

A Producer's Guide to Indexed Annuities 2006

Welcome to LIFE INSURANCE SELLING's
10th 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 30 companies are featured on pages 68 through 88.

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 in a password-protected area of our Web site, www.lifeinsuranceselling.com, accessible only to subscribers. 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

Indexed Annuities

Companies

AIG American General Life
2929 Allen Parkway
Houston, Texas 77019
Michael Harrison
713-831-2794 Fax:713-620-3408
Michael_Harrison@aigag.com

Allianz Life Insurance Company of North America
P.O. Box 59060
Minneapolis, MN 55459-0060
FASTeam
800-950-7372 Fax:763-582-6407
amy_gunderson@allianzlife.com
PremierDex 5

American Equity Investment Life Insurance Company
5000 Westown Parkway #440
West Des Moines, IA 50266

Surrender Provisions	Product	HorizonIndex	PremierDex 5	Bonus Gold (Index-1-05)
	<i>SPDA or FPDA, contract term</i>	SPDA; Term:9 years and 12 years	FPDA; Term:10 Years	Term:17 years
<i>States available</i>	All except MN, NJ, NY, OK, OR, UT, VT, VI, Guam, PR Company offers 3 IA product(s)	All except IL, NY, OR, PA, UT, WA, VI, Guam, PR Company offers 13 IA product(s)	All except MN, OR, UT, WA Company offers 8 IA product(s)	
<i>Minimum / maximum issue ages</i>	0-85 Q and 0-85 NQ	0/85	0/85	
<i>Maximum annuitization age</i>	100 but all income options may not be avail. to them	later of age 90 or 10 years	90	
<i>Minimum / maximum premium</i>	\$5,000 / \$1,000,000	\$25,000/\$10,000,000	\$5,000/\$1,000,000	
<i>Free partial withdrawals</i>	Yes; after 1 year; up to 10% of the annuity value; One per year	Yes; 12 months after last premium; 1 per year	Yes; after 1 year; Once-10% of contract value annually	
<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, plus the MVA less surrender charge	Contract can be surrendered during index term; The greater of accum value less surrender charge with MVA, or the GMV	Contract can be surrendered during index term; greater of MGSV or Contract Value, less Surrender Charges	
<i>Surrender charges</i>	9 yr. (10%, 10, 9, 8, 7, 6, 5, 4, 2), 12 yr. (12%, 12, 12, 12, 12, 11, 10, 9, 8, 7, 5, 3); applies from date of policy only	10 year decreasing surrender charge (starts at 15% and decreases monthly); applies from date of policy only	Surrender charge applied to contract value; applies from date of policy only	
<i>Waivers</i>	Extended Care Rider, Annuitization after 5th yr.; 10% free withdrawal; Death benefit (some cases)	Nursing Home Benefit	No surrender charge at death, certain annuitization settlement options	
<i>Potential recognized gains</i>	No	Yes	Yes	
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	90% of premium, less withdrawals, accumulated at 3%; 90%; 2% Fixed Account	87.5% of premium, less any withdrawals, all accumulated at 2% - 3% annually; 87.5%; 2-3%	(MGSV) Premium + 10% bonus + credited interest or MGSV; 80% of premium + Bonus; 3.00%	
<i>Index to which product is tied</i>	S&P 500	S&P 500, Nasdaq-100, interest option	S&P 500, Lehman Bond Index, DJIA	
<i>Indexing method</i>	1 yr Account Mo. additive; Point-to-Point; 2 Yr Acc. biennial point-to point	Monthly point-to-point with high water feature and annual crediting	Annual reset, annual pt to pt, monthly pt to pt, annual monthly average	
<i>Cap on annual earnings; Cap on total return over entire contract term</i>	1 Yr Account monthly cap; 2 year Account biennial cap; N/A	Monthly cap guaranteed for the first year; will never be less than 1%; None		
<i>Primary rate-setting mechanism for new issues</i>	Cap; 1 yr has monthly cap of 2.5% & 2 yr has a 13.5% cap; not gtd.; For in-force, cap fixed ann. for 1 Yr Acc, and biennially for the 2 Yr Acc	Cap; 4.0%; guaranteed; annually	Cap; annual monthly average 9%, Monthly pt to pt 2.8%, Annual pt to pt 6.5%No; rate guaranteed for 1st year, adjusted on an annual basis	
<i>12-month participation rates:</i>				
<i>2/06 8/05</i>	2.50% / 13.50%	2.50% / 13.50%	3.90%	3.70%
<i>1/06 7/05</i>	2.50% / 13.50%	2.50% / 13.50%	3.80%	3.70%
<i>12/05 6/05</i>	2.50% / 13.50%	2.50% / 13.50%	3.80%	3.80%
<i>11/05 5/05</i>	2.50% / 13.50%	2.50% / 13.50%	3.80%	3.80%
<i>10/05 4/05</i>	2.50% / 13.50%	2.50% / 13.50%	3.60%	3.80%
<i>9/05 3/05</i>	2.50% / 13.50%	2.60% / 13.75%	3.70%	3.60%
<i>Potential gains</i>	Recognized varies by Account; locked in varies by Account; credited varies by Account		Recognized annually; locked in annually; credited annually	
<i>Full index value at death or annuitization</i>	Full index value at death; Full index value at annuitization		Full index value at death	
<i>Vesting schedule / formula</i>	No			
<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	No	
<i>Margin or point spread</i>	No	No	Yes; currently 0%	
<i>Commissions*</i>	N/A		street level:8%	
<i>Paid after issue?</i>	No		Yes; on additional premiums up to year 5	

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

Indexed Annuities

Companies

American Investors Life Insurance Co.
One AmVestors Place, 555 S. Kansas Ave
Topeka, KS 66603
Marketing Department
1-800-255-2405, ext. 330
Fax: 785-295-4365

American National Insurance Company
One Moody Plaza - IMG 9th floor
Galveston, TX 77550
David Behrens
888-504-2550 Fax: 409-621-7709
david.behrens@anico.com

Americo Financial Life and Annuity
Insurance Company
300 W 11th Street
Kansas City, MO 64105
800-231-0801 ext. 8410

	Product	Performance Advantage 15	Value-Lock 10	Ultimate One Index 7
	<i>SPDA or FPDA, contract term</i>	FPDA; Term: 15 Years	SPDA; Term: 10 years	FPDA; Term: 7 Years
	<i>States available</i>	All except CT, GA, IL, IN, MN, NJ, NY, OR, PA, UT, WA, Guam, PR Company offers 13 IA product(s)	All except CT, IL, MA, MN, ND, NJ, NY, OR, PA, UT, VT, WA, VI, Guam, PR Company offers 5 IA product(s)	AR, AZ, CA, CO, DE, FL, GA, HI, IA, ID, IN, KS, KY, LA, ME, MI, MO, MT, NC, ND, NH, NM, NV, OH, OK, PA, RI, SC, SD, TN, TX, VA, WI, WV, WY, DC, VI, Company offers 5 IA product(s)
	<i>Minimum / maximum issue ages</i>	0/75	0/80	0/85
	<i>Maximum annuitization age</i>	Later of: age 70 or 26th contract anniv.	95	105
	<i>Minimum / maximum premium</i>	NQ \$5,000/\$1M or Q \$2,000/\$1M	\$5000(NQ); \$4000(Q)/\$1 million	\$2,000(qualified)/\$1,000,000
	<i>Free partial withdrawals</i>	Yes; after one month; 12 per year	Yes; after 1 year; 10% of AV call for additional details	Yes; after 1 year; 1 per year
	<i>Index values available for free partial withdrawals</i>	Yes	Yes	No
Surrender Provisions	<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Max of accum value-w/d +/- MVA, accum value floor-w/d +/- MVA, or MGCV	Contract can be surrendered during index term; Greater of SV or MGSV	Contract can be surrendered during index term; Greater of MGSV or contract value less surrender charges
	<i>Surrender charges</i>	19, 18, 17, 16, 15, 14, 13, 12, 11, 10, 9, 8, 7, 6, 5; applies from date of policy only	10 years - 12-12-11-10-9-8-7-6-5-3%; applies from date of policy only	applies from date of policy only
	<i>Waivers</i>	Confinement, terminal illness	Confinement & Disability	Nursing home or hospital confinement greater than 90 days
	<i>Potential recognized gains</i>	No	90% of premiums @ MGIR; 90%; varies by state	No
	<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	1-3 @ 87.5% in SNFL states; 87.5%; 1-3%		100% of premium less partial surrenders at 1.5% yrs 1-9 and 3% thereafter; 100%; 1.5% yrs 1-9, 3% 10+
	<i>Index to which product is tied</i>	S&P 500, Nasdaq 100, DJIA	S&P 500	S&P 500
	<i>Indexing method</i>	Annual pt-to-pt, mo. avg, 2yr pt-pt, mo. avg w/multi indices, mo. pt-pt	End of term	Annual point-to-point & annual monthly average with one moving part
	<i>Cap on annual earnings; Cap on total return over entire contract term</i>	Point-point strategies capped, Multiple index strategy capped; NA	No; No	Two of the five index options available limit the index increase to a cap
	<i>Primary rate-setting mechanism for new issues</i>	Cap; 7%; Not gtd.; Adjusted annually	Participation Rate; 100%; rate guaranteed; Lifetime of contract-can change for new issues	Cap; The primary mechanism varies with each index option; rate guaranteed; adjusted annually
	<i>12-month participation rates:</i>			
	2/06 8/05	6% 6.5%	100% 100%	
	1/06 7/05	6% 7%	100% 100%	
	12/05 6/05	6% 7%	100% 100%	
	11/05 5/05	6% 7%	100% 100%	
	10/05 4/05	6% 7%	100%	
	9/05 3/05	6.5% 7%	100%	
	<i>Potential gains</i>	Recognized annually or biennially; locked in annually or biennially; credited annually or biennially	locked in once	Recognized annually; locked in annually; credited annually
	<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 death; Full index value at annuitization after 5 years if annuitized for 5 years
	<i>Vesting schedule / formula</i>	NA	No	
	<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>	Yes; Primary rate mechanism on monthly average strategy; 9%	10%	No
	<i>Commissions*</i>	Yes; on additional premium	No	7%
	<i>Paid after issue?</i>			Yes; 5% years 2-4

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

Indexed Annuities

Companies

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

Aviva Life Insurance Company
Battery March Park Bldg III
3 Pine Hill Drive Quincy, MA 02169-7472
Chris McAuley
800-225-8073 (x 6211) Fax:617-405-6209
cmcauley@avivausa.com

Bankers Life and Casualty Company
222 Merchandise Mart Plaza
Chicago, IL 60046
Rebecca Wietbrock
312-396-7271 Fax:312-396-5906
r.wietbrock@banklife.com

Surrender Provisions

Product	AmerUs	Aviva	Bankers
<i>SPDA or FPDA, contract term</i>	Multi Choice 7 FPDA; Term:15 Years	Aviva Elite Index Annuity FPDA; Term:10 yrs.	Equity+ SPDA; Term:10 years
<i>States available</i>	All except CT, IL, IN, MN, NJ, NY, PA, UT, WA, Guam, PR Company offers 10 IA product(s)	All except MN, NY, OR, UT, VI, Guam, PR Company offers 3 IA product(s)	All except MA, MN, NJ, NY, OR, DC, VI, Guam, PR Company offers 1 IA product
<i>Minimum / maximum issue ages</i>	0/75	0/85	18-Q, 0-NQ / 85
<i>Maximum annuitization age</i>	Later of: age 70 or 26th contract anniv.	100	99
<i>Minimum / maximum premium</i>	NQ \$5,000/\$1M or Q \$2,000/\$1M	\$25,000/\$500,000	\$2,000-Q, \$5,000NQ / \$1,000,000
<i>Free partial withdrawals</i>	Yes; after one month; 12 per year	Yes; Immediately; 10% per year	Yes; after 1 year; 1 per year
<i>Index values available for free partial withdrawals</i>	Yes	Yes	No
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Max of accum value-w/d+/-MVA, accum value floor-w/d+/-MVA, or MGCV	Contract can be surrendered during index term; 87.5 % of prem. + fixed int. OR prem. + 5% bonus + int. - surr. chg/ market value adjusted	Contract can be surrendered during index term; Greater of Index Value less Withdrawal Charges & Min Guaranteed Cash SV
<i>Surrender charges</i>	19,18,17,16,15,14,13,12,11,10,9,8,7,6,5; applies from date of policy only	12%, 12, 12, 10, 8, 7, 6, 5, 4, 3, 0 in most states; applies from date of policy only	10 years of decreasing surrender charge percentages; applies from date of policy only
<i>Waivers</i>	Nursing home, terminal illness	Nursing home	Nursing Home and Terminal Illness riders at no additional cost
<i>Potential recognized gains</i>	No	No	No
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	1-3 @ 87.5% in SNFL states; 87.5%; 1-3%	87.5% of premium accumulated at 1.5% - 3.0%; 87.5%; 1.5% - 3.0%	Minimum Guaranteed Cash SV is 87.5% of the money accumulated at 2.15%; 87.5%; 2.15% of 87.5% prem.
<i>Index to which product is tied</i>	S&P 500, Nasdaq 100, DJIA	S&P 500	S&P 500 only
<i>Indexing method</i>	Annual pt-to-pt, mo. avg, 2yr pt-pt, mo. avg w/multi indices, mo. pt-pt	Annual point-to-point	point-to-point monthly averaging with annual reset
<i>Cap on annual earnings; Cap on total return over entire contract term</i>	Point-to-point & multi-index strategies cap; NA	Annual Cap, Monthly Cap with Annual Sum; N/A	n/a; n/a
<i>Primary rate-setting mechanism for new issues</i>	Asset Fee; 0.35%Not gtd.; Annually	Cap; 6.5%; guaranteed; Adjusted annually	Participation Rate; 80%; guaranteed; Adjusted annually
<i>12-month participation rates:</i>			
2/06 8/05	.99 1.5	6.5%	80% n/a
1/06 7/05	1.9 1.5	6.5%	80% n/a
12/05 6/05	1.9 1.5	6.25%	80% n/a
11/05 5/05	1.9 1.5	6.25%	80% n/a
10/05 4/05	1.9 1.5	N/A	80% n/a
9/05 3/05	1.5 1.5		80% n/a
<i>Potential gains</i>	Recognized annually or biennially; locked in annually or biennially; credited annually or biennially	Recognized annually; locked in annually; credited annually	Recognized annually; locked in annually; credited annually
<i>Full index value at death or annuitization</i>	Full index value at death; Full index value at annuitization	Full index value at death; annuit. based on surr. value if annuit'd before maturity -allowed by admin. practice only	Full index value at death; Annuitization - Cash Surrender Value (equal full index value after 10 yrs)
<i>Vesting schedule / formula</i>	NA	N/A	n/a
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	No	Yes	No
<i>Annual fees or additional charges</i>	No	No	No
<i>Margin or point spread</i>	Yes; Primary rate mechanism on monthly average strategy; 9%	No	No
<i>Commissions*</i>	Yes; on additional premium	7%	No
<i>Paid after issue?</i>		Yes; 6% in year 2; 4% in year 3; 2% in year 4; 0.75% in year 5	

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

Indexed Annuities

Companies

Conseco Insurance Company
11825 N. Pennsylvania St.
Carmel, IN 46032
Annuity Sales Support
1-888-266-6002

CUNA Mutual Life Insurance Company
2000 Heritage Way
Waverly, IA 50677
Darrel Steege
(319) 483-3554 Fax:(319) 352-0879
darrel.steege@cunamutual.com
MEMBERS Single Premium Deferred Index Annuity

Growth Life Insurance Company
700 Main Street
Lynchburg, VA 24505

Surrender Provisions

Product	The Annuity Edge	SecureLiving Classic
<i>SPDA or FPDA, contract term</i>	FPDA; Term:8 years	SPDA; Term: Annual Index Term, 7 yr s/c
<i>States available</i>	AL, AK, AR, AZ, CA, CO, FL, GA, HI, IA, ID, IN, KS, KY, LA, MD, ME, MI, MO, MS, NC, NE, ND, NH, NM, NV, OH, OK, RI, SC, SD, TN, TX, VA, WI, WV, WY, DC Company offers 8 IA product(s)	All except IA, IL, IN, MA, MD, MN, MS, ND, NJ, NY, OK, OR, PA, RI, UT, VT, WA Company offers 1 IA product
<i>Minimum / maximum issue ages</i>	0-80	Max issue age 85
<i>Maximum annuitization age</i>	Age 95	Max deferral age of 95
<i>Minimum / maximum premium</i>	NQ: \$5k/ \$2M Qual: \$2k/\$2M	\$5,000NQ; \$2,000Q / \$500,000
<i>Free partial withdrawals</i>	Yes; after 1 year; 1 per year	Yes; beginning 1st contract year; up to 12 times per contract year
<i>Index values available for free partial withdrawals</i>	No	Yes
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Greater of index value less surrender charge & min guaranteed contract value	Contract can be surrendered during index term; > of Minimum guaranteed value and contract value; less surrender charges
<i>Surrender charges</i>	11%, 11%, 11%, 10%, 8%, 6%, 4%, 2%; applies from date of policy only	7 year s/c (9,9,8,7,6,5,4,0) applied to amount in excess of free withdrawal; applies from date of policy only
<i>Waivers</i>	At death, if in force 1 yr - Nurs. home: extra 10% ,Term. Illn: extra 75%	Hardship Waiver. 1. Confinement to nursing home/hospital, terminal illness Waived for death benefit and nursing home
<i>Potential recognized gains</i>	No	Yes
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	1%-3% on 87.5% of premium; 87.5%; Currently 3%	The premium accumulated at minimum interest rate less with w/d's and s/c's; 100%; 1.5% yrs 1-7
<i>Index to which product is tied</i>	Dow Jones, S&P 500, S&P Mid Cap 400, Russell 2000	S&P 500
<i>Indexing method</i>	Monthly Averaging, Monthly Point to Point	point-to-point, annual ratchet
<i>Cap on annual earnings; Cap on total return over entire contract term</i>	Monthly Averaging, Monthly Point to Point	Cap different for each index period. ; No, it is annual
<i>Primary rate-setting mechanism for new issues</i>	Participation Rate; Cap: 3% Participation Rate: 100% for monthly averaging; Adjusted annually	Cap; 7% first year cap, annually declared, minimum cap of 5% years 1-7 (3/28/06); guaranteed; Annually declared
<i>12-month participation rates:</i>		
2/06 8/05	100% NA	
1/06 7/05	100% NA	
12/05 6/05	100% NA	
11/05 5/05	100% NA	
10/05 4/05	100% NA	
9/05 3/05	NA NA	
<i>Potential gains</i>	Recognized annually; locked in annually; credited annually	Recognized on each contract anniversary; locked in on each contract anniversary; credited on each contract anniversary
<i>Full index value at death or annuitization</i>	Full index value at death; 5x10 if contract in force 5 yrs & take payments 10 yrs+ = full index value	Full index value at death; Full index value at annuitization; > of Minimum guaranteed value and contract value (includes prior gains)
<i>Vesting schedule / formula</i>	NA	Does not apply
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	No	Yes, with new surrender charges; contact co. for more details
<i>Annual fees or additional charges</i>	No	No
<i>Margin or point spread</i>	No	No
<i>Commissions*</i>	6%	5.60%
<i>Paid after issue?</i>	Yes; Renewal comp paid yrs 2-8 at a reduced percentage	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.

Indexed Annuities

Companies

Jackson National Life Insurance
8055 E. Tufts Ave
Denver, CO 80237
Boni McIntyre
303-488-3559 Fax:303-488-4346
boni.mcintyre@jnli.com

Life Insurance Company of the Southwest
1300 W Mockingbird Ln
Dallas, TX 75247
Keith Young
214-638-9380 Fax:214-638-9128
kyoung@nationallife.com

Lincoln Benefit Life Company
2920 S. 84th ST
Lincon, NE 68506-4142
Chris Johnson
402-328-5173 Fax:402-328-6137
cjo24@allstate.com

Surrender Provisions

	Product	Elite Choice Rewards	SecurePlus Platinum	Saver's Index Annuity Plus
	<i>SPDA or FPDA, contract term</i>	SPDA; Term:12 years	FPDA; Term:15 yrs.	SPDA; Term:None
	<i>States available</i>	All except CT, IL, MN, UT, WA Company offers 5 IA product(s)	All except AK, AR, AZ, CA, CO, DE, FL, GA, HI, IA, ID, IL, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, NE, ND, NH, NM, NV, OH, OK, PA, RI, SC, SD, TN, TX, UT, VA, VT, WI, WV, WY, DC Company offers 9 IA product(s)	All except CT, MA, MN, NJ, NY, OR, TX, WA, PR Company offers 4 IA product(s)
	<i>Minimum / maximum issue ages</i>	0/78	75 max 95	0/85
	<i>Maximum annuitization age</i>	no limit		Later of age 90 or 10 years after issue
	<i>Minimum / maximum premium</i>	\$5,000 Q, \$10,000 NQ/ \$1 mill	\$3,000 Q \$5,000 NQ/ \$1,000,000	\$10,000/\$1,000,000
	<i>Free partial withdrawals</i>	Yes; immediately; 1 per year	Yes; after 1 year; no limit per year	Yes; after 1 year; Contact Company 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; Index option value less any applicable withdrawal charge	Contract can be surrendered during index term; Principal plus interest applied less applicable withdrawal charges	Contract can be surrendered during index term; Greater of CV less prem taxes and surr charges or min. guaranteed value
	<i>Surrender charges</i>	12 year 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	14% for the first 2 years, then decreases 1% each following year; applies from date of policy only	Based on contract year (8%, 8%, 7%, 6%, 5%); applies from date of policy only
	<i>Waivers</i>	Terminal Illness, Extended Care Benefit	Nursing home in approved states	Multiple waivers - contact Company
	<i>Potential recognized gains</i>	Yes	No	No
	<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	100% @ 2% per year minus withdrawals; 100%; 2%	87.5% of premiums paid growing at the NAIC Model Index, no less than 2.45%; 87.5%; NAIC Model Index	100% of premium compounded at guar. rate less withdrawals and charges; 100%; Varies
	<i>Index to which product is tied</i>	S&P 500	S&P 500	S&P 500
	<i>Indexing method</i>	Monthly averaging, Biennial Cap, Monthly Cap	annual point-to-point and annual point-to-daily average	Customer has choice of multiple strategies
	<i>Cap on annual earnings; Cap on total return over entire contract term</i>	Annual Cap, Biennial Cap, Monthly Sum	point-to-point cap applied last, point-to-daily average no cap; no	Set annually by the Company
	<i>Primary rate-setting mechanism for new issues</i>	Cap; 8.75%, 12.25%, 3.70% higher caps on 250K+; adjusted 1 yr, 2yr, 2yr	Cap; 8.15%; Not gtd.; Adjusted annually	Cap; Contact Company; Adjusted weekly
	<i>12-month participation rates:</i>			
	2/06 8/05	7.5%, 11.25%, 3.50%	7.10% 6.50%	Contact Company
	1/06 7/05		7.10% 6.50%	
	12/05 6/05		7.10% 7.00%	
	11/05 5/05		6.80% 7.50%	
	10/05 4/05		6.80% 7.50%	
	9/05 3/05		6.80% 7.00%	
	<i>Potential gains</i>	locked in 1yr, 2yr, 2yr; credited 1yr, 2yr, 2yr	Recognized annually; locked in annually; credited annually	Recognized - Contact Co.; locked in annually at anniversary; credited annually at 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	Greater of AV less premium tax or contract value
	<i>Vesting schedule / formula</i>	declining charges on bonus recapture		Date of proof of death treated as contract anniversary
	<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%	call for details	4%
	<i>Paid after issue?</i>	Yes; call for additional comission options	Yes; Renewals paid on additional premiums received	Yes; .25% on annuitization starting in contract year 6

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

Indexed Annuities

Companies

Midland National
4601 Westown Parkway, Suite 300
West Des Moines, IA 50266
Marketing Support
877-586-0241 Fax:877-586-0245
mnlannuities@mnlife.com

Minnesota Life Insurance Company
400 Robert Street N
St. Paul, MN 55101
David Mooers
651-665-1613 Fax:651-665-7099
david.mooers@minnesotalife.com

National Western Life Insurance Company
850 East Anderson Lane
Austin, TX 78628
Lura L Rogers, AVP Marketing
800-760-3434 ext. 314 Fax:512-339-8350
lrogers@nationalwesternlife.com

	Innovator Choice	SecureLink	Ultra Series - Classic, Benefit, Future
<i>Product</i>	SPDA or FPDA, contract term	SPDA; Term:7 years	FPDA; Term:13 yrs, 14 yrs, 15 yrs
<i>States available</i>	All except AL, AK, CA, CT, DE, IL, IN, MA, MD, MN, MS, NH, NY, OR, PA, TX, UT, VA, WA Company offers 15 IA product(s)	All except NY, VI, Guam, PR Company offers 1 IA product	All except AL, DE, MA, NJ, NY, OR, UT Company offers 3 IA product(s)
<i>Minimum / maximum issue ages</i>	0- 85/79/75	18/80	0/85
<i>Maximum annuitization age</i>	Varies by state	Later of 85 or 10 years after issue	99
<i>Minimum / maximum premium</i>	Min 2K Q / 10K NQ Max \$1mil	\$5000/\$1,000,000	\$2000(Q)\$5000(NQ)
<i>Free partial withdrawals</i>	Yes; after 1 year; 1 per year up to 10%	Yes; after 1 year; No limit; minimum withdrawal is \$250 per year	Yes; after 1 year; One 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; Accum Val +/- Interest Adj - (Surr Chg and Prem Tax, if any)	Contract can be surrendered during index term; Greater of contract value less deferred sales charge or minimum surrender value	Contract can be surrendered during index term; The greater of the Acct Value less the withdrawal charge; or the MGCV
<i>Surrender charges</i>	7 yr starts @ 10%, 10 yr starts @ 15%, 14 yr starts @ 18%; applies from date of policy only	7 year schedule decreasing annually; 9,8,7,6,5,4,3,0; applies from date of policy only	If surrendered prior to the end of the contract term surrender charge apply; applies from date of policy only
<i>Waivers</i>	Nursing home	Annuitization year 2+; Nursing home confinement additional 10% free withdrawal	RMD, Waiver of Medical Stay, Terminal Illness
<i>Potential recognized gains</i>	Yes	Yes	Yes
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	Varies by State; Varies by state; 2% on fixed account	90% of deposits accumulated at between 1% and 3% set every 6 months; 90%; 2.15%	Alt method to determine value when its total value exceeds Acct Value; 87.5%; 1%- 3%
<i>Index to which product is tied</i>	S&P 500, DJIA, S&P 400, Russell 2000, NASDAQ-100, DJ Euro STOXX 50	S&P 500	S&P 500
<i>Indexing method</i>	Annual Point to Point, Monthly Point-to-Point, Daily Average with Ann Reset	Annual ratchet	Annual Rest with Monthly Avg/Annual Reset with Monthly Cap
<i>Cap on annual earnings; Cap on total return over entire contract term</i>	APP cap is 7%, MPP is 3% per month, no cap Daily Average	Index Cap is the maximum index credit which will be applied annually; N/A	Any single month increase will be limited. Will never be less than 1%; N/A
<i>Primary rate-setting mechanism for new issues</i>	Asset Fee; (7 yr option) S&P 500 - 0.00% Daily Avg, 0.00% APtP, MPtP is Cap only; guaranteed; adjusted annually	Cap; New product June 2006 - Cap not determined at this time; guaranteed; adjusted annually	Cap; 2.75%, Not gtd.; Adjusted annually
<i>12-month participation rates:</i>			
	2/06 8/05		
	1/06 7/05		
	12/05 6/05		
	11/05 5/05		
	10/05 4/05		
	9/05 3/05		
<i>Potential gains</i>	Recognized annually for indexed options; locked in annually for indexed options; credited annually for indexed options	Recognized annually; locked in annually; credited annually	Recognized annually; locked in annually; credited annually
<i>Full index value at death or annuitization</i>	Full index value at death; Full index value at annuitization; Annuitization provisions vary by state- call for details	Full index value at death; Full index value at annuitization	Full index value at annuitization; Full contract value & contract value if paid under settlement opt at death
<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	No
<i>Margin or point spread</i>	Yes; (7 yr option) S&P 500 - 0.00% Daily Avg, 0.00% APtP, MPtP is Cap only; 9%	No	11%
<i>Commissions*</i>	Yes; Trail options are available, Renewal Premiums receive commission	6%	Yes; Lower renewal years 2-5
<i>Paid after issue?</i>		Yes; Trail options available	

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

Indexed Annuities

Companies

Nationwide Life Insurance Company
One Nationwide Plaza
Columbus, OH 43215

Old Mutual Financial Network
1001 Fleet Street
Baltimore, MD 21202
Brian Grigg
678.281.8151 Fax:678.281.8199
brian.grigg@omfn.com

Physicians Life Insurance Company
2600 Dodge St
Omaha, NE 68131
Brice Ballard
(402) 633-1106 Fax:(402) 633-1096
brice.ballard@physiciansmutual.com

Surrender Provisions

	Product	Clear Horizon	Loyalty Rewards Escalator 12	Vista Index Solution
	<i>SPDA or FPDA, contract term</i>	SPDA; Term:7 years	FPDA; Term:12 Years	FPDA; Term:7, 10 or 15 years
	<i>States available</i>	All except IL, MA, MN, ND, NJ, NY, OR, PA, UT, VT, WA, PR Company offers 1 IA product	All except MA, MN, NY, OR, UT, VT, WA Company offers 15 IA product(s)	All except AL, IN, MA, MS, NY, OR, PA, WA, VI, Guam, PR Company offers 7 IA product(s)
	<i>Minimum / maximum issue ages</i>	18/90	0/85	0/80, 0/75 and 0/70
	<i>Maximum annuitization age</i>	100		95
	<i>Minimum / maximum premium</i>	\$10,000/\$1,000,000	\$10,000/\$5,000,000	\$2,500/\$500,000
	<i>Free partial withdrawals</i>	Yes; after 1 year; up to 12 (month, quarter, semi-annual) per year	Yes; after 1 year; 4 random per year	Yes; after 1 year; No Limit
	<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 CDSC and premium taxes	Contract can be surrendered during index term; Account Value less Surrender Charges	Contract can be surrendered during index term; Guaranteed Minimum Account Value
	<i>Surrender charges</i>	7-7-6-6-5-5-3 (applied to contract value, may vary by state); applies from date of policy only	17.5% declining for 12 Years; applies from date of policy and each renewal	Difference between Index Account Value and Guaranteed Minimum Account Value; applies from date of policy only
	<i>Waivers</i>	nursing home, terminal illness	Death, Nursing Home, Terminal Illness, Unemployment, Annuitize After Year 5	Nursing Home and Home Health Care
	<i>Potential recognized gains</i>	Yes	Yes	No
	<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>		87.5% of Premiums Compounding at a Floating Rate Between 1% and 3%; 87.5%; 1.90% in April	90% at variable minimum rate (1% to 3%); 90%; Variable (1% to 3%)
	<i>Index to which product is tied</i>	S&P 500		S&P 500
	<i>Indexing method</i>	Annual point-to-point	Ann Point to Point, Month Point to Point, Month Avg, All Annual Reset.	Annual Reset Monthly Average and Annual Reset Annual Point-to-Point
	<i>Cap on annual earnings; Cap on total return over entire contract term</i>	100% participation up to stated cap - cap renewed annually; N/A	Cap on all options, renewed annually; None	Annual Cap reset each year subject to minimum of 6%; None
	<i>Primary rate-setting mechanism for new issues</i>	Cap	Cap; Contact for Current Caps; rate guaranteed; Adjusted monthly	Cap; Adjusted once a year
	<i>12-month participation rates:</i>			
	2/06 8/05			
	1/06 7/05			
	12/05 6/05			
	11/05 5/05			
	10/05 4/05			
	9/05 3/05			
	<i>Potential gains</i>	Recognized annually; locked in annually; credited annually	Recognized annually; locked in annually; credited annually	Recognized annually; locked in annually; credited each term
	<i>Full index value at death or annuitization</i>		Full index value at death; Full index value at annuitization; Full Value if Annuitized After 5th Year	Full@death w/ 5 yr payout. Full@ annuitization after yr 10 w/ 5 yr payout
	<i>Vesting schedule / formula</i>	N/A	N/A	100% vesting at end of each index period.
	<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>	5.00%	7.5%	
	<i>Paid after issue?</i>	No	Yes; 7.5% in First 3 Contract Years	No

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

Indexed Annuities

Companies

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

Protective Life Insurance Company
2801 Highway 280 South
Birmingham, AL 35223
Eric Miller
205-268-3069 Fax: 205-268-3904
eric.miller@protective.com

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

	Principal Performance Annuity 7	ProSaver Index Choice Annuity	Dow 10 Year Index Annuity
<i>SPDA or FPDA, contract term</i>	SPDA; Term:7 years	FPDA; Term: 5 year & 7 year terms	FPDA; Term:10 years
<i>States available</i>	All except NY, VI, Guam, PR Company offers 1 IA product	All except NY, OR, WA, VI, Guam, PR Company offers 3 IA product(s)	All except HI, ND, NJ, NY, OR, SC, WA Company offers 3 IA product(s)
<i>Minimum / maximum issue ages</i>	0/85	0/80	0/85
<i>Maximum annuitization age</i>	95		None
<i>Minimum / maximum premium</i>	\$5,000/\$1,000,000	\$10,000/\$1,000,000	\$5,000/\$500,000
<i>Free partial withdrawals</i>	Yes; after 1 year; multiple per year, up to 10% of balance per year	Yes; after 1 year; at issue, on initial premiums; unlimited per year	Yes; after 1 year; 1 per year
<i>Index values available for free partial withdrawals</i>	Yes	Yes	No
<i>Method for determining surrender value</i>	Contract can be surrendered during index term; Greater of: 1. accum. value, less surr. charges; 2. guar. min. surr. value	Contract can be surrendered during index term; Previous anniversary's indexed contract value+ current fixed account value	Contract can be surrendered during index term; SV=Accumulation value less surrender charges
<i>Surrender charges</i>	7 year surrender charge schedule: 8,8,7,6,5,4,3,0%; applies from date of policy only	9,9,8,7,6,5,4,.; applies from date of policy only	12,12,12,11,10,9, 8,6,4,2,0 -- Applies from date of policy only
<i>Waivers</i>	Nursing home, terminal illness, disability	Terminal Illness, Nursing Home, RMD withdrawals	confinement waiver and terminal illness waiver
<i>Potential recognized gains</i>	90% of the single premium accumulated at 3%, less w/ds and/or surr chrgs	No	3% on 88% of premium; 3% on fixed account
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>		1.5% of 100% of all purchase payments, compounded annually; 100%; 1.5% currently	
<i>Index to which product is tied</i>	S&P 500	S&P 500	DJIA
<i>Indexing method</i>	Annual reset, point-to-point	point-to-point, annual reset	Monthly averaging
<i>Cap on annual earnings; Cap on total return over entire contract term</i>	Earnings are capped up to the specified percentage; N/A		10% cap minimum on annual earnings
<i>Primary rate-setting mechanism for new issues</i>	Cap; 7.50% for premium <\$100k; 8.00% for premium > or equal to \$100k; Adjusted annually	Cap; 7.50%, 8.00% >50,000; guaranteed; Adjusted weekly for new money rates	Asset Fee; 0%; On client's anniversary date
<i>12-month participation rates:</i>			
2/06	N/A	7.25%	
8/05	N/A	6.75%	
1/06	N/A	7.50%	
7/05	N/A	7.25%	
12/05	N/A	7.00%	
6/05	N/A	7.50%	
11/05	N/A	7.00%	
5/05	N/A	8.00%	
10/05	N/A	6.75%	
4/05	N/A	7.25%	
9/05	N/A		
3/05	N/A		
<i>Potential gains</i>	Recognized annually; locked in annually; credited annually	Recognized annually; locked in annually; credited annually	Locked in annually
<i>Full index value at death or annuitization</i>	Full index value at death Full index value at annuitization	Greater of Contract Value or Minimum Accumulated Contract Value	Full index value at death
<i>Vesting schedule / formula</i>	N/A	No	
<i>Automatic rollover or window at end of term (e.g. 30 days)</i>	No	No	Yes; No charges
<i>Annual fees or additional charges</i>	No	No	No
<i>Margin or point spread</i>	No	No	Yes; Spread can be adjusted annually up to 5%; 9%
<i>Commissions*</i>		Yes; Full commissions on additional premiums in the contract's first 36 months	Yes; 2.25% on subsequent premiums years 2+
<i>Paid after issue?</i>			

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

Indexed Annuities

Companies

Standard Insurance Company
1100 SW Sixth Avenue
Portland, OR 97204
James E. Teague, JD, CLU
(800) 378-4578 Fax:(971) 321-5408
jteague@standard.com

Standard Life and Accident Insurance Company
2450 South Shore Blvd #500
League City, TX 77573
Debie Knowles
888-290-1085 Fax: 888-757-6225
Standard.marketing@slaico.com
Legend Series Index Annuities

Transamerica Occidental Life Insurance Company
4333 Edgewood Road NE
Cedar Rapids, IA 52499
Fixed Annuity Sales
800-821-9095
AnnuityRD@transamerica.com
Select Index 500

Product

Index Growth Annuity

SPDA or FPDA, contract term

SPDA; Term:5 years

SPDA; Term:15 years

SPDA; Term:10

States available

All except IA, IL, IN, MA, MN, NC, NJ, NY, OR, PA, VT, WA
Company offers 1 IA product

All except AL, AK, CT, DE, IL, MA, ME, MN, ND, NH, NJ, NY, OR, PA, UT, VT, WA, VI, Guam, PR
Company offers 5 IA product(s)

All except MA, NY, OR, VI, Guam, PR
Company offers 1 IA product

Minimum / maximum issue ages

0/90

0/85

0/80

Maximum annuitization age

90

95

Minimum / maximum premium

\$15,000/\$1,000,000

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

\$2,000/\$10,000

Free partial withdrawals

Yes; Immediately; Unlimited, though only 10% fund is free per year

Yes; after 1 year; 12 per year

Yes; after 1 year; Multiple per year

Index values available for free partial withdrawals

Yes

Yes

Yes

Method for determining surrender value

Contract can be surrendered during index term; Greater of fund or minimum value, less a surrender charge.

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

Contract can be surrendered during index term; Policy value less surrender charges

Surrender charges

8%, 7%, 6%, 4%, 2%, 0%; applies from date of policy only

15 years beginning at 12% and reducing to 1%; applies from date of policy only

9.9,8,7,6,5,4,3,2,1%; applies from date of policy only

Waivers

Nursing Home, Terminal Condition, Death, Annuitization, IRS RMD and SEPP

Disability and confinement to nursing home or hospital

RMD, Nursing Home/Terminal Illness, Death

Potential recognized gains

No

Yes

No

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

100% premium at state minimum interest rates for equity index products; 100%; varies - 5% CMT-2.25%

Premium * 87.5% * NAIC index rate less surrender charges; 87.5%; NAIC Index Rate

90% of premium at state's applicable non-forfeiture rate; 90%; 1.50% (guar acct)

Index to which product is tied

S&P 500

S&P 500

S&P 500

Indexing method

Annual Point-to-Point

Monthly Average Annual Reset

annual ratchet

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

100% participation to contractually set index rate cap; renews annually.; No

No Cap; No Cap

100% of positive gain in S&P 500 each year up to cap

Primary rate-setting mechanism for new issues

Cap; 8.00% on \$100,000 or more in premium; rates effective 03/01/2006; Adjusted annually

Participation Rate; 100%; Adjusted annually

Cap; 8% (4/24/2006); guaranteed; Each cap is good for one year

12-month participation rates:

2/06 8/05
1/06 7/05
12/05 6/05
11/05 5/05
10/05 4/05
9/05 3/05

8.00% NA
8.00% NA
NA NA
NA NA
NA NA
NA NA

100% 100%
100% 100%
100% 100%
100% New
100%
100%

6.85% 6.75%
6.85% 6.50%
6.85% 6.50%
7.00% 7.00%
6.10% 7.00%
6.75% 6.50%

Potential gains

Recognized annually; locked in annually; credited annually

Recognized annually; locked in annually; credited annually

Recognized annually; locked in annually; 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 Index value at annuitization after 5 years

Full index value at death

Vesting schedule / formula

NA

Index value is vested annually

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

No

No

No

Annual fees or additional charges
Margin or point spread
Commissions*
Paid after issue?

No
No
4.50% to age 80%
No

No
No
11%
No

No
No
7%
No

Surrender Provisions

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

Indexed Annuities

Companies

Union Central - A UNIFI Company
1876 Waycross Rd
Cincinnati, OH 45240
Linda Glantz Murray
800-825-1551 Fax:513-595-5418
linda.glantz@acaciagroup.com

Washington National Insurance Company (WNIC)
11825 N. Pennsylvania St.
Carmel, IN 46032
Shawn Ardizone
1-866-403-9642 Fax: 317-817-2341
shawn_ardizone@consec.com
Educator's Choice Index I

West Coast Life Insurance Company
343 Sansome St.
San Francisco, CA 94104
Justin Shipman
800-366-9378, ext. 8221 Fax:205-268-7178
justin.shipman@wclife.com

	Surrender Provisions			
	Product	Union Central	Washington National Insurance Company	West Coast Life Insurance Company
<i>SPDA or FPDA, contract term</i>	Flex Annuity II	FPDA	SPDA; Term:8 years	FPDA; Term:5 years, 7 years
<i>States available</i>	All except CA, NJ, NY, OR, VI, Guam, PR Company offers One IA product(s)	AL, AK, AR, AZ, CA, CO, DE, FL, GA, HI, IA, ID, IN, KS, KY, LA, ME, MI, MO, ND, NH, NM, NV, OH, RI, SC, SD, TN, TX, VA, WI, WV, WY, DC Company offers 2 IA product(s)	All except DE, NY, OR, WA Company offers 2 IA product(s)	
<i>Minimum / maximum issue ages</i>	0-85	0-85	0-85	
<i>Maximum annuitization age</i>	95	Age 95	99	
<i>Minimum / maximum premium</i>	\$2,000 Q/\$5,000NQ - minimum	\$25,000/ \$2,000,000	\$10,000/ \$1,000,000	
<i>Free partial withdrawals</i>	Yes; immediately; 10% of the account value per year	Yes; Immediately; 4 per year	Yes; Within the first year; Up to 10% of prior contract anniversary 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; Greater of accum value less sur chrg or 87.5% of each dep at int as of issue	Contract can be surrendered during index term; Greater of Index Value less surrender charge & min guaranteed contract valu	Contract can be surrendered during index term; Based on value at contract anniversary less surrender charge percentage	
<i>Surrender charges</i>	From fixed act first then from index option with earliest date years 1-8; applies from date of policy only	9%, 9%, 8%, 8%, 7%, 7%, 6%, 6%; applies from date of policy only	5-year: 9.9,8,7,6,0% of Contract Value; 7-year: 9.9,8,7,6,5,4,0% of Con Value; applies from date of policy only	
<i>Waivers</i>	Terminal illness, confinement, death	Death; NCR = 10% after 1 yr; TIR = 75% after 1 yr	NH - 90 Day confinement after 1st contract year, TI - death in 12 months	
<i>Potential recognized gains</i>	No	No	No	
<i>Minimum gtd. contract value; Guarantee base; Gtd. minimum interest rate</i>	Premium (x87.5)x2.25%; 87.5%; 3.00%	1% - 3% on 87.5% of premium; 87.5%; 3.0%	5% minimum interest rate cap; min purchase payments accumulated at 1.50%; 100%; 1.50%	
<i>Index to which product is tied</i>	S&P 500	S&P 500, S&P Mid Cap 400, Russell 2000	S & P 500	
<i>Indexing method</i>	Point-to-Point	Monthly Averaging, Monthly Point to Point, Annual Point to Point	Annual ratchet	
<i>Cap on annual earnings; Cap on total return over entire contract term</i>	Cap on return on index with 100% participation rate; no	For APP -cap on annual index gain; For MPP - cap on monthly index gain; NA	equals 100% of Index gains during prior year, up to Index Interest Rate Cap; No Cap; 5 year: < \$50K = 7.25%, Over \$50K= 7.75%, 7 year: <\$50K 7.75%, \$50K+ 8.25%; Adjusted on each contract anniversary	
<i>Primary rate-setting mechanism for new issues</i>	Participation Rate; 55%; guaranteed; adjusted annually	Participation Rate; APP= 8% MPP = 3% MA = 100/100/90; guaranteed; Adjusted annually		
<i>12-month participation rates:</i>				
<i>2/06 8/05</i>	55% 60%	100% 100%	7.25 / 7.75% 7.50 / 8.00%	
<i>1/06 7/05</i>	55% 60%	100% 100%	7.50 / 8.00% 7.50 / 8.00%	
<i>12/05 6/05</i>	55% 60%	100% 100%	7.25 / 7.75% 7.25 / 7.75%	
<i>11/05 5/05</i>	50% 60%	100% 100%	7.50 / 8.00% 7.50 / 8.00%	
<i>10/05 4/05</i>	55% 65%	100% 100%	7.00 / 7.50% 8.00 / 8.50%	
<i>9/05 3/05</i>	60% 65%	100% 100%	6.75 / 7.25% NA	
<i>Potential gains</i>	Recognized annually; locked in annually; credited annually	Recognized annually; locked in annually; credited annually	Recognized annually; locked in annually; credited annually	
<i>Full index value at death or annuitization</i>	Current accumulation value	Full index value at death; 5x10 if contract in force 5 yrs & take payments 10 yrs+ = full index value	Full index value at death; Full index value at annuitization; as of last contract anniversary	
<i>Vesting schedule / formula</i>	no vesting	NA	no vesting	
<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>	Call us	6%	5yr4.50%;7yr 5%	
<i>Paid after issue?</i>	Please call us to discuss	Yes; If additional premium received in first year only = 6%	Yes; Full Commissions on additional deposits for the first 3 years	

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

