .80%/1.05%* 2-Year PIMCO Global Optima w/ Spread 65%/80%* 2-Year S&P 500 Annual Par. Rate 43%/37%* AB All Market Index 2 Year Par. Rate 220%/240%* AB All Market Index Annual w/ Spread 165%/150%*  *less than \$100,000	SPDA \$25,000 NQ \$25,000 Q Minimums	50 - 78  (Annuitant up to 95)	10 Year Declining  10, 9, 8, 7, 6, 5, 4, 3, 2, 1%  (Terminal Illness Waiver) (2 of 6 ADLs Waiver) (Extended Care Waiver)  Waivers not available in All States. Call for details.	10% Beginning yr 2	<b>50-75 = 7.00%</b>  <b>Trails Available</b>

Company ratings are effective December 31<sup>st</sup> 2024.

Not for use as a consumer sales piece. Information is incomplete and could be misleading. Rates and commissions are subject to change and vary by state. Products not available in all states.

## GET PAID FASTER

BY LETTING US  
REVIEW THE APPLICATION...

Let us review your application forms for you before you send them in. We find potential improvements that can be made to 85% of the applications we review prior to being sent to a carrier. And, those applications are processed faster, and with fewer additional needed actions from you—and fewer trips back to have the client sign or initial something on a form. It won't delay the process. In fact, it will shorten the time to get the policy issued and the commission payments sent out.

## Indexed Annuity Rates & Data (continued)

COMPANY	PRODUCT	CURRENT PARTICIPATION RATE	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Products distributed through Legacy Marketing Group							
<b>Americo Life</b> <b>A.M. Best 'A'</b>	<b>*LibertyMark 10</b>  <b>#LibertyMark 10 Plus</b> (5% Premium Bonus 10% Accumulation Bonus in most states on the 10 Plus only)	<b>S&amp;P 500 One-Year Point-to-Point Strategy</b> #8.05% <b>Guarantee One-Year</b> #4.25%  <b>S&amp;P 500 One-Year Point-to-Point</b> *6.55% <b>Guarantee One-Year</b> *3.25%	#Initial: \$10,000 NQ/Q  *#Guarantee 1.00% on 100% of Premium	*0-85 #0-80	*10 Years 12, 11.50, 11, 10.50, 10, 9, 8, 7, 6, 5, 0%  #10 Years 13, 13, 12.5, 11.5, 10.5, 9.5, 8.5, 7.5, 6.5, 5.5, 0%	*#10% After Year 1	<b>0-70:</b> *6.75% #6.75%
							Commission reduced in CA
<b>Fidelity &amp; Guaranty Life Insurance Co</b> A.M. Best A-	<b>Power Accumulator 10</b>  <b>Approved in CA!</b>	<b>Six ETF Crediting Choices</b> No Caps on Any Strategies! 1-Year Balanced Asset 10 Index 1-Year iShares Core S&P 500 ETF (IVV) 1-Year iShares Gold Trust (IAU) 1-Year iShares MSCI EAFE (EFA) 1-Year iShares U.S. Real Estate (IYR) 2-Year Balanced Asset 10 Index 2-Year iShares Core S&P 500 ETF (IVV) 2-Year iShares MSCI EAFE (EFA) 2-Year iShares U.S. Real (IYR)  Call for participation rates and spreads.	FPDA \$10,000 NQ/Q  MVA	0 - 85	10 Years 9, 9, 8, 7, 6, 5, 4, 3, 2, 1%  Higher in some states.  (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	<b>10% after one years</b>	<u>Age 0-75</u> 7.50% <u>Age 76-80</u> 5.25% <u>Age 81-85</u> 4.00%
<b>F&amp;G is The ONLY company offering interest crediting tied to ETF performance!</b>	<b>Prosperity Elite 10 0, 2, or 5% Vested Bonus (Reduced 50% at age 76)</b>	<b>Seven Crediting Choices</b> 1.) S&P 500 1 year monthly point-to-point subject to a monthly cap of 2.30% 2.) S&P500 Gain Interest 4.50% 3.) S&P500* CAP 6.75% 4.) S&P500+ CAP 6.50% Annual Fixed Rate 3.75% * Monthly Averaging + Point to Point	FPDA \$10,000 NQ/Q \$2,000 min allocation Guarantee 1.00% on 87.5% of Premium	0 - 85	10 Years 9, 9, 8, 7, 6, 5, 4, 3, 2, 1%  (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	<b>10% after one year</b>  Call for Income Rider Details	<u>Age 0-70</u> 8.00% <u>Age 71-75</u> 6.00% <u>Age 76-85</u> 4.25%
	<b>Prosperity Elite 14 0, 4, or 7% Vested Bonus (Reduced 50% at age 76) Not Available in CA</b>	<b>Seven Crediting Choices</b> 1.) S&P 500 1 year monthly point-to-point subject to a monthly cap of 2.35% 2.) S&P500 Gain Interest 4.75% 3.) S&P500* CAP 7.00% 4.) S&P500+ CAP 6.75% Annual Fixed Rate 3.75% * Monthly Averaging + Point to Point	FPDA \$10,000 NQ/Q \$2,000 min allocation Guarantee 1.00% on 87.5% of Premium	0 - 85	14 Years 14.75, 13.75, 12.75, 11.75, 10.75, 10, 9, 8, 7, 6, 5, 4, 3, 2%  (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	<b>10% after one year</b>  Call for Income Rider Details	<u>Age 0-70</u> 8.50% <u>Age 71-75</u> 6.50% <u>Age 76-85</u> 4.50%
	<b>Safe Income Advantage</b>	S&P500 Gain Interest 2.25% S&P500 * CAP 1.20% S&P500 + CAP 3.00% Annual Fixed Rate 2.50% * Monthly Averaging + Point to Point	SPDA \$10,000 NQ/Q \$2,000 min allocation Guarantee 1.00% on 87.5% of Premium	0 - 80	10 Years 9, 9, 8, 7, 6, 5, 4, 3, 2, 1%  (Nursing Home Waiver) (Terminal Illness Waiver) (Home Health Care Waiver)	<b>10% after one year</b>  Call for Income Rider Details	<u>Age 0-75</u> 7.50% <u>Age 76-80</u> 5.50%

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## Indexed Annuity Rates & Data (continued)

COMPANY	PRODUCT	CURRENT PARTICIPATION RATE	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
<b>Equitrust</b> Life Insurance Company A.M. Best B++ S&P BBB+  (Check state availability for MVA, riders, etc.)	<b>Market Ten Bonus</b>  <b>6% Bonus, MVA, &amp; ROP</b>	All S&P500: Monthly Avg. 65% Par.Rate. Monthly Cap 2.00% Annual Pt. to Pt. 6.00% Cap 1 year fixed 3.50%	FPDA \$30,000 NQ \$30,000 Q Minimums Guarantee 1% on 87.5% of premium	0 - 80	10 Year Declining 10,10,10,10,10,9,8,7,6,4%  (Confinement Waiver) (Return Of Premium)	<b>10% Beginning yr. 1</b>	<b>Ages 0-75</b> <b>7.00%</b>  <b>Trails Available</b>
	<b>Market Value Index</b>  <b>MVA</b>  (Also available with Income Benefit Rider)	S&P500: Monthly Avg. 70% Par.Rate. Monthly Cap 3.00% Annual Pt. to Pt. 10.00% Cap 1 year fixed 5.25%	FPDA \$10,000 NQ \$10,000 Q Minimums Guarantee 1% on 87.5% of premium	0 - 80	10 Year Declining Call for fee schedule by state.  (Confinement Waiver) (Return Of Premium)	<b>Interest only yr. 1</b> <b>10% yrs. 2+</b>	<b>Ages 0-75</b> <b>7.00%</b>  <b>Trails Available</b>
<b>Global Atlantic</b> Financial Company A.M. Best A-	<b>Income 150+ SE</b>  <b>50%+ Premium Bonus to the Income Account (20%,15%, 15%, +150% of index crediting)</b>  Call for more details	<b>Accumulation Account</b> 1 yr. pt to pt w/Cap 4.50% BlackRock Diversa VCI Two Year Point-to-Point 80% Participation  <b>1 Year Fixed 2.90%</b>	SPDA \$10,000 NQ/Q Guarantee 1% on 87.5% of premium	55 - 80	10 years 9, 8, 7, 6,5, 4,3, 2,1%  (Nursing Home Waiver) (Terminal Illness Waiver)  MVA	<b>10% After Year 2</b>  Call for Income Rider Details  Income Rider fee 0.95% Rider not optional	<b>Ages 55-80</b> <b>7.00%</b>  <b>Ages 81-85</b> <b>3.50%</b>

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## Top 15 Crediting Methods

★ Gold Star Carriers Have Proven Renewal Rate Integrity

	CARRIER/PRODUCT	AM	TERM	INDEX/RESET/CREDITING METHOD	BONUS	CAP	PAR	FEES	RETURN
1	Athene/Accumulator 10	★	A+	10 AI Powered Global Opportunities*/Biennial/P-P	0%	0%	225%	0%	20.87%
2	Aspida/Synergy Choice Max 10 (CA)		A-	10 Invesco QQQ/Biennial/P-P	0%	0%	120%	0%	19.58%
3	Athene/Performance Elite 10 Plus	★	A+	9 AI Powered Global Opportunities*/Biennial/P-P	20%	0%	195%	2.2%	19.19%
4	Athene/Performance Elite 10	★	A+	9 AI Powered Global Opportunities*/Biennial/P-P	15%	0%	195%	1.25%	18.68%
5	Athene/Accumulator 10	★	A+	10 AI Powered Global Opportunities*/Annual/P-P	0%	0%	170%	0%	17.06%
6	Axonics Insurance/Trailhead FIA 10 CA		A-	10 S&P 500 Dynamic Intraday TCA*/Biennial/P-P	0%	0%	115%	0%	15.5%
7	Athene/Performance Elite 10 Plus	★	A+	9 AI Powered Global Opportunities*/Annual/P-P	20%	0%	145%	2.2%	15.29%
8	Global Atlantic (Forethought)/ForeAccumulation II 10	★	A	10 PIMCO Tactical Balance*/Biennial/P-P	0%	0%	295%	0%	15.28%
9	Axonics Insurance/Trailhead FIA 7 CA		A-	7 S&P 500 Dynamic Intraday TCA*/Biennial/P-P	0%	0%	115%	0%	14.68%
10	Global Atlantic (Forethought)/ForeAccumulation II 7	★	A	7 PIMCO Tactical Balance*/Biennial/P-P	0%	0%	290%	0%	14.48%
11	Aspida/Synergy Choice Bonus 10 (CA)		A-	10 Invesco QQQ/Biennial/P-P	10%	0%	77%	0%	14.32%
12	Global Atlantic (Forethought)/ForeAccumulation II 5	★	A	5 PIMCO Tactical Balance*/Biennial/P-P	0%	0%	285%	0%	13.84%
13	American Equity/AssetShield 9 CA	★	A-	9 Nasdaq Premier*/Biennial/P-P	0%	0%	120%	1.5%	13.54%
14	EquiTrust/Market Value Index	★	B++	10 S&P 500 Dynamic Intraday TCA*/Biennial/P-P	0%	0%	115%	0%	13.47%
15	Allianz/Accumulation Advantage+		A+	10 S&P 500/Monthly/Sum	14%	2.1%	100%	0.95%	12.65%

Powered by: INDEX ALYZER

\*Uses Partial Hypothetical Back-Testing

\*For agent use and allocation recommendation purposes only. The Index Resource Center LLC and all affiliated companies will not be responsible for inaccuracies in this report.

**NOTE: For agent use only—not for use with clients. Crediting methods vary by state and availability based on each client's needs.**  
**Call for a custom report tailored to your needs: 800-200-9194.**



## Indexed Annuity Rates & Data (continued)

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COMPANY	PRODUCT	CURRENT PARTICIPATION RATE	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
<b>Clear Spring Life (formerly Guggenheim)</b> 	<b>Highlander W/MVA</b>	<b>S&amp;P 500:</b> 1yr Cap 7.50% 1yr Participation Rate 45%  <b>S&amp;P 500 MARC 5%:</b> 1yr Participation Rate 170% 1 year fixed 3.60%	SPDA \$10,000 NQ \$5,000 Q Minimums	0 - 80	10 Year Declining  Call for surrender fees in your state, (Confinement Waiver) (Terminal Illness Waiver)	<b>10% Beginning yr 2</b>	<b>0-75 = 7.00% 76-80 = 5.00%</b>  <b>CA &amp; FL: 0-75 = 6.00% 76-80 = 4.00%</b> <b>Trails Available</b>
	7 Year Version Also Available	<b>S&amp;P 500:</b> 1yr Cap 9.75% 1yr Participation Rate 50%  <b>S&amp;P 500 MARC 5%:</b> 1yr Participation Rate 175% 1 year fixed 4.50%					
<b>Lincoln Financial Group</b>  Lincoln National Life Ins. Co.  A.M. Best A+ Fitch A+ Standard & Poors AA+	<b>OptiBlend 10 W/MVA</b>	<b>5 Accounts:</b> Fixed Account 4.20%*, 4.00% Point-to-Point 9.05%, 8.25%* Participation Rate 50%, 55%* 5% Daily RC w/ Spread .25%/0.00%* *\$100,000+	FPDA \$10,000 NQ \$10,000 Q Minimums	0 - 80	10 Year Declining 9,9,8,7,6,5,4,3,2,1%  (Confinement Waiver) (Terminal Illness Waiver)	<b>10% Beginning yr. 1</b>  <b>Lifetime Income Rider DOUBLES if Long Term Care is Needed!</b>	<b>NQ/Q 0-74 = 7.00% N/Q 75-79 = 4.00% N/Q 80 = 1.75%</b>  <b>Trails Available</b>
<b>National Western Life Insurance Co.</b>  A.M. Best A Standard & Poors A	<b>Ultra Future 9% Premium Bonus</b>	<b>Indexed Option A &amp; U</b> Annual Reset <b>Option A:</b> Month Average 58% PR Year 1 w/ 6% spread <b>Option U:</b> Annual Pt to Pt (low Vol 5%) 110% PR <b>Option B:</b> Fixed Rate 3.00%	FPDA 5,000 Minimum/NQ 2,000 Minimum/Q Guaranteed rate 1.00% on 87.5% of Premium	0-80	15 Years 19.25, 18.50, 17.75, 16.75, 15, 15.25, 14.50, 13.50, 12.75, 12, 10, 8, 6, 4, 2%	<b>10% After Year 1</b>  Call for Income Rider Details	<b>NQ 0-75 = 5.00% NQ 76-80 = 3.00% Q 0-70 = 5.00% Q 71-75 = 1.50% Q 76-80 = .25%</b>
	<b>Ultra Classic</b>	<b>Indexed Option A &amp; U</b> Annual Reset <b>Option A:</b> Month Average 67% PR Year 1 w/ 0% spread <b>Option J:</b> Annual Pt to Pt w/ cap 5.75% w/.50% spread <b>Option U:</b> Annual Pt to Pt (low Vol 5%) 120% PR <b>Option B:</b> Fixed Rate 4.50%	FPDA 5,000 Minimum/NQ 2,000 Minimum/Q Guaranteed rate 1.00% on 87.5% of Premium	0-80	13 Years 15, 14.75, 14, 13, 12.25, 11.25, 10.50, 9.75, 8.75, 8, 6, 4, 2% <u>Extended Stay Rider</u> <u>Up to 75% of AV</u> <u>Issue Ages up 75</u>	<b>10% after year.1</b>  <b>Cumulative to 50%</b>  Call for Income Rider Details	<b>NQ 0-75 = 9.00% NQ 76-80 = 7.50% Q 0-70 = 9.00% Q 71-75 = 7.00% Q 76-80 = 600%</b>

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North American Chicago, IL  A.M. Best A+ S & P A+	<b>BenefitSolutions 10</b>  No Cap strategies & Volatility Strategies	S&P500: Annual Pt. to Pt. 5.00% Mo. Pt. to Pt. 1.85%  Fixed Account: 2.30%	SPDA  Initial: \$20,000 NQ \$20,000 Q  MVA  <b>Built-In Benefits Rider</b> w/ 20-year Rollup (1.20% fee)	0 – 79	10-year surrender 10,10,9,9,8, 8,7,6,5,4,2%  Some states have lower amounts. Call for details.	5% After Year 1	Age 40-75 7.00%  76-79 5.25%  80+ 3.50%
	<b>Performance Choice 8</b>  <b>Accepts Inherited Non-Spouse IRA Funds!</b>	S&P 500, annual reset. Choice of Annual point-to-point W/Cap 7.60%  Monthly point to point W/cap 1.85%  Fidelity MultiFactor, S&P Marc 5% indices also available ** Call for Details  Fixed Account: 3.05%	FPDA  Initial: \$20,000 NQ \$20,000 Q  MVA	0 – 85	8-year surrender 10, 10, 10, 10, 9, 8, 5, 3%  Some states have lower amounts. Call for details.	10% After Year 1	Age 40-75 5.25%  76-79 3.95%  80-85 2.63%

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COMPANY	PRODUCT	CURRENT PARTICIPATION RATE	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
<b>Reliance Standard Life Insurance Company</b> A.M. Best A+ Fitch A- Standard & Poors A+	<b>Keystone-5</b>	<b>1 yr. pt to pt w/Cap 9.25%</b> <b>1 yr. pt to pt w/Part. Rt. index credit 50%</b> <b>Monthly Average w/Cap 8.75%</b> <b>Fixed rate 4.20 %</b>	SPDA \$10,000 NQ/Q Guarantee 1.00% on 100% of premium	0 – 85	5 Years 9,8,7,6,5,4,3% Confinement 25% Issue Age74 or Younger Terminal Illness	10% Beginning yr 1	<b>0-80 = 3.25%</b> <b>81-85 = 1.95%</b>
	<b>Keystone-7</b>	<b>1 yr. pt to pt w/Cap 9.25%</b> <b>1 yr. pt to pt w/Part. Rt. index credit 52%</b> <b>Monthly Average w/Cap 9.75%</b> <b>Fixed rate 4.35%</b>	SPDA \$10,000 NQ/Q Guarantee 1.00% on 100% of premium	0 – 85	7 Years 9,8,7,6,5,4,3% Confinement 25% Issue Age74 or Younger Terminal Illness	10% Beginning yr 1	<b>0-80 = 4.50%</b> <b>81-85 = 2.70%</b>
	<b>Keystone-10</b>	<b>1 yr. pt to pt w/Cap 9.75%</b> <b>1 yr. pt to pt w/Part. Rt. index credit 54%</b> <b>Monthly Average w/Cap 10.25%</b> <b>Fixed rate 4.45%</b>	SPDA \$10,000 NQ/Q Guarantee 1.00% on 100% of premium	0 – 80	10 Years 9,9,8,7,6,5,4,3,2,1% Confinement 25% Issue Age74 or Younger Terminal Illness	10% Beginning yr 1	<b>0-80 = 6.00%</b>

# Contracting Tips...

## for Error-Free Application Processing

**The following are all items that can prevent your client application from being processed:**

- Contracting – Contact us to submit your contracting **BEFORE** taking an application
- Carrier Specific Training – Most carriers are now requiring you to complete product and suitability training on their websites **PRIOR TO** solicitation.
- Anti-Money Laundering Training – Most carriers now require this training to be completed annually.
- E&O – Most carriers require E&O, so make sure you keep your certificate up to date.

**These items all need to be completed **PRIOR TO** the date on the client application.**

**Ami Skogsberg, VP, Agency Services   800-200-9194 ext.203**

# Powering the Future

## A Closer Look at Renewal Rate Caps and Spreads

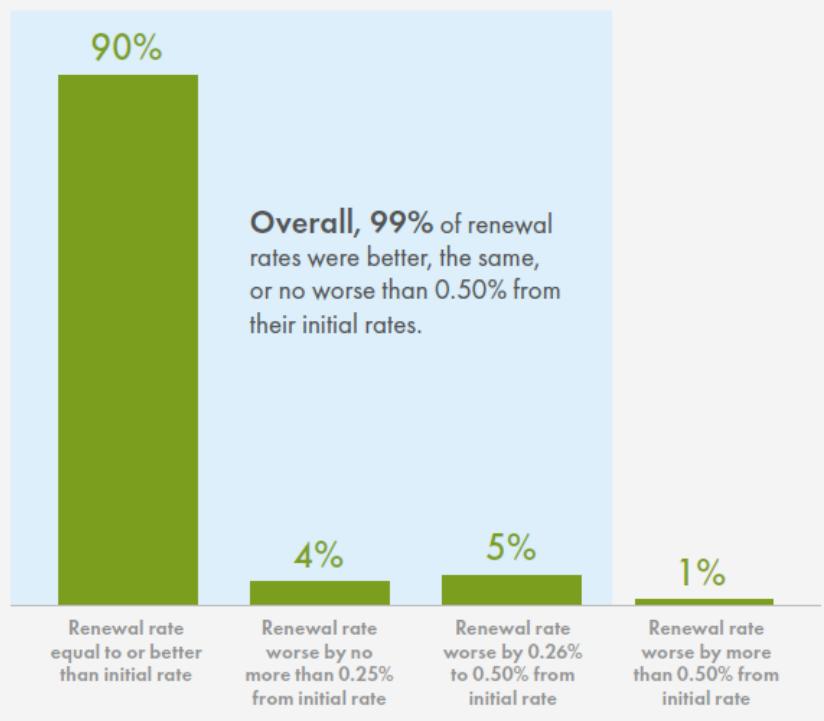
THE POWER SERIES  
of Index Annuities®

We know you might have questions about renewal rate caps and spreads on our index annuities. While the rates we set in the future may vary from rates we have historically set, we wanted to provide some background on our renewal rate process.

Many factors go into declaring renewal index rate caps and spreads for your clients' index annuity contracts. Our goal is to set our rates in a manner that is consistent with the initial rate as much as possible, but rates may fluctuate at the end of each crediting term. Factors that cause renewal rates to vary from the initial rate may include (but are not limited to) changes in the interest rate environment and equity market volatility, as well as how long it has been since contract issuance.

The data provided below is designed to help you understand our history as it relates to renewal rate setting. As you can see, the vast majority of contract renewals (99%) have experienced renewals that were the same, better, or no more than 0.50% worse as compared to their initial rate. The following chart offers a detailed look at our renewal rate history.

### Renewal Rate History for The Power Series of Index Annuities



Note: Renewal rate history is not predictive of future results.

Data/experience is based on 589,677 renewal crediting rate declarations for index annuity contracts issued by American General Life Insurance Company and The Variable Annuity Life Insurance Company as of 6/30/19. Please note that participation rate and monthly index interest accounts are not included in this analysis due to their different rate levels/structures as compared to index rate caps and spreads.

See reverse side for more information.



**TWH**

# Fixed Annuity Rates & Data

A guide to companies, products, rates, and additional information.  
For more information, call **1-800-200-9194**.

COMPANY	PRODUCT	CURRENT RATE / YIELD	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
<b>Corebridge</b> (Formerly American General) A.M. Best A Fitch A+ Moody's A2 Standard & Poors A+	<b>American Pathway MYG 10</b>	>\$25,000 4.10% >\$100,000 4.70%	SPDA \$5,000 NQ/Q Guarantee 2.00% on 90% of premium	0-85	10 Years 10,9,8,7,6,5,4,3,2,1% Extended Care Rider	<b>10% Beginning yr. 1</b>	<b>18-75 = 2.50% 76-85 = 1.25%</b>
<b>American National Insurance Co.</b>  A.M. Best A Standard & Poors A	<b>Palladium MYG W/MVA</b>	<b>5 Yr. -4.95%* 6 Yr. - 4.40% 7 Yr. - 4.95%* 8 Yr. - 4.95% 9 Yr. - 4.95%** 10 Yr. - 4.95%*</b>  (* incl 1st yr. bonus 1%) (** incl 1st yr. bonus 2%) +.10 over \$100,000	SPDA \$5,000 Min. Min. Guarantee 2.00% +.10 over \$100,000	0-85	10 Years 8,8,8,7,6,5,4,3,2,1,%  (Confinement waiver, Disability waiver)	<b>10% after year 1</b>	<b>5 Yr. - 2.50% 6 Yr. - 2.50% 7 Yr. - 2.75% 8 Yr. - 2.85% 9 Yr. - 2.85% 10 Yr. - 3.00% (reduced above age 79)</b>
	<b>WealthQuest Citadel Five Diamond</b>	<b>3.10%+ (3.00% base) +.10 over \$100,000</b>	SPDA \$5,000 Min. Min. Guarantee 2.00% +.10 over \$100,000	Annuitant 0-85 Owner no max age	5 Years 7,7,7,6,5%  (Confinement waiver, Disability Waiver)	<b>10% Beginning yr 1</b>	<b>0 – 80 = 3.00% 81 – 85 = 2.00%</b>
	<b>WealthQuest Citadel Seven Diamond</b>	<b>3.20%+ (3.10% base) +.10 over \$100,000</b>	SPDA \$5,000 Min. Min. Guarantee 2.00% +.10 over \$100,000	Annuitant 0-85 Owner no max age	7 Years 7,7,7,6,5, 4, 2%  (Confinement waiver, Disability Waiver)	<b>10% Beginning yr 1</b>	<b>0 – 80 = 3.50% 81 – 85 = 2.50%</b>

Company ratings are effective December 31<sup>st</sup> 2024.

Not for use as a consumer sales piece. Information is incomplete and could be misleading. Rates and commissions are subject to change and vary by state. Products not available in all states.

## What's the most powerful crediting method?

### Annual Point-to-Point? Monthly? Global Index?

Do you know how to advise your clients when helping them select crediting methods? Should you only select one? Should you use the fixed interest allocation? How much should go in each "bucket"? These are all questions that depend on your client's needs and personality. We can help.

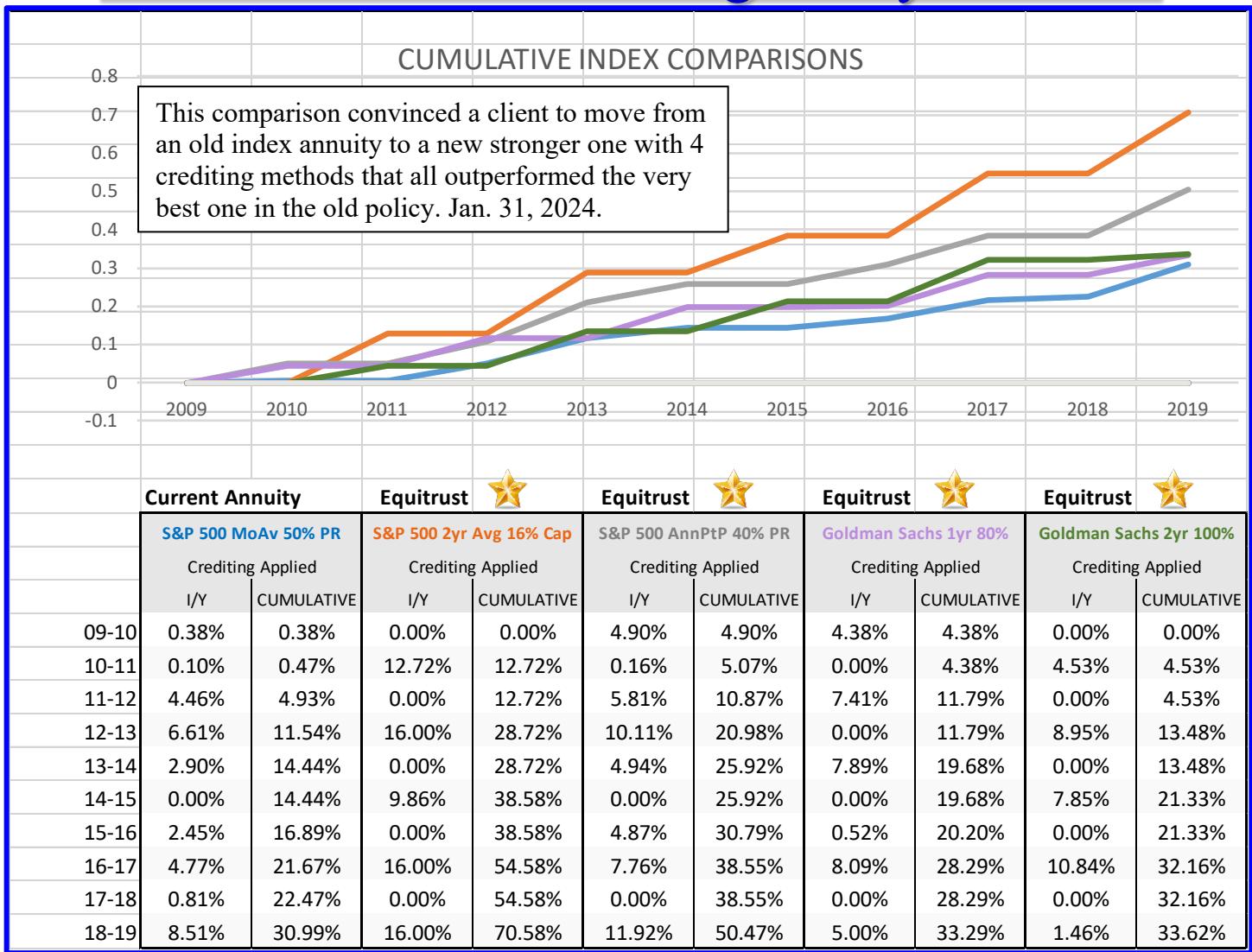
## Fixed Annuity Rates & Data (continued)

COMPANY	PRODUCT	CURRENT RATE / YIELD	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Fidelity & Guaranty Life Insurance Co A.M. Best A-	FG Guarantee- Platinum <b>Multi-year Guarantee</b>	<b>3 Yr. - 4.40%</b> <b>5 Yr. - 4.80%</b> <b>7 Yr. - 4.80%</b>	3,5,7 yr. guarantee SPDA \$20,000 Min.	90	9, 8, 7, 6, 5, 4, 3, 2, 1, 1.% None for 30-day window after guaranteed period. Principal Only Surrender (Terminal illness waiver, Confinement waiver Unemployment waiver)	After year 1 all Accumulated Interest	<b>3 Yr. = 1.50%</b> <b>5 Yr. = 2.00%</b> <b>7 Yr. = 2.25%</b> <b>Reduced by 50%</b> <b>Ages 80 - 90</b>

Company ratings are effective December 31<sup>st</sup> 2024.

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## Ask About Our Crediting Analysis Tools



## Fixed Annuity Rates & Data (continued)

COMPANY	PRODUCT	CURRENT RATE / YIELD	DESCRIPTION	ISSUE AGE	SURRENDER CHARGES	WITHDRAWAL PRIVILEGES	COMMISSION
Reliance Standard Life Insurance Company	Eleos - MVA	4.80%	1 yr. guarantee SPDA \$10,000 Min. Guaranteed rate 1.00%	0-85 0-74 in IA & KY	5 Years 8.7,6.5,4.2% +/- MVA (Confinement waiver issue ages 74 or below. 25% per Yr.)	10% Beginning yr. 1	0-75 = 2.50% 76-80 = 2.00% 81-85 = 1.50%
	Apollo - MVA	4.40% 2% Bonus	1 yr. guarantee SPDA \$5,000 Min. Guaranteed rate 1.00%	0-85 0-74 in IA & KY	7 Years 9.8,7.6,5.4,4.2% +/- MVA (Confinement waiver issue ages 74 or below. 25% per Yr.)	10% Beginning yr. 1	0-75 = 4.00% 76-80 = 3.20% 81-85 = 2.40%

Company ratings are effective December 31<sup>st</sup> 2024.

Not for use as a consumer sales piece. Information is incomplete and could be misleading. Rates and commissions are subject to change and vary by state. Products not available in all states.



The image shows the homepage of the Life Happens website. The header is green with the "LIFE HAPPENS" logo and "BROUGHT TO YOU BY THE LIFE FOUNDATION". It includes links for "What's New", "Go to consumer site", "About", "Programs", "Blog", and a search icon. Below the header is a black navigation bar with links for "AWARENESS CAMPAIGNS", "VIDEOS", "ONLINE RESOURCES", "STORE", and "REGISTER / SIGN IN". The main content area features a large image of a woman holding a child, with the text "Help your clients make the right choices". Below this, a white box contains a lightbulb icon and the text "Access our wealth of online resources." To the right is a yellow box for entering an email address for the newsletter, with a right-pointing arrow icon.

**Ask us about new sales tools being offered by NAILBA: 800-200-9194**

# Multi-Year Guarantees

## At A Glance

Company	AM Best Rating	Product Name	1st Year Rate	Rate Thereafter	Average Annual Yield	Call For Older Age Commissions
<b>4 Year Guarantee</b>						
Guaranty Income Life	B	Guaranty 4	4.50%		Yrs. 2-4	4.50%
<b>5 Year Guarantee</b>						
American Equity	A-	Guarantee Shield 5 <100K/100K+	3.75%/3.50%	3.75%/3.50%	Yrs. 2-5	3.75%/3.50%
American National	A	Palladium MYG <100K/100K+	4.95/4.85%	4.95/4.85%	Yrs. 2-5	4.95/4.85%
North American	A+	Guarantee Plus 5	5.05%/4.80%	5.05%/4.80%	Yrs. 2-5	5.05%/4.80%
Sentinel Security Life	B++	Personal Choice Annuity 5	6.05% +	5.90% +	Yrs. 2-5	5.90% +
The Standard	A	Focused Growth Ann 5 <100K/100K+	4.65%/4.35%	4.65%/4.35%	Yrs. 2-5	4.65%/4.35%
<b>6 Year Guarantee</b>						
American National	A	Palladium MYG <100K/100K+	4.40%/4.30%	4.40%/4.30%	Yrs. 2-6	4.40%/4.30%
<b>7 Year Guarantee</b>						
American National	A	Palladium MYG <100K/100K+	4.95/4.85%	4.95/4.85%	Yrs. 2-7	4.95/4.85%
Fidelity & Guaranty Life	A-	**FG Guarantee-Platinum 7 Year	5.20%	5.20%	Yrs. 2-7	5.20%
Sentinel Security Life	B++	Personal Choice Annuity 7	6.05% +	6.05% +	Yrs. 2-7	6.05% +
<b>8 Year Guarantee</b>						
American National	A	Palladium MYG <100K/100K+	4.95/4.85%	4.95/4.85%	Yrs. 2-8	4.95/4.85%
<b>10 Year Guarantee</b>						
American National	A	Palladium MYG <100K/100K+	4.95/4.85%	4.95/4.85%	Yrs. 2-10	4.95/4.85%
Sentinel Security Life	B++	Personal Choice Annuity 10	6.05% +	6.05% +	Yrs. 2-10	6.05% +

Company ratings are effective December 31<sup>st</sup> 2024.

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Call with any questions.

**\*\* Not Available in CA**

**\* Requires Annuitization at death**

**+ Call for Details**

For more information on all our products and services, call us at 1-800-200-9194:

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**John Roberts x206** [john@twhagency.com](mailto:john@twhagency.com)

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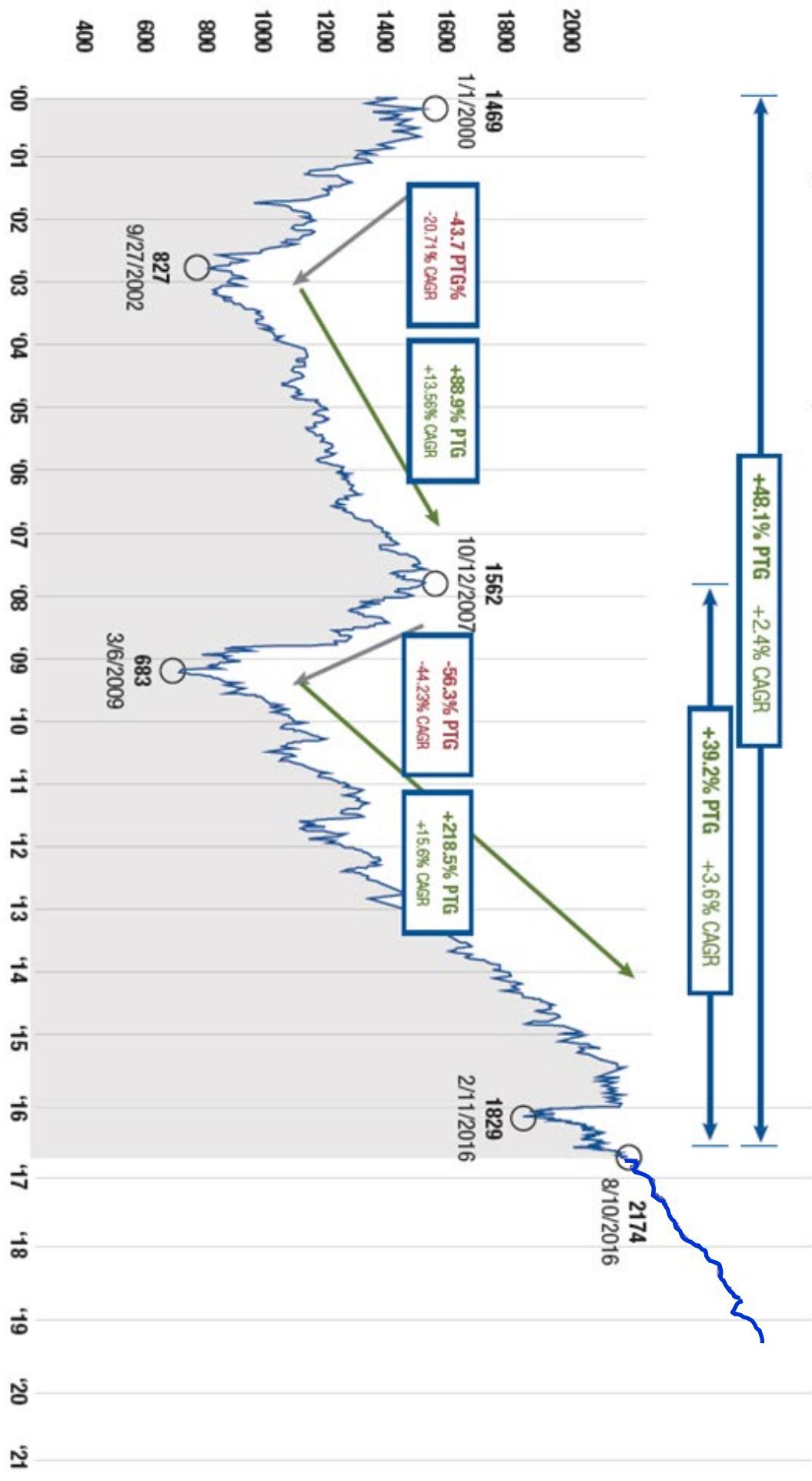
For Agent Use Only. Rates are subject to change. Higher banding rates available on some products. Call for details.

# S&P HISTORICAL PERFORMANCE

16 Years • 1/1/2000 – 08/10/2016

Markets rise and fall over time. While past performance is no indication of what the future might bring, each of us has a feeling about whether the market will rise or fall over the next five years. What is your future vision of the market? Draw your future vision on the right.

Draw your Future Vision of the Market Here



[www.google.com/finance](http://www.google.com/finance)

PTG: Period Total Growth

CAGR: Compound Annual Growth Rate

*Creative Solutions for Independent Producers*

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## Savings Bank Life Insurance & Banner Life

**Check Out These Three Term Rate Examples:**

**\$1,000,000 Face**

Example: Term Life Annual premium for 20 years – Male Preferred Plus NT

Company	SBLI	BANNER	West Coast	Genworth	Protective
A. M. BEST	A+	A+	A+	A+	A+
40	\$640	\$645	\$820	\$670	\$820
45	\$1,160	\$1,185	\$1,300	\$1,219	\$1,300
50	\$1,810	\$1,885	\$1,909	\$2,050	\$2,050

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- A. M. Best A+ Rated
- 85% First Year Commission
- Easy to do Business with



Call us for your next term quotes – 1.800.200.9194