

A Producer's Guide to Indexed Annuities — 2008



Welcome to LIFE INSURANCE SELLING's 12th annual report on indexed annuities (IAs).

We sent questionnaires to hundreds of life insurance companies in the United States and Canada to get the information on the following pages. Products from 29 companies are featured on pages 72 through 90.

Several companies have multiple IAs available. We asked each company to report how many IAs it offers but to share detailed information about only one product, preferably its best-selling product. If you want more information about any of the products shown, we invite you to contact the carrier directly; contact information is listed for each company.

In mid-June, this report will be posted in its entirety on our Web site, www.lifeinsuranceselling.com. Some of the companies that participated in this survey have established hyperlinks from their listings in the survey report to their own home pages. Simply click on the box around the company name to go directly to that site.

LIS presents these survey results as a starting point for your product research efforts. As always, we caution readers not to rely solely on these results when making marketing decisions. The complex nature of IA products as well as space constraints do not allow a truly detailed examination of IA products. We hope that these results stimulate your interest in and awareness of IA products as tools that are available to meet your clients' needs.

—The Editors

I/R Code: 700 Annuities

Companies

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American Equity Investment Life Insurance Company
 5000 Westown Parkway
 West Des Moines, IA 50266
MARKETING
 888-647-1371 Fax: 515-225-6314
 marketing@american-equity.com

American Investors Life Insurance Company
 One AmVestors Place, 555 S. Kansas Ave.
 Topeka, KS 66603
Marketing Department
 800-255-2405 ext. 330 Fax: 785-295-4365

Surrender Provisions

Product	AIG Global Bonus Index Annuity	BONUS GOLD (INDEX-1-07)	Income Select Plus
<i>SPDA or FPDA, contract term</i>	SPDA; Term: 10 years	FPDA; Term: 16	FPDA; Term: 10 years
<i>States available</i>	All except AK, CA, CT, DE, IL, MA, MN, MS, ND, NJ, NV, OR, PA, UT, VT, WA Company offers 10 EIA product(s)	All except AK, CT, MN, OR, UT, WA Company offers 6 EIA product(s)	All except NJ, OR, PA Company offers 11 EIA product(s)
<i>Minimum / maximum issue ages</i>	0/80	0/85	0/82
<i>Maximum annuitization age</i>	100 all states except OK 95		later of age 90 or (17-18) yrs
<i>Minimum / maximum premium</i>	\$15,000/\$1,000,000	\$5,000/\$1,000,000	\$5,000/\$1,000,000 w/o HO Apprvl
<i>Free partial withdrawals</i>	Yes; 30 days after issue; 12 monthly per year	Yes; after 1 year; 10% penalty free per year	Yes; 1/2 of 1% prem yr 1, then 10% of AV; 12 per year
<i>Index values available for free partial withdrawals</i>	Yes	Yes	Yes
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Annuity Value minus surrender charges and MVA	Contract can be surrendered during index term; Greater of MGSV or the Contract Value less Surrender Charges	Contract can be surrendered during index term; max of accum value-w/d+/-MVA, accum value floor-w/d+/-MVA, or MGCV
<i>Surrender charges</i>	10,10,10,10,10, 9, 8, 7, 6, 4; applies from date of policy only	Surrender Charge applied to Contract Value; applies from date of policy only	16,15,14,13,12,11,10,8,6,4 +/- MVA; applies from date of policy only
<i>Waivers</i>	Extended Care Rider	no surrender charge at death or certain annuitization settlement options	Nursing Home and Terminal Illness
<i>Potential recognized gains</i>	Yes	Yes	No
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	100% growing at 3% per year minus surrender charges and MVA; 100%; 3%	80% of 1st year premium + 10% bonus + credited interest; 80% of premium + Bonus; 3%	87.5% @ 1-3%; 87.50%; 1-3%
<i>Index to which product is tied</i>	S&P 500, Euro Stoxx 50, Nikkie 225	S&P 500, Lehman Bond Index, DJIA	S&P 500, Dow Jones, Nasdaq-100
<i>Indexing method</i>	multiple index account, adjustable participation, monthly additive	Annual Reset, annual pt to pt, monthly pt to pt, annual monthly average	Annual pt-pt, Monthly Avg, Monthly Avg w/Multiple Indices, Monthly pt-pt
<i>Cap on annual earnings: Cap on total return over entire contract term</i>	three indices are weighted based on performance and compared to a cap	Caps vary by indexing method; NA	Annual pt-pt; n/a
<i>Primary rate-setting mechanism for new issues</i>	Cap; 7%, Not gtd.; annual reset	Cap; annual monthly averages 7%, monthly pt to pt 2.1%, Annual pt to pt 6%; guaranteed; rate guaranteed for 1st year, adjusted on an annual basis	Cap; 7.75%; Not gtd.; Annually
<i>12-month participation rates:</i>			
2/08			7.00%
8/07			7.00%
1/08			7.00%
7/07			7.00%
12/07			7.00%
6/07			7.00%
11/07			6.00%
5/07			6.00%
10/07			7.25%
4/07			6.00%
9/07			6.25%
3/07	6.5%		6.00%
<i>Potential gains</i>	Recognized, locked in, and credited annually	Recognized, locked in, and credited annually	Recognized, locked in, and credited annually
<i>Full index value at death or annuitization</i>	Full index value at death	Full index value at death; Full index value at annuitization	Full index value at death; Full index value at annuitization
<i>Vesting schedule / formula</i>			n/a
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	No	No	No
<i>Annual fees or additional charges</i>	No	No	Yes, Optional GMWB rider offering w/d's for life without annuitization; Yes; Primary rate mechanism on monthly avg strategy; 8.50%; Yes, on additional premium
<i>Margin or point spread</i>	No	No	
<i>Commissions*</i>	call for detail	street level:8%	
<i>Paid after issue?</i>	No	Yes; Reduced commission on additional premiums, years 2 through 5	

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

American National Insurance Company
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 P.O. Box 410288
 Kansas City, MO 64141-0288
Todd Adrian
 Sales Support Fax: 800-231-0801, ext 8410
 salesupport@americo.com

Aviva Life and Annuity Company
 611 5th Avenue
 Des Moines, IA 50309
Marketing Department
 1-800-255-2405 ext. 330 Fax: 785-295-4365

Surrender Provisions

Product	ANICO Strategy 10 Indexed Annuity	Ultimate One Index 9 Bonus	MultiChoice IncomeXtra
<i>SPDA or FPDA, contract term</i>	SPDA; Term: 10 years	FPDA; Term: 9 years	FPDA; Term: 10 years
<i>States available</i>	All except MA, MN, NY, OR, PA, UT, VA Company offers 5 EIA product(s)	All except AL, AK, DE, MS, NJ, NY, OR, SC, UT, VI, Guam Company offers 8 EIA product(s)	All except AK, CA, CT, DE, IN, MA, MD, MN, MS, MT, NH, NJ, NM, NV, OR, PA, TX, UT, VA, VT, WA Company offers 6 EIA product(s)
<i>Minimum / maximum issue ages</i>	0/85	0/80	0/80
<i>Maximum annuitization age</i>			Later of age 90 or 26 years
<i>Minimum / maximum premium</i>	\$5,000(NQ) \$4,000(Q)/\$1,000,00	\$5,000 NQ, \$2,000 Q	\$10,000/\$1,000,000 w/o HO appv
<i>Free partial withdrawals</i>	Yes; after 1 year; Up to 10% of Annuity Value per year	Yes; after 1 year	Yes; 10% immediately, 20% if prev yr not taken; 12 per year
<i>Index values available for free partial withdrawals</i>	Yes	No	Yes
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Annuity value, less surrender charges, and any outstanding Rider premiums	Contract can be surrendered during index term	Contract can be surrendered during index term; Max of accum value-w/d+/-MVA, accum value floor-w/d+/-MVA, or MGCV
<i>Surrender charges</i>	10 year Surrender Charge schedule; applies from date of policy only	applies from date of policy only	12,12,12,11,10,9,8,7,6,4 +/- MVA; applies from date of policy only
<i>Waivers</i>	Confinement and Disability Waivers	nursing home	Nursing Home, Home Health Care, Terminal Illness
<i>Potential recognized gains</i>	No	No	No
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	Minimum guaranteed surrender value; 90%; Declared at issue	100% of premium accumulated at 1.5% for 9 yrs and 3% thereafter	87.5% @ 1-3%; 87.50%; 1-3%
<i>Index to which product is tied</i>	S&P 500	S&P 500	S&P 500, Dow Jones, Nasdaq-100
<i>Indexing method</i>	Annual ratchet	annual pt to pt and annual monthly average	Annual pt-pt, monthly avg, monthly avg w/multi-indices, monthly pt-pt
<i>Cap on annual earnings: Cap on total return over entire contract term</i>	Cap is maximum credited to equity account and is reset annually	All three options are available — asset fee, cap, and participation rate; guaranteed; can be adjusted annually	3 of the 7 indexing strategies have an annual cap; n/a
<i>Primary rate-setting mechanism for new issues</i>	Cap; As of 4/1 - 6.80%; guaranteed; Declared monthly for new issues		Cap; 7.00%, Not gtd.; can be adjusted annually
<i>12-month participation rates:</i>			
2/08 8/07	6.8% 6.8%		6.25% n/a
1/08 7/07	6.8% 6.8%		n/a n/a
12/07 6/07	6.8% 6.8%		n/a n/a
11/07 5/07	6.8% 6.8%		n/a n/a
10/07 4/07	6.8% 6.8%		n/a n/a
9/07 3/07	6.8% 6.8%		n/a n/a
<i>Potential gains</i>	Recognized End of each contract yr; locked in Fixed int-credited daily; credited Index int -end of contract yr		Recognized, locked in, and credited annually
<i>Full index value at death or annuitization</i>	Full index value at death	Full index value at death; Full index at annuitization after 5 years and annuitized for 5 years	Full index value at death; Full index value at annuitization
<i>Vesting schedule / formula</i>			Bonus Recapture Schedule 0,0,0,0,2,3,4,5,6,8,10
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	No	No	No
<i>Annual fees or additional charges</i>	No	No	Yes, Optional GLWB rider
<i>Margin or point spread</i>	No	Yes	Yes; primary rate mechanism on monthly avg & monthly avg multi-index strategies
<i>Commissions*</i>	8%		8%; Yes; on additional premium
<i>Paid after issue?</i>	No		

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

Bankers Life and Casualty Company
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 Chicago, IL 60654
Aaron Buelow
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 A.Buelow@Banklife.com

Conseco
 11825 North Pennsylvania Street
 Carmel, Indiana 46032
Customer Care
 800-422-2270 Fax: 800-783-3045
 conseco_customer_care@conseco.com

CUNA Mutual Insurance Society
 2000 Heritage Way
 Waverly, IA 50677
Darrel Steege
 319-483-3554 Fax: 319-483-3500
 darrel.steege@cunamutual.com

Surrender Provisions

Product	PBIA	Retirement Edge	MEMBERS Single Premium Deferred Index Annuity
<i>SPDA or FPDA, contract term</i>	SPDA; Term: 10 years	FPDA; Term: 12 years	SPDA; Term: 5, 7 & 10 years
<i>States available</i>	All except MN, NJ, OR, Guam, PR Company offers 3 EIA product(s)	All except AK, CT, DE, MA, MN, MT, OR, UT, VT, WA Company offers 10 EIA product(s)	All except NY, OR, PR Company offers One EIA product
<i>Minimum / maximum issue ages</i>	18/85	0/85	0/85
<i>Maximum annuitization age</i>	99	95	Later of contract anniv. following annuitant's 85th bday, or 10th contract anniv.
<i>Minimum / maximum premium</i>	5,000/1,000,000	\$2,000/\$2,000,000	\$10,000 - \$1,000,000
<i>Free partial withdrawals</i>	Yes; after 1 year; 1 per year	Yes; after 1 year; 1 per year	Yes; after 1 year; 2 per year
<i>Index values available for free partial withdrawals</i>	Yes	Yes	If a part. w/d is taken during the year (other than on contract anniv.), there will be no index int. credits for mid-yr. Interest only cred. on contract annivs; Contract can be surrendered during index term; Surrender value during an index period is equal to -- contact co.
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Single FPW (10%) is given, SC as- sessed on remaining amount of IV	Contract can be surrendered during index term; Accumulated value minus applicable surrender charges less unvested bonus	Surr. chrgs differ for each index period and apply while contract value is in an index period -- starts over when index pd. renewed; applies from date of policy and each renewal; Hardship Waiver. 1. Confinement to nursing home/hospital, terminal illness Interest only credited on contract anniv., so no gains if surrendered mid-year. Min. index values = purchase payment + int. credited at min. gtd. rate, less any part. w/ds, incl. associated surr. chrgs.; 87.50%; 1-3% S&P 500
<i>Surrender charges</i>	10-10-10-9-8-7-6-5-3-1 (% by policy year); applies from date of policy only	12 years: 12%, 12%, 12%, 12%, 12%, 11%, 10%, 9%, 8%, 6%, 4%, 2%, 0%; applies from date of policy only	12 years: 12%, 12%, 12%, 12%, 12%, 11%, 10%, 9%, 8%, 6%, 4%, 2%, 0%; applies from date of policy only
<i>Waivers</i>	Extra 10% FPW for convalescent care, 75% FPW for terminal illness	Nursing Care Rider, Terminal Illness Rider, and Death Benefit	Nursing Care Rider, Terminal Illness Rider, and Death Benefit
<i>Potential recognized gains</i>	Yes	No	Interest only credited on contract anniv., so no gains if surrendered mid-year. Min. index values = purchase payment + int. credited at min. gtd. rate, less any part. w/ds, incl. associated surr. chrgs.; 87.50%; 1-3% S&P 500
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	87.5% of premium accumulated at 1.75% per year; 87.50%; 1.75%	87.5% @ 1-3%; 87.50%; 1-3%	87.5% @ 1-3%; 87.50%; 1-3%
<i>Index to which product is tied</i>	S&P 500	S&P500, S&P400, Dow Jones Index, Russell 2000	S&P 500
<i>Indexing method</i>	monthly averaging/annual ratchet	Annual Point-To-Point, Monthly Point-To- Point, Monthly Averaging	point-to-point, annual ratchet
<i>Cap on annual earnings: Cap on total return over entire contract term</i>		There is a cap on the annual and monthly point-to-point strategies; N/A	Cap different for each index period.; No, it is annual
<i>Primary rate-setting mechanism for new issues</i>	Participation Rate; 40%; guaranteed; guaranteed for first year, adjusted at each anniversary	Participation Rate; 100% guaranteed; can be adjusted annually	Cap; 5 yr. - 5.25%; 7 yr. - 6.25%; 10 yr. - 7.50%; guaranteed; from time to time as the company determines
<i>12-month participation rates:</i>			
2/08 8/07	40% 75%	100% 100%	
1/08 7/07	45% NA	100% 100%	
12/07 6/07	40% NA	100% 100%	
11/07 5/07	50% NA	100% 100%	
10/07 4/07	60% NA	100% 100%	
9/07 3/07	50% NA	100% 100%	
<i>Potential gains</i>	Recognized, locked in, and credited every anniv.	Recognized, locked in, and credited an- nually	Recognized, locked in, and credited on each contract anniversary
<i>Full index value at death or annuitization</i>	Full index value at death; cash surrender value is annuitized	Full index value at death; Full index value at annuitization	If a person dies mid-year, no index credited -- use last contract anniv. value. Pay greater of contract value or min. index values. Does not apply
<i>Vesting schedule / formula</i>	4% upfront bonus, 0-25-50-75-100 (% of bonus vested per policy year)	Premium Bonus is credited up front and vests at 1.00% per year	
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	Yes, No new surr. charges	No	Yes, with new surrender charges; if index pd. not renewed, automatically rolls into fixed. 30-day window before index pd. ends to renew; No
<i>Annual fees or additional charges</i>	No	No	No
<i>Margin or point spread</i>	Yes; option budget determined by reducing earned rate by spread; 5%	No	No
<i>Commissions*</i>		7.50%	5.60%
<i>Paid after issue?</i>	No	Yes; On renewal premium	Yes, if trailer option chosen

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

Fort Dearborn Life
 1020 31st Street
 Downers Grove, IL 60515
John Myers
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Jackson National Life Insurance
 1 Corporate Way
 Lansing, MI 48909
Boni McIntyre
 303-488-3559
 boni.mcintyre@jnli.com

Life Insurance Company of the Southwest (LSW)
 1300 W Mockingbird Ln
 Dallas, TX 75247
LSW Sales Desk
 800-906-3310 Fax: 214-638-9168
 lswsalesdesk@nationallife.com

Surrender Provisions

Product	Index Fortifier 10	Elite Choice Rewards	SecurePlus Premier 8
<i>SPDA or FPDA, contract term</i>	FPDA; Term: 10 years	SPDA; Term: 12 years	SPDA; Term: 12 years
<i>States available</i>	All except AK, CT, IL, MN, ND, NY, OR, PA, UT, WA, VI Company offers 4 EIA product(s)	All except NY, OR Company offers 7 EIA product(s)	All except CT, IL, IN, MS, MT, NJ, NV, NY, OR, TN, UT, WA, DC Company offers 10 EIA product(s)
<i>Minimum / maximum issue ages</i>	0/85	0/78	0/85 (57 in AL, CA, DE, MN)
<i>Maximum annuitization age</i>	100	no limit	95
<i>Minimum / maximum premium</i>	\$10,000/\$750,000	\$5,000/\$1,000,000	\$10,000/\$1,000,000
<i>Free partial withdrawals</i>	Yes; after 1 year; no limit per year	Yes; Immediately; 1 per year	Yes; Immediate interest credit 1st yr; no limit per year
<i>Index values available for free partial withdrawals</i>	No	Yes	Yes
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Greater of MGSV(3% on 100% of prem. less surr. chg) or fund minus surr. chg	Index option value less any applicable withdrawal charge	Contract can be surrendered during index term; Accum value (premium, interest credited bonus) less withdrawal charge; 10, 10, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0; applies from date of policy only
<i>Surrender charges</i>	10 years (12-12-12-10-10-9-8-6-4-2); applies from date of policy only	10, 9.5, 8.75, 8, 7, 6.25, 5.50, 4.50, 3.50, 2.50, 1.50, 0%; applies from date of policy only	Terminal Illness, Extended Care Benefit
<i>Waivers</i>	nursing home and terminal illness (100% benefit applicable to owner)	Terminal Illness, Extended Care Benefit	
<i>Potential recognized gains</i>	Yes	Yes	No
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	Min. guaranteed surr. value=3% on 100% less surrender charges; 100%; 3%	100%@2% minus withdrawals; 100%; 2%	90% of premium paid increased by guaranteed rate base on NAIC Model Index; 90%; 2%
<i>Index to which product is tied</i>	S&P 500	S&P 500, Blended Index	S&P 500 & Russell 2000
<i>Indexing method</i>	annual point to point, monthly point to point, monthly average	Annual reset month avg, biennial reset p-to-p, Biennial reset monthly sum	Annual point to point & annual point to daily average
<i>Cap on annual earnings: Cap on total return over entire contract term</i>	each indexing option has a cap rate; index earnings credited annually	Annual cap, Biennial cap, monthly cap	pt to pt w/ 100% index rt has a cap-pt to pt w/ low index rt high or no cap; None
<i>Primary rate-setting mechanism for new issues</i>	Cap; Annual PTP-6.75%, Monthly PTP - 2.6%, Monthly Avg - 6.75%, Not gtd.; typically adjusted monthly; once issued cap rate is locked in for one year	Cap; 7, 12, 3.10, 6.50, 11, 2.95% higher caps on \$250K; guaranteed; 1-year, 2-year	Cap; 100% index 7% cap, 50% index 8.25% cap; Not gtd.; adjusted on policy anniversary
<i>12-month participation rates:</i>			
2/08 8/07	6.75% 6.75%	N/A N/A	7.00% NA
1/08 7/07	6.5% 6.75%	N/A N/A	6.75% NA
12/07 6/07	6.75% 6.25%	N/A N/A	6.75% NA
11/07 5/07	6.75% n/a	N/A N/A	6.40% NA
10/07 4/07	7% n/a	N/A N/A	7.00% NA
9/07 3/07	7% n/a	N/A N/A	7.00% NA
<i>Potential gains</i>	Recognized, locked in, and credited on contract anniversary	locked in 1-year, 2-year, 2-year; credited 1-year, 2-year, 2-year	Recognized, locked in, and credited annually
<i>Full index value at death or annuitization</i>	Full index value at death ; annuitized value= greater of contract value minus surrender charges or MGSV	Full index value at death; Full index value at annuitization; declining recapture charges on bonus	Full accum value at death, full accum value if annuitized after 5th year
<i>Vesting schedule / formula</i>	Not applicable		5% bonus accumulation value credited to accum value in yr 8, 9, 10, 11, 12
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	No	No	No
<i>Annual fees or additional charges</i>	No	No	No
<i>Margin or point spread</i>	No	No	No
<i>Commissions*</i>	8.50%	8%	Call LSW
<i>Paid after issue?</i>	Yes; Commissions are paid on additional deposits in the first 3 years.	Yes; Call for additional commission options	No

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

Lincoln Benefit Life Company
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 Lincoln, NE 68506-4142
James Hahn
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 jhah6@allstate.com

Midland National Life
 4601 Westown Pkwy Ste 300
 West Des Moines, Iowa 50266
 877-586-0240 Fax: 800-606-7330
 mnlannuities@mnlife.com

Minnesota Life Insurance Company
 400 Robert Street North
 St. Paul, Minnesota 55101
David Mooers
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 david.mooers@securian.com

Surrender Provisions

Product	Saver's Index Annuity Plus	MNL Capstone	SecureLink
<i>SPDA or FPDA, contract term</i>	SPDA; Term: Contact Company	FPDA; Term: 7, 10, or 14 Years	SPDA; Term: 7 years
<i>States available</i>	All except NY, PR Company offers 4 EIA product(s)	All except AL, DE, MN, MS, NV, OR, Company offers 20+ EIA product(s)	All except IN, MA, NY, OR, TX, UT, VI, Guam, PR Company offers 1 EIA product
<i>Minimum / maximum issue ages</i>	0/85	0-85	21/80
<i>Maximum annuitization age</i>	Contact Company		90
<i>Minimum / maximum premium</i>	\$10,000/\$1,000,000	Min 10K NQ 2K Q 50/month TSA	\$5000/\$1,000,000
<i>Free partial withdrawals</i>	Yes; Immediately; Contact Company on how many per year	Yes; after 1 year	Yes; after 1 year; No limit on number.
<i>Index values available for free partial withdrawals</i>	Yes	Yes	Minimum \$250. per year Yes
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Greater of contract value, less surr. chgs and prem tax or Min. guar. value	Contract can be surrendered during index term; MVA & DSC applies	Contract can be surrendered during index term; Contract value less applicable deferred sales charge.
<i>Surrender charges</i>	8%/8%/7%/6%/5% Based on years since contract issue date.; applies from date of policy only	Client has a choice between a 7, 10, & 14 Year Sales Charge.; applies from date of policy only	9%, 8%, 7%, 6%, 5%, 4%, 3%, 0%; applies from date of policy only
<i>Waivers</i>	Confinement, terminal illness, unemploy, activities of daily living, GMWB	Nursing Home	10% free, RMD, nursing home 20% free, death, annuitization 2+ yrs
<i>Potential recognized gains</i>	No	Yes	Yes
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	Contact Company; 100%; Contact Company	87.5% @ 1-3%	90% of premium accumulated at guaranteed rate (1% - 3%); 90%; 1.25% (04/08)
<i>Index to which product is tied</i>	S&P 500	There are 14 different indices available within this product.	S&P 500
<i>Indexing method</i>	Annual reset (AR) with pt-to-pt, Low Watermark, AR with Mo. Avg., Mo. Cap	Annual PTP, Monthly Averaging, Monthly PTP, APTP Blended Strategy	Annual point-to-point
<i>Cap on annual earnings: Cap on total return over entire contract term</i>	Set annually by Company.; No.	Yes. This is a cap only product.	Cap set at purchase and guaranteed for one year. May change each anniversary
<i>Primary rate-setting mechanism for new issues</i>	Cap; Contact Company; guaranteed; Annually	Cap; Varies by index & crediting method. 14 different indices available.	Cap; 7.00% (04/08); guaranteed; can be adjusted annually on contract anniversary
<i>12-month participation rates:</i>	Contact Company		6.75% 8.00% 6.75% 7.50% 6.75% 7.50% 7.00% 7.00% 7.50% 7.00% 7.25% 7.00%
<i>Potential gains</i>	Recognized, locked in, and credited annually, at anniv.	credited annually	Recognized, locked in, and credited annually
<i>Full index value at death or annuitization</i>	Contact Company	Full index value at death; Full index value at annuitization	Full index value at death; Full index value at annuitization
<i>Vesting schedule / formula</i>			
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	Yes, No charges apply	Yes, No charges apply	No
<i>Annual fees or additional charges</i>	No	No	No
<i>Margin or point spread</i>	No	No	No
<i>Commissions*</i>	4%	9%	6.00%
<i>Paid after issue?</i>	Yes; Contact Company	Yes; Agent may choose a trail option in lieu of receiving 100% up front.	Yes; Trail option pays 4.75% FY with 0.25% trail in years 2+

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

National Western Life Insurance Company
 850 E. Anderson Lane
 Austin, TX 78752
Chris Johnson, SVP-CMO
 512-760-3434 ext. 206 Fax: 512-339-8350
 scjohnson@nationalwesternlife.com

Nationwide Financial
 1 Nationwide Plaza
 Columbus, OH 43215

North American Company for Life and Health
 525 West Van Buren
 Chicago, IL 60607

800-800-3656
 nacolahannuities@nacolah.com

Surrender Provisions

Product	NWL Ultra Future	Clear Horizon	North American Ten
<i>SPDA or FPDA, contract term</i>	FPDA; Term: 9 & 15	SPDA; Term: 7 years	FPDA; Term: 10 Years
<i>States available</i>	All except AL, NY, OR Company offers 6 EIA product(s)	All except MA, MN, ND, NJ, NY, OR, UT, VT Company offers 1 EIA product	All except AL, AK, CA, CT, DE, HI, MN, MS, MT, NE, ND, NV, OR, TN, UT, VA, VT, WA Company offers 20+ EIA product(s)
<i>Minimum / maximum issue ages</i>	0/85	18/90	0/79
<i>Maximum annuitization age</i>	99		
<i>Minimum / maximum premium</i>	\$5,000/\$500,000 w/o approval	\$10,000/\$1,000,000	10K NQ; 2K Q; 50/month TSA
<i>Free partial withdrawals</i>	Yes; after 1 year; 1 per year	Yes; after 1 quarter; no limit per year	Yes; after 1 year
<i>Index values available for free partial withdrawals</i>	Yes	Yes	Yes
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Contract value less early withdrawal charge	Contract can be surrendered during index term; contract value minus surrender charge	Contract can be surrendered during index term; MVA & DSC applies
<i>Surrender charges</i>	Declining % Yr 1 to Yr 15; applies from date of policy only	applies from date of policy only	10 Year DSC Schedule; applies from date of policy only
<i>Waivers</i>		NH & TI	Nursing Home
<i>Potential recognized gains</i>	Yes	No	Yes
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	87.5% of prem received less withdrawals/charges; 87.50%; No less than 1%	90%; 1.50%	100% @ 3%; 100%
<i>Index to which product is tied</i>	S&P 500	S&P 500	There are 14 different indices available within this product.
<i>Indexing method</i>	Annual Reset with Monthly Avg/Annual Reset with Monthly Cap	point-to-point	Annual PTP; Monthly Averaging; Monthly PTP; Blended Strategy
<i>Cap on annual earnings: Cap on total return over entire contract term</i>		yes-up to the stated cap; No	Yes, this is a cap only product. Cap varies with selected index/cred. meth.
<i>Primary rate-setting mechanism for new issues</i>	Asset Fee; 0% 1st yr., Not gtd. No set schedule - review of rates varies	Cap; 8.70%; guaranteed; can be adjusted yearly	Cap; Varies with selected index/crediting method.
<i>12-month participation rates:</i>			
2/08 8/07	12.11%	7.75% 8.5%	
1/08 7/07	15.58%	8.15% 8.6%	
12/07 6/07	4.36% 12.74%	7.5% 8.3%	
11/07 5/07	7.60% 10.05%	8% 8.3%	
10/07 4/07	8.47% 5.04%	8.4% 8.3%	
9/07 3/07	10.52% 4.56%	8.25% 8%	
<i>Potential gains</i>	Recognized, locked in, and credited annually	Recognized Yearly, at the end of quarter; locked in Annually; credited Annually	credited Annually
<i>Full index value at death or annuitization</i>	Full contract value at annuitization	Full index value at death; Full index value at annuitization;	Full index value at death; Full index value at annuitization;
<i>Vesting schedule / formula</i>			
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	No	Yes; No charges apply	Yes; No charges apply
<i>Annual fees or additional charges</i>	No	No	No
<i>Margin or point spread</i>	8%	No	No
<i>Commissions*</i>	Yes; Commission paid on add deposits		6.50%
<i>Paid after issue?</i>	Yes; Commission paid on add deposits yrs 2-5		No

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

Old Mutual Financial Network
 1117 Perimeter Center W
 Atlanta, GA 30338
Eric Coker
 678-281-8222 Fax: 678-281-8194
 eric.coker@omfn.com

Oxford Life Insurance Company
 2721 N. Central Ave.,
 Phoenix, AZ 85004
Don Smith
 800-308-2318 Fax: 602-277-5901
 donsmith@oxfordlife.com

Principal Financial Group
 711 High Street
 Des Moines, IA 50392
Jonathan Weaver
 515-362-2835 Fax: 515-283-5658
 weaver.jonathan@principal.com

Surrender Provisions

Product	Spectrum Choice Bonus	Affluence	Principal Performance Annuity 7
<i>SPDA or FPDA, contract term</i>	FPDA; Term: 14 years	FPDA; Term: 10 Years	SPDA; Term: 7 years
<i>States available</i>	All except AK, CT, MA, MN, NY, OR, UT, VT, WA Company offers 22 EIA product(s)	AL, AK, AR, AZ, CA, CO, DE, FL, GA, HI, IA, ID, IL, IN, KS, KY, LA, MD, MI, MO, NC, NE, ND, NH, NM, NV, OH, OK, RI, SC, SD, TN, TX, UT, VA, WA, WI, WV, WY, DC Company offers 1 EIA product	All except NY, VI, Guam, PR Company offers 1 EIA product
<i>Minimum / maximum issue ages</i>	0/85	0/80	0/85
<i>Maximum annuitization age</i>	100	115	95
<i>Minimum / maximum premium</i>	\$10,000/\$1,000,000	\$2,000 Qualified \$5,000 Non-Qu	\$5,000/\$1,000,000
<i>Free partial withdrawals</i>	Yes; after 1 year; 4 per year	Yes; after 1 year; 2 per year	Yes; Immediately; multiple, up to 10% of balance per year
<i>Index values available for free partial withdrawals</i>	Yes	No	Yes
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Original premium plus all interest credited plus minimum guaranteed int	Contract can be surrendered during index term; Equal to the greater of the accumulation value less withdrawal charges	Contract can be surrendered during index term; Greater of: 1. accum. value, less surr. charges; 2. guar. min. surr. value
<i>Surrender charges</i>	17.5%-4.5%, decreasing by 1% each yr for 14 yrs.; applies from date of policy only	Per contract schedule; applies from date of policy only	7 year surrender charge schedule: 8,8,7,6,5,4,3,0%; applies from date of policy only
<i>Waivers</i>	Nursing home, terminal illness, unemployment, death	N/A	Nursing home, terminal illness, disability
<i>Potential recognized gains</i>	No	No	
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	87.5% @ Varies; 87.50%; 1.50%	87-1/2% of Premium plus interest; 87-1/2% 1%	90% of the single premium accumulated at 3%, less w/ds and/or surr chrgs; 90%
<i>Index to which product is tied</i>	S&P 500	S&P 500	S&P 500
<i>Indexing method</i>	Annual point-to-point, monthly average cap, monthly point-to-point	Monthly Average, Point-to-Point	Annual reset, point-to-point
<i>Cap on annual earnings: Cap on total return over entire contract term</i>	No cap on dollar amount of earnings, only % Caps vary per crediting method; No cap on total return for entire contract term	MA 12%, PTP 10%; N/A	Earnings are capped up to the specified percentage; N/A
<i>Primary rate-setting mechanism for new issues</i>	Cap; Depends on crediting strategy chosen, fluctuates monthly	Cap; 12% MA, 10% PTP; guaranteed; Monthly	Cap; 6.50% for premium <\$50k; 7.00% for premium > or equal to \$50k, Not gtd.; can be adusted annually
<i>12-month participation rates:</i>			
2/08	8/07	12% MA 10% PTP 25% MA 10% PTP	N/A N/A
1/08	7/07	12% MA 10% PTP 25% MA 10% PTP	N/A N/A
12/07	6/07	13% MA 10% PTP 25% MA 10% PTP	N/A N/A
11/07	5/07	13% MA 10% PTP 25% MA 10% PTP	N/A N/A
10/07	4/07	13% MA 10% PTP 25% MA 10% PTP	N/A N/A
9/07	3/07	13%/25% MA 10% PT 25% MA 10% PTP	N/A N/A
<i>Potential gains</i>	Recognized, locked in, and credited annually	Recognized, locked in, and credited annually	Recognized, locked in, and credited annually
<i>Full index value at death or annuitization</i>	N/A	Full index value at death; Full index value at annuitization	Full index value at death; Full index value at annuitization
<i>Vesting schedule / formula</i>	N/A- no vesting applies	N/A	N/A
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	Yes, No charges apply	No	No
<i>Annual fees or additional charges</i>	No	No	No
<i>Margin or point spread</i>	No	Yes	
<i>Commissions*</i>	10%	10%	N/A
<i>Paid after issue?</i>	Yes; If trail option is selected	No	

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

Protective Life Ins. Co.
600 Vine Street, Suite 1800
Cincinnati, OH 45202
Tim Luby
800 628-6390 Ext: 1514 Fax: 513-357-4400
tim.luby@protective.com

RBC Insurance
2300 Main Street, Suite 450
Kansas City, MO 64108
RBC Insurance Sales Desk
888-262-8131
salesdesk@rbc.com

Reliance Standard Life Insurance Company
2001 Market Street, Suite 1500
Philadelphia, PA 19103
John Welsh
800-351-7500 Fax: 267-256-4752
john.welsh@rsl.com

Product

ProSaver Index Choice II

RBC Choice 10

The Keystone Index Annuity

SPDA or FPDA, contract term

FPDA; Term: 5 year and 7 year versions

SPDA; Term: 10 years

SPDA; Term: 5, 7, and 10

States available

All except NY, OR, WA, Company offers 2 EIA product(s)

AL, AR, AZ, CA, CO, FL, GA, IA, ID, IL, IN, KS, KY, LA, MA, MD, ME, MI, MO, MS, MT, NC, NE, ND, NH, NM, NV, OH, RI, SC, SD, TN, TX, VA, VT, WA, WI, WV, WY, DC Company offers 6 EIA product(s)

All except AL, MN, MT, NV, NY, OR Company offers 3 EIA product(s)

Minimum / maximum issue ages

0/85

0/80 Q; 0/85 NQ

0/85

Maximum annuitization age

95

n/a

100

Minimum / maximum premium

\$10,000 / \$1,000,000

\$5,000/\$1,000,000

\$10,000/\$500,000 w/out approval

Free partial withdrawals

Yes; after 1 year; 10% of Initial Premium in 1st Year; Unlimited per year

Yes; after 1 year; 1 per year

Yes; Immediately; 1 per year

Index values available for free partial withdrawals

Yes

No

Yes

Method for determining surrender value

Contract can be surrendered during index term; Greater of Contract Value Less Surrender Charges or MACV less Sur. Charges

Contract can be surrendered during index term; SV=Accumulation value less surrender charges

Contract can be surrendered during index term; Greater of annuity value or Guar. Min Annuity value less surrender charges

Surrender charges

9%, 9%, 8%, 7%, 6%, 0% - or - 9%, 9%, 8%, 7%, 6%, 5%, 4% 0%; applies from date of policy only

10,10,9,5,9,8,7,6,5,4,2% in most states; applies from date of policy only

10 years declining - 9%,9,8,7,6,5,4,3,2,1,0; applies from date of policy only

Waivers

Nursing Home, Terminal Illness, Death, Annuitization

Confinement waiver & terminal illness waiver

Hospital/Nursing home 25% free after 1st year, 100% terminal illness

Potential recognized gains

Yes

No

No

Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate

3.00% on 7 year product and 2.55% on 5 year product; 100%; (see above)

87.5% of prem payment, less taxes, withdrawals + guaranteed interest rate; 87.50%; 1-3%

100% of premium accumulated at 2% less withdrawals and surrenders; 100%; 2%

Index to which product is tied

S&P 500

DJIA

S&P 500

Indexing method

Annual Point to Point (Cap., Par. and the NEW Fixed Rate Plus)

Quarterly point to point and Monthly averaging

Annual Pt-to-Pt w/ cap. Annual Pt-to-Pt w/ part rate, Annual mnthly avg cap

Cap on annual earnings: Cap on total return over entire contract term

100% par rate capped at a rate renewable each year; None

Quarterly cap applies to QP2P

Annual Pt-to-Pt w/ 8.5% cap. Also has Annual mnthly avg w/ a 9.5% cap

Primary rate-setting mechanism for new issues

Cap; 4/22/08 Rates - 5 yr. Product: 7.5%/ 8.0% and 7 yr, Product - 8.0% / 8.5%; guaranteed; can be adjusted annually

Cap; QP2P=2.00% and MoAvg = 3.25% as of 4-1-2008, Not gtd.; On the client's anniversary date

Cap; Annual Pt-to-Pt w/ 8.5% cap. Also has Annual mnthly avg w/ a 9.5% cap; Whenever rates dictate - No limit

12-month participation rates:

2/08 8/07
1/08 7/07
12/07 6/07
11/07 5/07
10/07 4/07
9/07 3/07

2.00% & 3.25%	3.50% & 1.25%	8.50%
2.50% & 3.25%	3.50% & 1.25%	8.50%
3.00% & 2.25%	3.50% & 1.25%	8.50%
3.00% & 2.25%	3.50% & 1.25%	8.50%
3.00% & 2.25%	3.50% & 1.25%	8.50%
3.50% & 2.25%	3.50% & 1.25%	N/A - New 10/07

Potential gains

Recognized, locked in, and credited annually

Recognized, locked in, and credited annually

Recognized, locked in, and credited annually

Full index value at death or annuitization

Full index value at death; Full index value at annuitization

Full index value at death; Full value is life after 1st year OR period certain 5 years+ after 5 years

Full index value at death; Have to annuitize after 5th year to get full index value at annuitization

Vesting schedule / formula

n/a

Automatic rollover or window at end of term (e.g. 30 days)

No

No

No

Annual fees or additional charges

No

No

No

Margin or point spread

Yes; NEW FRP offers Gtd. interest rate Plus a Percentage of Market Gain; 7 yr. 5%

No

No

*Commissions**

Yes; Full Commissions on all premiums

10% most states

8.50%

Paid after issue?

Yes; Full Commissions on all premiums paid in first 36 months

No

No

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

Standard Insurance Company
 1100 SW Sixth Avenue
 Portland, OR 97204-1093
Will Mitchell
 971-321-8595 Fax: 971-321-5408
 wmitchel@standard.com

Standard Life and Accident Insurance Company
 2450 South Shore Blvd #500
 League City, TX 77573
Bruce Burak
 888-290-1085 Fax: 888-757-6225
 bruce.burak@slaico.com

Sun Life Assurance Company of Canada (U.S.)
 112 Worcester Street
 Wellesley Hills, MA 2481
James Slotnick
 (866) 637-3477 Fax: (617) 273-1852
 jslotnick@slfd.com

Surrender Provisions

Product	Standard Insurance Company	Standard Life and Accident Insurance Company	Sun Life Assurance Company of Canada (U.S.)
Index Growth Annuity 5 (high band)	Index Growth Annuity 5 (high band)	Legend Series	Sun Life Financial Index MultiPoint
<i>SPDA or FPDA, contract term</i>	SPDA; Term: Later of age 95 & year 10	SPDA; Term: 15 years in most states	SPDA; Term: 1 yr, 5 yrs, 7 yrs, or 10 yrs
<i>States available</i>	All except NY, Guam, PR Company offers 2 EIA product(s)	All except AL, AK, CT, ME, MN, ND, NH, NJ, NY, OR, PA, VT, WA, DC, VI, Guam, PR Company offers 5 EIA product(s)	All except MO, ND, NY, OK, OR, WA, Guam Company offers 4 EIA product(s)
<i>Minimum / maximum issue ages</i>	0/99	0/85	0/85 NQ; 0/75Q
<i>Maximum annuitization age</i>	95	no max - annuitization not mandatory	95
<i>Minimum / maximum premium</i>	\$15,000/\$1,000,000	\$5,000/\$1,000,000	\$10,000/1,000,000
<i>Free partial withdrawals</i>	Yes; Immediately; Unlimited per year	Yes; after 1 year; 12 per year	Yes; Anytime; As many as desired up to vested interest earnings — SV must stay > \$4,000; Yes
<i>Index values available for free partial withdrawals</i>	No	No	
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Greater of account value less charges & minimum guaranteed contract value	Contract can be surrendered during index term; last anniversary contract value less surrender charge	Contract can be surrendered during index term; If client decides to fully surrender the annuity, and there have been no prior w/ds, they will receive the greater of 90% of premium at 1.75% growth, or 90% of prem. plus vested interest earnings. Not applicable
<i>Surrender charges</i>	Year 1: 8% of account value, Yr. 2: 7%, Yr. 3: 6%, Yr. 4: 4% and Yr. 5: 2%; applies from date of policy only	15 year decreasing surrender charge; applies from date of policy only	Not applicable
<i>Waivers</i>	After 1st contract year, nursing home and terminal condition	Hospital or nursing home confinement, disability	Not applicable
<i>Potential recognized gains</i>	No	No	No
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	Varies by state; 100%; 5yr Treas less 2.25%	NAIC Model Index Rate; 87.50%; NAIC Model Index Rate	90% of premium (less withdrawals) accumulated at 1.75%; 90%; 1.75%
<i>Index to which product is tied</i>	S&P 500	S&P 500	S&P 500 Index
<i>Indexing method</i>	Annual point-to-point	Monthly average annual reset	High watermark with monthly averaging
<i>Cap on annual earnings: Cap on total return over entire contract term</i>	Declared at issue and annually thereafter; N/A	no cap; no cap	Not applicable; Not applicable
<i>Primary rate-setting mechanism for new issues</i>	Cap; 8.50%; guaranteed; can be reset annually	Participation Rate; 95%, Not gtd.; can be adjusted annually	Participation Rate; As of 4/14/2008: 100% (Subject to change at any time for new issues); guaranteed; At the end of the term, the contract can be renewed at the current rate
<i>12-month participation rates:</i>			
2/08 8/07	8.25% 8.40%	95%	100% 100%
1/08 7/07	8.25% 8.40%		100% 100%
12/07 6/07	8% 7.75%		100% 100%
11/07 5/07	8% 7.65%		100% 100%
10/07 4/07	8.40% 8%		100% 100%
9/07 3/07	8.40% 8.50%		100% 111%
<i>Potential gains</i>	Recognized, locked in, and credited annually	Recognized, locked in, and credited annually	Recognized, locked in, and credited each contract anniversary
<i>Full index value at death or annuitization</i>	Full index value at death Full index value at annuitization;	Full index value at death; Full index value at annuitization	Full index value at death Full index value at annuitization; 100% of S&P earnings are credited on the date of death if surr. w/in 90 days of the date of death. Cash surr. value if surr. after the day days.; 10% each year over 10 years
<i>Vesting schedule / formula</i>	N/A		Yes, No charges apply
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	Yes, No charges apply	No	
<i>Annual fees or additional charges</i>	No	No	No
<i>Margin or point spread</i>	No	No	No
<i>Commissions*</i>	4.50%	11%	Contact co.
<i>Paid after issue?</i>	Yes; Alternative scales with asset under management trails will be available 6/1	No	Yes; Commissions are paid on renewals. Call for details.

*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.

Companies

Union Central Life (A UNIFI Company)
 1876 Waycross Rd
 Cincinnati, OH 45240
Linda Glantz-Murray
 800-319-6903 ext. 71079 Fax: 513-674-5345
 linda.glantz@acaciagr.com

Washington National Insurance Company
 11825 North Pennsylvania Street
 Carmel, IN 46032
Customer Service
 866-403-9642 Fax: 317-817-2785
 tsa_sales_support@conseco.com

Surrender Provisions

Product	Flex Annuity II	Educators' Choice Index 2
<i>SPDA or FPDA, contract term</i>	FPDA; Term: 9 years	FPDA; Term: 10 years
<i>States available</i>	All except NY, OR, PA, VT, Guam, PR Company offers 1 EIA product	All except AL, AK, CT, MA, MN, MS, MT, OR, VT, WA Company offers 10 EIA product(s)
<i>Minimum / maximum issue ages</i>	0/85	0/85
<i>Maximum annuitization age</i>	95	95
<i>Minimum / maximum premium</i>	\$2,000 Q; \$5,000 NQ - Minimum	\$5,000/\$2,000,000
<i>Free partial withdrawals</i>	Yes; Immediately; 10% of the account value per year	Yes; In the 1st year; 1 per year
<i>Index values available for free partial withdrawals</i>	Yes	Yes
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Greater of accum value less sur chrg or min guar sur value	Contract can be surrendered during index term; Accumulated value minus withdrawals less surrender charges
<i>Surrender charges</i>	From fixed act first then from index option with earliest date years 1-8; applies from date of policy only	6 years: 9%, 9%, 8%, 8%, 7%, 7%, 0% (rolling with 10-year cliff); applies from date of policy only
<i>Waivers</i>	Terminal illness, nursing home, death	Nursing Care, Terminal Illness, Death Benefit
<i>Potential recognized gains</i>	No	No
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	87.5% of prem, less withdrawals, accum at 1% to 3% (cur 3%); 87.50%; 3.0% fixed; 0% index	87.5% @ 1-3%; 87.50%; 1-3%
<i>Index to which product is tied</i>	S&P500	S&P500, S&P400, Russell 2000
<i>Indexing method</i>	Point-to-Point	Annual Point-To-Point, Monthly Point-To-Point, Monthly Averaging
<i>Cap on annual earnings: Cap on total return over entire contract term</i>	Option for Cap on return on index with 100% participation rate; No	Caps on the annual point-to-point and monthly point-to-point options; N/A
<i>Primary rate-setting mechanism for new issues</i>	Participation Rate; 40%; guaranteed; adjusted annually	Participation Rate; 100%; guaranteed; can be adjusted annually
<i>12-month participation rates:</i>		
2/08 8/07	45% 50%	100% 100%
1/08 7/07	45% 50%	100% 100%
12/07 6/07	45% 50%	100% 100%
11/07 5/07	45% 55%	100% 100%
10/07 4/07	45% 55%	100% 100%
9/07 3/07	45% 55%	100% 100%
<i>Potential gains</i>	Recognized, locked in, and credited annually	Recognized, locked in, and credited annually
<i>Full index value at death or annuitization</i>	Current accumulation value at death and annuitization	Full index value at death; Full index value at annuitization
<i>Vesting schedule / formula</i>	no vesting	N/A
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	No	No
<i>Annual fees or additional charges</i>	No	No
<i>Margin or point spread</i>	No	No
<i>Commissions*</i>	Call us	5.50%
<i>Paid after issue?</i>	Please call to discuss	Yes; Commissions are paid on renewal premium or as a trail option



*Percentage of premiums paid on this product. Assumes a contract for a male policyholder, issue age 50, with a \$20,000 single premium.