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Company	AIG Annuities				
Product/Type	Power 7 Protector SPDA	Power 7 Protector PLUS SPDA	Power 10 Protector SPDA (FPDA for 30 days)	Power 10 Protector PLUS SPDA (FPDA for 30 days)	
Ratings	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	
Issue Ages	0-80 NQ & Q	50-80 NQ & Q	0-75 NQ & Q	50-75 NQ & Q	
Participation Rate/ Cap/Spread	≤ \$100,000 3.50% Annual Pt to Pt Cap 2.50% Ann. Pt to Pt Spread- ML Strat. Bal* 1.25% x 2 2 Yr Pt to Pt Spread- ML Strat. Bal* 1.75% Fixed Rate ≥ \$100,000	Income rider automatically included 0.95%	< \$100,000 3.60% Annual Pt to Pt Cap 2.25% Ann. Pt to Pt Spread- ML Strat. Bal* 1.10% x 2 2 Yr Pt to Pt Spread- ML Strat. Bal* 1.90% Fixed Rate	Income rider automatically included 0.95% ≤ \$100,000 2.50% Annual Pt to Pt Cap 3.00% Ann. Pt to Pt Spread- ML Strat. Bal* 1.75% x 2 2 Yr Pt to Pt Spread- ML Strat. Bal* 1.60% Fixed Rate	
одр. орган	5.00% Annual Pt to Pt Cap 1.50% Ann. Pt to Pt Spread- ML Strat. Bal* 0.50% x 2 2 Yr Pt to Pt Spread- ML Strat. Bal* 1.75% Fixed Rate	> \$100.000 3.30% Annual Pt to Pt Cap 2.20% Ann. Pt to Pt Spread- ML Strat. Bal* 1.10% x 2 2 Yr Pt to Pt Spread- ML Strat. Bal* 1.50% Fixed Rate	> \$100.000 5.10% Annual Pt to Pt Cap 1.30% Ann. Pt to Pt Spread- ML Strat. Bal* 0.40% x 2 2 Yr Pt to Pt Spread- ML Strat. Bal* 1.90% Fixed Rate	> \$100,000 3.50% Annual Pt to Pt Cap 1.90% Ann. Pt to Pt Spread- ML Strat. Bal* 0.90% x 2 2 Yr Pt to Pt Spread- ML Strat. Bal* 1.60% Fixed Rate	
Bonus	n/a	n/a	n/a	n/a	
Term	7 years	7 years	10 years	10 years	
Minimum/Maximum Premium	Min: \$25,000 NQ & Q Max: \$1million w/o approval	Min: \$25,000 NQ & Q Max: \$1million w/o approval	Min: \$25,000 NQ & Q Max: \$1million w/o approval	Min: \$25,000 NQ & Q Max: \$1million w/o approval	
Free Withdrawals	10% after first year.	10% after first year.	10% after first year.	10% after first year.	
Minimum Guarantees	1.00% on 87.5% of premium.	1.00% on 87.5% of premium.	1.00% on 87.5% of premium.	1.00% on 87.5% of premium.	
States Not Approved	NY	NY	NY NY		
Surrender Charges (%)	8, 7, 6, 5, 4, 3, 2, 0	8, 7, 6, 5, 4, 3, 2, 0	10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0	10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0	
Remarks	MVA Annuity. Nursing Home, Terminal Illness, ADL waivers. *ML Strategic Balanced Index = S&P 500 Equity & Merrill Lynch 10 Yr Treasury Total Return Index & Cash	MVA Annuity. Nursing Home, Terminal Illness, ADL waivers. *ML Strategic Balanced Index = S&P 500 Equity & Merrill Lynch 10 Yr Treasury Total Return Index & Cash Lifetime Income Rider Built-In	MVA Annuity. Nursing Home, Terminal Illness, ADL waivers. Bonus is on a vesting schedule. *ML Strategic Balanced Index = S&P 500 Equity & Merrill Lynch 10 Yr Treasury Total Return Index & Cash	MVA Annuity. Nursing Home, Terminal Illness, ADL waivers. Bonus is on a vesting schedule. *ML Strategic Balanced Index = S&P 500 Equity & Merrill Lynch 10 Yr Treasury Total Return Index & Cash Lifetime Income Rider Built-In	

Q = Qualified

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Company	Allianz Preferred (Different Appointment)			
ProductType	Core Income 7	Core Income 7 Non MVA		
Floudettype	SPDA (Flexible in 1st year)	SPDA (Flexible in 1st year)		
	A+ A.M. Best	A+ A.M. Best		
Ratings	AA Standard & Poors	AA Standard & Poors		
naungs	A2 Moody's	A2 Moody's		
	85 Comdex	85 Comdex		
Issue Ages	0-80 NQ & Q	0-80 NQ & Q		
	Income rider is automatically part of the product. Rider Charge: 1.05%	Income rider is automatically part of the product. Rider Charge: 1.05%		
	Annual Point to Point	Annual Point to Point		
	8.50% Bloomberg US Dynamic Balance II	8.00% Bloomberg US Dynamic Balance II		
Position allow Position	5.00% Nasdaq-100	4.50% Nasdaq-100		
Participation Rate/	5.00% S&P 500	4.50% S&P 500		
Cap/Spread Cap/Spread	5.00% Russell 2000	4.50% Russell 2000		
	0.50% Annual Point to Point Spread	1.00% Annual Point to Point Spread		
	(Bloomberg US Dynamic Balance II)	(Bloomberg US Dynamic Balance II)		
	2.50% Fixed Account	2.30% Fixed Account		
Bonus	n/a	n/a		
Term	7 years	7 years		
Minimum/Maximum	Min: \$10,000 NQ & Q	Min: \$10,000 NQ & Q		
Premium	Max: \$1 million w/out approval	Max: \$1 million w/out approval		
Free Withdrawals	10% of paid premium available in the	10% of paid premium available in the		
Tee Williamais	contract year following last deposit.	contract year following last deposit.		
Minimum Guarantee	No less than 1% on 87.5% of premium	No less than 1% on 87.5% of premium		
States Not Approved	AK, MN, MO, MS, NY, OR, PA, UT, WA	Only Approved in: AK, MN, MO, MS, OR ,PA, UT, WA		
Surrender Charges (%)	8.50, 8, 7, 6, 5, 4, 3, 0	8.50, 8, 7, 6, 5, 4, 3, 0 Surrender charges vary by state		
	MVA	Non-MVA		
	Nursing Home waiver	Nursing Home waiver		
Remarks				
	Lifetime Income Rider Built-In	Lifetime Income Rider Built-In		

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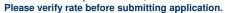
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Company	Allianz Preferred (Different Appointment)					
Product/Type	222	222 Non MVA	360	360 Non MVA		
Product/Type	SPDA (Flexible in 1st year)	SPDA (Flexible in 1st year)	SPDA (Flexible in 1st year)	SPDA (Flexible in 1st year)		
	A+ A.M. Best	A+ A.M. Best	A+ A.M. Best	A+ A.M. Best		
Ratings	AA Standard & Poors	AA Standard & Poors	AA Standard & Poors	AA Standard & Poors		
natings	A2 Moody's	A2 Moody's	A2 Moody's	A2 Moody's		
	85 Comdex	85 Comdex	85 Comdex	85 Comdex		
Issue Ages	0-80 NQ & Q	0-80 NQ & Q	0-80 NQ & Q	0-80 NQ & Q		
	PIV, Protected Income Value, is available after 10 yrs	PIV, Protected Income Value, is available after 10 yrs	Income rider is automatically part of the	Income rider is automatically part of the		
	if client elects the lifetime withdrawal option. It offers two	if client elects the lifetime withdrawal option. It offers two	product. Rider Charge: 1.15%	product. Rider Charge: 1.15%		
	bonuses:	bonuses:	Monthly Point to Point Cap	Monthly Point to Point Cap		
	20% bonus on premium added in first contract year	20% bonus on premium added in first contract year	Nasdaq / S&P500 / Russell 2000	Nasdaq / S&P500 / Russell 2000		
	50% interest bonus	50% interest bonus	2.10% 2.10% 2.20%	1.90% 1.90% 2.00%		
Participation Rate/	#REF!	The premium bonus and interest bonus are credited	Annual Point to Point Cap	Annual Point to Point Cap		
Cap/Spread	The premium bonus and interest bonus are credited	only to the Protected Income Value (PIV).	Bloomberg / Nasdaq / S&P500 / Russell 2000 / Blended	Bloomberg / Nasdaq / S&P500 / Russell 2000 / Blended		
Cap/Spreau	only to the Protected Income Value (PIV).	Annual Point to Point Cap	4.85% 3.75% 3.75% 3.75% 4.25%	4.35% 3.25% 3.25% 3.25% 4.10%		
	Annual Point to Point Cap	Bloomberg / Nasdaq / S&P500 / Russell 2000 / Blended	1.70% Annual Point to Point Spread	2.20% Annual Point to Point Spread		
	Bloomberg / Nasdaq / S&P500 / Russell 2000 / Blended	3.75% 2.75% 2.75% 3.25%	(Bloomberg US Dynamic Balance II)	(Bloomberg Dynamic Balance II)		
	4.25% 3.25% 3.25% 3.25% 3.75%	2.70% Annual Pt to Pt Spread (Bloomberg)	2.25% Monthly Average Spread (Blnd)	2.75% Monthly Average Spread (Blnd)		
	2.20% Annual Pt to Pt Spread (Bloomberg)	1.70% Monthly point to point S&P	1.90% Fixed Account	1.70% Fixed Account		
	1.70% Fixed Account	1.50% Fixed Account				
Bonus	Information in section above.	Information in section above.	25% interest bonus will be added to any interest	25% interest bonus will be added to any interest		
Bollus			that is credited until lifetime withdrawals begin.	that is credited until lifetime withdrawals begin.		
Term	10 years	10 years	10 years	10 years		
Minimum/Maximum	Min: \$20,000 NQ & Q	Min: \$20,000 NQ & Q	Min: \$20,000 NQ & Q	Min: \$20,000 NQ & Q		
Premium	Max: \$1 million w/out approval	Max: \$1 million w/out approval	Max: \$1 million w/out approval	Max: \$1 million w/out approval		
Free Withdrawals	10% of paid premium available in the	10% of paid premium available in the	10% of paid premium available in the	10% of paid premium available in the		
	contract year following last deposit.	contract year folk	contract year following last deposit.	contract year following last deposit.		
Minimum Guarantees	1.35% for the first 10 years on 87.5%	1.35% for the first 10 years on 87.5%	1.35% for the first 10 years on 87.5%	1.35% for the first 10 years on 87.5%		
	of premium. 1.00% after 10th year.	of premium. 1.00% after 10th year.	of premium. 1.00% after 10th year.	of premium. 1.00% after 10th year.		
		Only Approved in:	4/4 AND AND AND ANY OF THE UT-	Only Approved in:		
States Not Approved	AK, MN, MO, MS, NJ, NY, OR, PA, UT, WA	AK, MN, MO, MS, NJ, OR, PA, UT, WA	AK, MN, MO, MS, NY, OR, PA, UT, WA	AK, MN, MO, MS, OR, PA, UT, WA		
Surrender Charges (%)	10.10.10.8.75, 7.50, 6.25, 5.00, 3.75, 2.50, 1.25.0	10,10,10,8.75, 7.50, 6.25, 5.00, 3.75, 2.50, 1.25,0	10.10.10.8.75. 7.50. 6.25. 5.00. 3.75. 2.50. 1.25.0	10,10,10,8.75, 7.50, 6.25, 5.00, 3.75, 2.50, 1.25,0		
Surrender Charges (%)	1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,	Surrender charges vary by state	10, 10, 10, 6.75, 7.50, 6.25, 5.00, 5.75, 2.50, 1.25,0	Surrender charges vary by state		
	*total additional premium limited to 100k CA & FL		MVA	MVA		
	MVA	Non-MVA	Nursing Home waiver	Nursing Home waiver		
	Death Benefit:	Nursing Home waiver				
Remarks	Lump Sum: contract value	Death Benefil				
	Five Year Payout: PIV (Not avail in WA)	Lump Sum: contract value				
	confinement doubler N/A in CA, CT, FL, HI, WA	Five Year Payout: PIV (Not avail in WA)				
	#REF!	confinement doubler N/A in CA, CT, FL, HI, WA	Lifetime Income Rider Built-In	Lifetime Income Rider Built-In		
	•	•		Q = Qualified		

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Company	Allianz Preferred	Americar	n National	Athene	
Product/Type	365i SPDA (Flexible in 1st year)	Strategy Indexed PLUS 7 SPDA	Strategy Indexed PLUS 10 SPDA	Benefit 10 SPDA	
Ratings	A+ A.M. Best AA Standard & Poors A2 Moody's 85 Comdex	A A.M. Best A Standard & Poors 78 Comdex	A A.M. Best A Standard & Poors 78 Comdex	A A.M. Best A- Standard & Poors 61 Comdex	
Issue Ages	0-80 NQ & Q	0-80 NQ & Q	0-80 NQ & Q	30-78 NQ & Q Issue age will vary by state. Call us for details	
	Income rider is optional. Rider Charge: 1.20% Monthly Point to Point Cap	2.45% Fixed Account 3.80% Performance Trigger 1.75% Monthly Pt to Pt Cap	2.65% Fixed Account 4.10% Performance Trigger 1.90% Monthly Pt to Pt Cap	Benefit rider is automatically part of the product. Rider Charge: 1.40% S&P 500	
	Nasdaq / S&P500 / Russell 2000 1.60% 1.60% 2.30%	One-Year Point to Point Method 4.30% 100% Participation Cap	One-Year Point to Point Method 4.70% 100% Participation Cap	2.50% Annual Pt to Pt Cap 1.30% Monthly Pt to Pt Cap	
Participation Rate/ Cap/Spread	Annual Point to Point Cap Bloomberg / Nasdaq / S&P500 / Russell 2000 / Blended 3.50% 2.50% 2.50% 2.75% 2.75% 3.70% Annual Point to Point Spread (Bloomberg US Dynamic Balance II) 3.50% Monthly Average Spread (Blnd) 1.40% Fixed Account (not in AL,DE,IA,KY)	12.00% 50% Participation Cap	14.40% 50% Participation Cap	1.10% Fixed Account	
Bonus	4%* Premium Bonus (First 3 yr deposits)	1.00% Premium Bonus	1.00% Premium Bonus	6% (not available in CT / 1% in CA)	
Term	10 years	7 years	10 years	10 Years	
Minimum/Maximum Premium	Min: \$20,000 NQ & Q Max: \$1 million w/out approval	Min: \$10,000 NQ & \$5,000 Q Max: \$1 million w/o approval	Min: \$10,000 NQ & \$5,000 Q Max: \$1 million w/o approval	Min: \$5,000 NQ & Q Max: \$1 million w/o approval	
Free Withdrawals	10% of paid premium available in the contract year following last deposit.	10% available immediately	10% available immediately	5% after the 1st year	
Minimum Guarantees	1.95% for the first 10 years on 87.5% of premium. 1.00% after 10th year.	87.5% of premium accumulated at the minimum guaranteed rate required by each state.	87.5% of premium accumulated at the minimum guaranteed rate required by each state.	1.00% on 87.5% of premium	
States Not Approved	AK, MN, MO, MS, NY, OR, PA, UT, WA	NY	IA, NY, OR	NY	
Surrender Charges (%)	10,10,10,8.75, 7.50, 6.25, 5.00, 3.75, 2.50, 1.25,0	7, 6, 5, 4, 3, 2, 1, 0	9, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0	12, 12, 12, 11, 10, 9, 8, 7, 6, 4, 0 (Varies by state)	
Remarks	Non-MVA product Enhanced Death Benefit Nursing Home waiver	MVA Product Confinement, Disability, and Terminal Illness. Not available in CA or CT.	MVA Product Confinement, Disability, and Terminal Illness. Not available in CA or CT.	MVA Annuity (not in AK, ,CA, CT, DE, IN, LA, MD, MN, MO, OH, OR, PA, TX, UT, WA) Confinement wavier (not in MA), Terminal Illness waiver	
	Lifetime Income Rider Available	Lifetime Income Rider Available	Lifetime Income Rider Available	Lifetime Income Rider Built-In	
	· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·	O - Oualified	

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Company	Athene			
Product/Type	Ascent 10 Bonus 2.0 SPDA	Ascent Pro 10 Bonus Select SPDA	Performance Elite 10 / 10 Plus SPDA	
Ratings	A A.M. Best A- Standard & Poors 61 Comdex	A A.M. Best A- Standard & Poors 61 Comdex	A A.M. Best A- Standard & Poors 61 Comdex	
Issue Ages	35-80 NQ & Q FL: 35-64 (65-80 use Ascent Pro 10 Bonus) / IN: 35-74	35-80 NQ & Q	0-78 NQ & Q Issue age will vary by state. Call us for details	
Participation Rate/ Cap/Spread	BNP Paribas Multi Asset Div. 5	BNP Paribas Multi Asset Div. 5 75% 2-yr No Cap Pt-to-Pt, Part. Rate 50% 1-yr No Cap Pt-to-Pt, Part. Rate Morningstar Div. Yield Focus Target 55% 2-yr No Cap Pt-to-Pt, Part. Rate 45% 1-yr No Cap Pt-to-Pt, Part. Rate 58% 500 3% 1-yr Pt-to-Pt, Cap (Bailout Cap is 1.00%) 1% 1-yr Monthly Cap 58P 500 Daily Risk Control 5% 50% 1-yr No Cap Pt-to-Pt, Part. Rate	BNP Paribas Multi Asset Div. 5	
Bonus	1.00% (2.00% in CA)	0.01	Elite 10: 4% Premium Bonus (2% in CA) Elite 10 Plus: 9% Premium Bonus (6% in CA)	
Term	10 Years	10 Years	10 years	
Minimum/Maximum Premium	Min: \$5,000 NQ & Q Max: \$1 million w/o approval	Min: \$5,000 NQ & Q Max: \$1 million w/o approval	Min: \$25,000 NQ & Q (\$5K in PA & WA) Max: \$1 million w/o approval	
Free Withdrawals	10% per year	10% per year	Elite 10:5% after 1st year Elite 10 Plus:10% available immediately/20% accum.	
Minimum Guarantees	1.00% on 87.5% of premium	1.00% on 87.5% of premium	1.00% on 87.5% of premium	
States Not Approved	AK, CT, DE, HI, TX, UT, WA	Only Approved in: AK, DE, HI, MN, NJ, NV, OH, OK, OR, PA, SC,TX, UT, WA	CT, NY	
Surrender Charges (%)	12, 12, 12, 11, 10, 9, 8, 7, 6, 4, 0	8.3, 8, 7.1, 6.2, 5.3, 4.4, 3.5, 2.6, 1.6, .09, 0	12, 12, 11, 10, 9, 8, 7, 6, 4, 0 (Varies by state)	
Remarks	MVA Annuity (no MVA MO) Bonus is on a vesting schedule Confinement (Not in MA) and Terminal Illness waiver Neither waiver is available in CA Income rider is automatically part of the product. Rider Charge: 1.00%	MVA Annuity Bonus is on a vesting schedule Income rider is automatically part of the product. Rider Charge: 1.00%	MVA Product (not in MD,MN,MO,PA,WA) Bonus is on a vesting schedule *S&P 500 Daily Risk Control 2 8% Total Return **Not available in NH & NV Confinement (not in MA) and Terminal Illness Waiver Liquidity Rider gives higher Premium Bonus, Enhanced Free Withdrawals, Return of Premium	

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Company	Athene		Global Atlantic Financial Group Elite		
Product/Type	Performance Elite 15 / 15 Plus SPDA	ForeFreedom Savers SPDA	ForeSpending Select SPDA	Income 150+ SPDA	
Ratings	A A.M. Best A- Standard & Poors 61 Comdex	A- A.M. Best A- Standard & Poors 61 Comdex	A- A.M. Best A- Standard & Poors 61 Comdex	A- A.M. Best A- Standard & Poors 61 Comdex	
Issue Ages	0-73 NQ & Q Issue age will vary by state. Call us for details	0-80 NQ & Q	55-80 NQ & Q	55-80 NQ & Q	
Participation Rate/ Cap/Spread	BNP Paribas Multi Asset Div. 5	<25k <100k 100k± 7.25% 7.25% 5.75% 3yr pt to pt Armour spread 4.25% 4.25% 4.75% monthly avg cap 1.40% 1.40% 1.65% monthly pt to pt cap 1.70% 1.70% 1.95% Fixed rate 4.25% 4.25% 4.75% annual pt to pt cap	Income rider is automatically included: 0.95% Fee	Income rider is automatically part of the product. Rider Charge: 0.95%	
Bonus	Elite 15: 7% Premium Bonus Elite 15 Plus: 12% Premium Bonus (9% in MN)	n/a 5% Premium Bonus (Bonus Option Only)		20% added to Income Base (GLIB)	
Term	15 years	10 years	10 years	10 years	
Minimum/Maximum Premium	Min: \$25,000 NQ & Q (\$5K in PA & WA) Max: \$1 million w/o approval	Min: 5,000 NQ & Q Max: \$1,000,000 NQ & Q	Min: \$10,000 NQ & Q Max: \$1,000,000 NQ & Q	Min: \$10,000 NQ & Q Max: \$1,000,000 NQ & Q	
Free Withdrawals	Elite 15: 5% after 1st year Elite 15 Plus: 10% available immediately/20% accum.	10% after 1st year	10% available immediately	10% available immediately	
Minimum Guarantees	1.00% on 87.5% of premium	1.00% on 87.5% of premium	1.00% on 87.5% of premium	1.00% on 87.5% of premium	
States Not Approved	CA, CT, NY, PA, UT, WA	CA, NY	CA, NY CT - Bonus option not available	NY	
Surrender Charges (%)	15,15,14,14,13,13,12,11,10, 9, 8, 7, 6, 5, 4, 0	10, 10, 9, 9, 8, 7, 6, 5, 4, 2, 0	10, 10, 9, 9, 8, 7, 6, 5, 4, 2, 0 (Varies by state)	10, 10, 9, 9, 8, 7, 6, 5, 4, 2, 0 (Varies by state)	
Remarks	MVA Product (not in MD,MN,MO,PA,WA) Bonus is on a vesting schedule *S&P 500 Daily Risk Control 2 8% Total Return **Not available in NH & NV Confinement (not in MA) and Terminal Illness Waiver	MVA Product Nursing Home and Terminal Illness waiver Large case comp restriction: a portion is paid at	MVA Product Nursing Home and Terminal Illness waiver Premium Bonus Recapture Schudule. Large case comp restriction: a portion is paid at	MVA Product (varies in AK, CT, FL,MN, NV, OH, OK OR, SC, TX, UT, WA) Nursing Home and Terminal Illness waiver **not approved in DE, HI, NJ, VA, VT Large case comp restriction: a portion is paid at	
	Liquidity Rider gives higher Premium Bonus, Enhanced Free Withdrawals, Return of Premium	issue, remainder paid 30 days from delivery receipt.	issue, remainder paid 30 days from delivery receipt. Lifetime Income Rider Built-In	issue, remainder paid 30 days from delivery receipt. Lifetime Income Rider Built-In	

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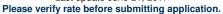
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Company	Global Atl	antic Group	Great American		
Product/Type	Index Bonus 115 SPDA	Income 125+ SPDA	American Custom 10 FPDA (Flexible for first 2 years)	American Legend III FPDA	
Ratings	A- A.M. Best A- Standard & Poors 61 Comdex	A- A.M. Best A- Standard & Poors 61 Comdex	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	
Issue Ages	0-85 NQ & Q	0-85 NQ & Q	0-85 NQ / 15-85 Q, Inherit.Q 18-75, Inherit. NQ 0-75	0-85 NQ / 15-85 Q	
Participation Rate/ Cap/Spread	Income rider is automatically part of the product. Rider Charge: 0.95% <25k <100k 100k+ 2.75% 2.75% 3.25% annual pt to pt cap 1.30% 1.30% 1.55% monthly pt to pt cap 1.35% 1.35% 1.60% fixed rate	Income rider is automatically part of the product. Rider Charge: 0.55% <25k <100k 100k+ 2.75% 2.75% 3.25% annual pt to pt 1.30% 1.30% 1.55% monthly pt to pt cap 1.35% 1.35% 1.60% fixed rate	Under \$150K	4.80% Annual Pt to Pt Cap (S&P 500) 55% Annual pt to pt PR (S&P 500 RC10%) 2.00% Monthly Pt to Pt Cap 5.50% Ann. P-t-P Cap (iShares US Real Estate) 5.00% GLD Annual Pt to Pt Cap* 65% Ann. PtP Par. Rate (S&P US Retiree Sp.) Fixed Rate	
Bonus	15% added to Income Base (GLIB)	25% added to Income Base (GLIB)	n/a	n/a	
Term	10 years	10 years	10 years	7 years	
Minimum/Maximum Premium	Min: \$10,000 NQ & Q Max: \$1,000,000 NQ & Q	Min: \$10,000 NQ & Q Max: \$1,000,000 NQ & Q	Min: \$25,000 NQ & Q Max: \$1M 0-75 / \$750K 76-80 / \$500k 81+	Min: \$10K (Add'l: \$2K for Q / \$5K for NQ) Max: \$1M 0-75 / \$750K 76-80 / \$500k 81+	
Free Withdrawals	10% after 1st year	10% after 1st year	5% available immediately	10% available immediately	
Minimum Guarantees	1.00% on 87.5% of premium	1.00% on 87.5% of premium	1.00% on 90% of premium	1.00% on 100% of premium	
States Not Approved	NY	NY	NY	NY	
Surrender Charges (%)	12, 12, 11, 10, 9, 8, 7, 6, 4, 2, 0 (Varies by state)	12, 12, 11, 10, 9, 8, 7, 6, 4, 2, 0 (Varies by state)	9.5, 8.75, 7.75, 6.75, 5.75, 4.75, 3.75, 3, 2, 1, 0	9, 8, 7, 6, 5, 4, 3, 0	
Remarks	MVA Product (varies in AK, CT, FL,MN, NV, OH, OK OR, SC, TX, UT, WA) Nursing Home and Terminal Illness waiver Large case comp restriction: a portion is paid at	MVA Product (varies in AK, CT, FL,MN, NV, OH, OK OR, SC, TX, UT, WA) Nursing Home and Terminal Illness waiver Large case comp restriction: a portion is paid at	MVA Product (Non-MVA in AK,CA,IN,MN,MO,OH,PA,TX,VA) Extended care and terminal illness waivers Cumulative Free-Withdrawal Rider available at additional cost	Non-MVA product Extended care and terminal illness waivers No rolling surrender *SPDR Gold Trust (not available in NH or NJ)	
	issue, remainder paid 30 days from delivery receipt. Lifetime Income Rider Built-In	issue, remainder paid 30 days from delivery receipt. Lifetime Income Rider Built-In	Lifetime Income Rider Available	Lifetime Income Rider Available Q = Qualified	

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Company		Integrity			
Product/Type	American Valor 10	Safe Outlook	Safe Return	Indextra 7	
1 Toddod Typo	FPDA	SPDA (Flexible for first 2 months)	SPDA (Flexible for first 2 months)	SPDA	
Ratings	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	A A.M. Best A+ Standard & Poors A2 Moody's 81 Comdex	A+ A.M. Best AA Standard & Poors Aa3 Moody's 96 Comdex	
Issue Ages	issue ages based on selected rider	0-85 NQ / 15-85 Q	0-85 NQ / 15-85 Q	18-85 NQ & Q	
Participation Rate/ Cap/Spread	4.50% Annual Pt to Pt Cap (S&P 500) 50.00% Annual pt to pt PR (S&P 500 RC 10%) 65% Ann. PtP Par. Rate (S&P US Retiree Sp.) 1.00% Fixed Rate Effective 9/12/16: Valor 10 sales will require the purchase of a rider with the contract. 3 riders available. Call for details Inheritance Enhancer: 50-85 IncomeSecure: 40-85 IncomeSustainer Plus: 40-85	4.50% Annual Pt to Pt Cap 3.00% Bailout Cap 45.00% Annual pt to pt PR (S&P 500 RC 10%) 25.00% Bailout Participation Rate 1.70% Fixed Rate \$100k and over 4.75% Annual Pt to Pt Cap 3.00% Bailout Cap 4.75% Annual Pt to Pt Cap 50.00% Annual pt to pt PR (S&P 500 RC 10%) 25.00% Bailout Participation Rate 1.75% Fixed Rate	50.00% Annual pt to pt PR (S&P 500 RC 10%) 25.00% Bailout Participation Rate 5.00% Ann. P-t-P Cap (iShares US Real Estate) 3.00% Bailout Cap 4.50% Annual Pt to Pt Cap (S&P 500) 3.00% Bailout Cap 1.00% Fixed Rate	4.00% Annual Pt to Pt Cap 55.00% 1 Yr Pt to Pt Momentum Bldr PR (Goldman Sachs)* 80.00% 2 Yr Pt to Pt Momentum Bldr PR (Goldman Sachs)* 100.00% 3 Yr Pt to Pt Momentum Bldr PR (Goldman Sachs)* 1.60% Fixed Rate	
Bonus	2% Premium Bonus (First 3 yr deposits)	n/a	n/a	n/a	
Term	10 years	6 years	10 years	7 years	
Minimum/Maximum Premium	Min: \$10K (Add'l: \$2K for Q / \$5K for NQ) Max: \$1M 0-75 / \$750K 76-80 / \$500k 81+	Min: \$10,000 NQ & Q Max: \$1M 0-75 / \$750K 76-80 / \$500k 81+	Min: \$25K (Add'l: \$2K for Q / \$5K for NQ) Max: \$1M 0-75 / \$750K 76-80 / \$500k 81+	Min: \$15,000 NQ & Q Max: \$1M (Age <75),\$750K (Age 76+)	
Free Withdrawals	10% available immediately	10% available immediately	10% available immediately	10% available immediately	
Minimum Guarantees	1.00% on 100% of premium	1.00% on 90% of premium	1.00% on 100% of premium	107% of premium	
States Not Approved	NY	NY	NY	ME, NH, NY VT	
Surrender Charges (%)	10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0	9, 8, 7, 6, 5, 4, 0	10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0	9, 8.5, 8, 7, 6, 5, 4	
Remarks	Non-MVA product Extended care and terminal illness waivers	Non-MVA product Extended care and terminal illness waivers	Non-MVA product Return of Premium Extended care and terminal illness waivers	Nursing Home and Terminal Illness Waiver (except CA, CT)	
	Lifetime Income Rider Available	Lifetime Income Rider Available	Lifetime Income Rider Available	Lifetime Income Rider Available	

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Company	Integrity		Lincoln Financial Group	Lincoln Financial Group				
Product/Type	Indextra 10	New Directions 6	New Directions 8	OptiBlend 7				
Ratings	SPDA A+ A.M. Best AA Standard & Poors Aa3 Moody's 96 Comdex	SPDA A+ A.M. Best AA- Standard & Poors A1 Moody's 90 Comdex	SPDA A+ A.M. Best AA- Standard & Poors A1 Moody's 90 Comdex	FPDA (Maximum of \$25K per year) A+ A.M. Best AA- Standard & Poors A1 Moody's 90 Comdex				
Issue Ages	18-85 NQ & Q	0-85 NQ & Q	0-85 NQ & Q	0-85 NQ & Q				
	4.25% Annual Pt to Pt Cap 60.00% 1 Yr Pt to Pt Momentum Bldr PR (Goldman Sachs)* 85.00% 2 Yr Pt to Pt Momentum Bldr PR	< \$100,000 7.80%	\$100,000 8.25% 2yr Pt to Pt Cap 3.50% Performance triggered 2.00% Fixed Rate >\$100,000	< \$100,000				
Participation Rate/ Cap/Spread	(Goldman Sachs)* 105.00% 3 Yr Pt to Pt Momentum Bldr PR (Goldman Sachs)* 1.70% Fixed Rate	8.25% 2yr Pt to Pt Cap 3.50% Performance (n/a in WA) 2.00% Fixed Rate	9.50% 2yr Pt to Pt Cap 3.75% Performance (n/a in WA) 2.25% Fixed Rate	> \$100,000 2.10% Fixed Rate 4.00% Annual Pt to Pt Cap 3.50% Performance Triggered 2.20% Volatility Ctrl An Pt to Pt w/Spread*				
Bonus	n/a	n/a	n/a	n/a				
Term	10 years	6 years	8 years	7 years				
Minimum/Maximum Premium	Min: \$15,000 NQ & Q Max: \$1M (Age <75),\$750K (Age 76+)	Min: \$10,000 NQ & Q Max: \$2 million w/o approval	Min: \$10,000 NQ & Q Max: \$2 million w/o approval	Min: \$10,000 NQ & Q (\$50 subsequent) Max: \$2,000,000 w/o approval				
Free Withdrawals	10% available immediately	10% available immediately.	10% available immediately.	10% available immediately				
Minimum Guarantees	110% of premium	0.50% on 100% of premium	0.50% on 100% of premium	1.00% on 87.5% of premium				
States Not Approved	ME, NH, NY VT	NY	NY	NY				
Surrender Charges (%)	9, 8.5, 8, 7, 6, 5, 4, 3, 2, 1	9, 8, 7, 6, 4.75, 3.50	9, 8, 7, 6, 4.75, 3.50, 2, 0.75	9, 8, 7, 6, 5, 4, 3, 0				
Remarks	Nursing Home and Terminal Illness Waiver (except CA, CT)	MVA Annuity	MVA Annuity	MVA Product No rolling surrender Nursing Home (not in MA) and Terminal Illness Waivers *S&P 500 Daily Risk Control 5% Index				
	Lifetime Income Rider Available	Lifetime Income Rider Available	Lifetime Income Rider Available	Lifetime Income Rider Available				

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Company	Lincoln Financial Group					
Product/Type	OptiBlend 10 FPDA (Maximum of \$25K per	year) OptiChoice 5 FPDA (Maximum of \$25K per	· · · · · · · · · · · · · · · · · · ·			
Ratings	A+ A.M. Best AA- Standard & Poors A1 Moody's 90 Comdex	A+ A.M. Best AA- Standard & Poors A1 Moody's 90 Comdex	A+ A.M. Best AA- Standard & Poors A1 Moody's 90 Comdex	A+ A.M. Best AA- Standard & Poors A1 Moody's 90 Comdex		
Issue Ages	0-80 NQ & Q	0-85 NQ & Q	0-85 NQ & Q	0-80 NQ & Q		
Participation Rate/	< \$100,000	Spread* S 1.50% Fixed Rate 3.20% Monthly Avg Index w/Spr 2.50% Performance (n/a in WA) 1.25% Monthly Pt to Pt Cap		≤ \$100,000 1.80% Fixed Rate 2.45% Monthly Avg Index w/Spread 3.00% Performance (n/a in WA) 1.50% Monthly Pt to Pt Cap		
Cap/Spread	>\$100,000 2.35% Fixed Rate 4.75% Annual Pt to Pt Cap 4.00% Performance Triggered 1.50% Volatility Ctrl An Pt to Pt w/	≥ \$100,000 1.65% Fixed Rate 2.80% Monthly Avg Index w/Spr 2.75% Performance (n/a in WA) Spread* 1.35% Monthly Pt to Pt Cap	, , ,	> \$100,000 2.00% Fixed Rate 2.00% Monthly Avg Index w/Spread 3.35% Performance (n/a in WA) 1.60% Monthly Pt to Pt Cap		
Bonus	n/a	n/a	n/a	n/a		
Term	10 years	5 years	7 years	9 years		
Minimum/Maximum Premium	Min: \$10,000 NQ & Q (\$50 sub Max: \$2,000,000 w/o approval	sequent) Min: \$5,000 NQ / \$2,000 Q Max: \$2 million w/o approval	Min: \$5,000 NQ / \$2,000 Q Max: \$2 million w/o approval	Min: \$5,000 NQ / \$2,000 Q Max: \$2 million w/o approval		
Free Withdrawals	10% available immediately	10% available immediately.	10% available immediately.	10% available immediately.		
Minimum Guarantees	1.00% on 87.5% of premium	0.50% on 100% of premium	0.50% on 100% of premium	0.50% on 100% of premium		
States Not Approved	AK, MN, MO, MS, NY, OR, PA, UT, WA	Approved in all States.*	Approved in all States.*	AK, MN, MO, OR, UT, WA		
Surrender Charges (%)	9, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0	9, 8, 7, 6, 5	9, 8, 7, 6, 5, 4, 3	9, 8, 7, 6, 5, 4, 3, 2, 1		
Remarks	MVA Product No rolling surrender Nursing Home (n *S&P 500 Daily Risk Control 5% Index	MVA Annuity No rolling surrender Annual trail paid quarterly starting in the 15th m	MVA Annuity No rolling surrender onth. Annual trail paid quarterly starting in the 15th month.	MVA Annuity No rolling surrender Annual trail paid quarterly starting in the 15th month.		
	Lifetime Income Rider Available	Lifetime Income Rider Available	Lifetime Income Rider Available	Lifetime Income Rider Available		

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Company	Lincoln Financial Group	North American			
Product/Type	OptiPoint 8 & 10 FPDA (Maximum of \$25K per year)	Ber	nefit Solutions 10 SPDA	Benefit Solutions II SPDA	
Ratings	A+ A.M. Best AA- Standard & Poors A1 Moody's 90 Comdex	A+ A+ 91	A.M. Best Standard & Poors Comdex	A+ A+ 91	A.M. Best Standard & Poors Comdex
ssue Ages	OptiPoint 8: 0-85 NQ & Q OptiPoint 10: 0-80 NQ & Q	40-79 NQ & Q		40-85 NQ & Q	
Participation Rate/ Cap/Spread	S year:	70% 5.00% 2.15% 1.75% 75% 1.65% 2.25%	part of product. Rider charge 1.20% S&P 500 Monthly Average Participation Rate Annual Pt to Pt Cap Monthly Pt to Pt Cap S&P 500 Volatility Control 5% Annual Pt to Pt Spread DJIA Monthly Average Participation Rate NASDAQ Monthly Pt to Pt Cap Fixed Account	Rider is automatic 70% 4.50% 2.00% 2.00% 70% 1.65% 2.20%	ally part of product. Rider charge 1.20% S&P 500 Monthly Average Participation Rate Annual Pt to Pt Cap Monthly Pt to Pt Cap S&P 500 Volatility Control 5% Annual Pt to Pt Spread DJIA Monthly Average Participation Rate NASDAQ Monthly Pt to Pt Cap Fixed Account
Bonus	8 Yr: <\$100k = 2% Bonus / >\$100k = 3% Bonus 10 yr: <\$100k = 3% Bonus / >\$100k = 4% Bonus	20% added to Benefit Base		20% added to Benefit Base	
erm	8 years / 10 years	10 years		10 years	
Minimum/Maximum Premium	Min: \$10,000 NQ & Q Max \$2 million w/o approval	Min: Max:	\$20,000 NQ & Q \$1,000,000 NQ & Q	Min: Max:	\$20,000 NQ & Q \$1,000,000 NQ & Q
ree Withdrawals	10% available immediately.	5% after 1st year		5% after 1st ye	ar
linimum Guarantees	0.50% on 100% of premium	1.00% on 87.5% of	f premium	1.00% on 87.5% of premium	
States Not Approved	AK, MN, NY, OR, UT	MN, MO, OR, PA,UT, VA, NY *For AK,MN,MO,OR,PA,UT,VA,WA, see product on right		ONLY APPROVED IN: AK, MN, MO, OR, PA, UT, VA, WA	
Surrender Charges (%)	8 yr: 9, 8, 7, 6, 5, 4, 3, 2 10 yr: 10, 9, 8, 7, 6, 5, 4, 3, 2, 1	10, 10, 9, 9, 8, 8, 7, 6, 4, 2, 0		7, 6, 5, 4, 3, 2,	1, 0
Remarks	* MVA Annuity No rolling surrender Bonus OptiPoint 8: deposit made in years 1 - 3 Bonus OptiPoint 10: deposit made in years 1 - 4 Annual trail paid quarterly starting in the 15th month. *Comp: 10 yr, age 80: 1.25% / 8 yr, age 85: 0.60%	Benefit Base can b Home Multiplier (N. Comp on policies of a 30 day free-look		Home Multiplied Comp on policion a 30 day free-lo	in be used for Income Stream, Nursing or Death Benefit es of at least \$500K will be held for ok period in all states.
	Lifetime Income Rider Available	Lifetime Income/Be	enefit Rider Built-In	Lifetime Income	Benefit Rider Built-In Q = Qu

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Company	North American				
Product/Type	Charter Plus 10 FPDA	Charter Plus 14 FPDA	IncomeChoice 10 FPDA	Performance Choice 8 (8 Plus) FPDA	
Ratings	A+ A.M. Best A+ Standard & Poors	A+ A.M. Best A+ Standard & Poors	A+ A.M. Best A+ Standard & Poors	A+ A.M. Best A+ Standard & Poors	
	91 Comdex	91 Comdex	91 Comdex	91 Comdex	
Issue Ages	0-79 NQ & Q	0-75 NQ & Q (0.52 in CA)	40-79 NQ & Q	0-85 (SC: 0-55 and 0-52 for PLUS / IN: 0-82 for PLUS)	
	S&P 500	2.85% DA Index Margin (no cap) 1.75% monthly pt to pt cap 3.80% Annual pt to pt cap 30.00% Annual pt to pt participation (no cap) S&P 500 low vol daily risk control 2.60% Ann pt to pt index margin (no cap) yr pt to pt index, annual margin (no cap) NASDAQ 100 monthly pt to pt cap 0.018 Fixed account	(GLWB) built-in feature - No Additional Charge <\$250K />\$250K 1.60% / 1.70% Monthly Pt to Pt Cap 3.75% / 4.00% Annual Pt to Pt Cap 30% / 30% Annual Pt to pt participation rate \$\frac{\text{S&P}}{500}\text{ Volatility Control} 3.00% / 2.50% 1 yr ptp S&P low Vol. 5%. Spread 2 yr ptp S&P low Vol. 8%. Spread Ann. Pt-to-Pt wthreshold Part. Rate Index return threshold 50% / 50% Base participation rate 1.70% / 1.85% Fixed Account	#REF! No premium Bonus 4.55% Annual Pt to Pt Cap 1.90% Monthly Pt to Pt Cap 4.35% Inverse Performance Trigger 2.40% Volatility Ctrl. An. Pt to Pt w/Spread Fixed Account Plus Version: 4% Premium Bonus* 3.65% Annual Pt to Pt Cap Monthly Pt to Pt Cap Inverse Performance Trigger 3.45% Inverse Performance Trigger 3.30% Volatility Ctrl. An. Pt to Pt w/Spread 1.75% Fixed Account	
Bonus	10 Plus: 5% under \$75K / 7% for \$75k+ (First 7 yr deposits) 8% low band / 10% high band		5% bonus added to GLWB Value ONLY on deposits made in first five years.	*Premium bonus first 5 years.	
Term	10 years	14 years 10 years		8 years	
Minimum/Maximum Premium	Min: \$20,000 NQ & Q	Min: \$20,000 NQ & Q Min: \$20,000 NQ & Q Max: \$1,000,000		Min: \$10,000 NQ - \$2,000 Q Max: \$3,000,000	
Free Withdrawals	10% after first year	10% after first year	5% after first year (one per year)	10% after first year (one per year)	
Minimum Guarantees	1.00% on 87.5% of premium	1.00% on 87.5% of premium		1.00% on 87.5% of premium	
States Not Approved	NY	AK, CT, DE, MN, MO, NV, OH, OK, OR, PA, SC, TX, UT, VA, WA	AK, CA, CT, DE, MN, MO, NV, NY, OK, OR, SC, UT, VA, WA Vol. Strategies, TPS N/A in HI, NH, PA	AK, CT, DE, MN, MO, NV, NY, OK, OR, VA, WA Lower rates in UT Volitility Index not available in IN,LA,PA,SC,VT	
Surrender Charges (%)	10 yr: 10, 10, 9, 9, 8, 8, 7, 6, 4, 2, 0 May vary by state. Bonus Recapture also applies.	, 9, 9, 8, 8, 7, 6, 4, 2, 0 14 yr: 12, 12, 11, 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1		8 yr: 10, 10, 10, 10, 9, 8, 5, 3, 0 (may vary by state) Bonus Recapture also applies.	
Remarks	MVA Annuity Nursing Home Confinement Waiver	MVA Annuity Nursing Home Confinement Waiver	Interest Adjustment = MVA product Nursing home waiver (N/A in MA) No Rolling Surrender	Interest Adjustment = MVA product Nursing home waiver No Rolling Surrender Other Indices available	
	Comp on policies of at least 500k will be held for a 30 day free-look period in all states	comp on policies of at least \$500k will be held for a 30 day free-look period in all states	Comp on policies of at least \$500K will be held for a 30 day free-look period in all states. Lifetime Income/Benefit Rider Built-In	Comp on policies of at least \$500K will be held for a 30 day free-look period in all states. Lifetime Income Rider Available	

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Company	North American			Principal Life	
Product/Type	Performance Choice 12 (12 Plus) FPDA	RetireChoice 10 FPDA	RetireChoice 14 FPDA	Secure Choice SPDA	
Ratings	A+ A.M. Best A+ Standard & Poors 91 Comdex	A+ A.M. Best A+ Standard & Poors 91 Comdex	A+ A.M. Best A+ Standard & Poors 91 Comdex	A+ A.M. Best A+ Standard & Poors A1 Moody's 90 Comdex	
Issue Ages	0-75 (0-52 in CA / 0-55 in TX / 0-48 in SC for PLUS)	0-79 NQ & Q	0-75 NQ & Q (0-65 in CA / 0-54 in TX)	0-85 NQ & Q	
Participation Rate/ Cap/Spread	#REF! No premium Bonus 5.40% Annual Pt to Pt Cap 2.05% Monthly Pt to Pt Cap 4.45% Inverse Performance Trigger 1.75% Volatility Ctrl. An. Pt to Pt w/Spread 2.30% Fixed Account	<\$250K />\$250K 55% / 60% Monthly Average w/ Part. Rate 3.90% / 4.20% Annual Pt to Pt Cap 2.85% / 3.25% Volatility Ctrl. An. Pt to Pt w/Spread 1.65% / 1.75% Monthly Pt to Pt Cap 3.65% / 3.90% Inverse Performance Trigger	<\$250K />\$250K 60% / 65% Monthly Average w/ Part. Rate 4.30% / 4.70% Annual Pt to Pt Cap 2.25% / 1.85% Volatility Ctrl. An. Pt to Pt w/Spread 2.00% / 2.10% Monthly Pt to Pt Cap 3.90% / 4.25% Inverse Performance Trigger	4 Year <\$50K / >50K 3.25% / 3.45% Annual Pt-to-Pt Cap 2.50% / 2.65% Performance Trigger 5 Year	
	2.30% Fixed Account Plus Version: 7% Premium Bonus* 4.15% Annual Pt to Pt Cap 1.65% Monthly Pt to Pt Cap 3.55% Inverse Performance Trigger 2.95% Volatility Ctrl. An. Pt to Pt w/Spread 1.80% Fixed Account	1.85% / 2.00% Fixed Account Optional Additional Benefit Rider: 0.55% cost 2.50% Additional Bonus: Bonus increases to 5%. 5% Additional Payout Benefit. See Remarks* Enhanced Free Withdrawal: See Free Withdrawals* Return of Premium: Available after 2nd year. Lower Rates in OH, OK and UT. Call for Details	2.25% / 2.50% Fixed Account Optional Additional Benefit Rider: 0.60% cost 5% Additional Bonus: Bonus increases to 8%. 4% Additional Payout Benefit. See Remarks* Enhanced Free Withdrawai: 10% avail. In 2nd yr. Return of Premium: Available after 2nd year. Lower Rates in OH and UT. Call for Details	S Tear	
Bonus	*Premium bonus first 5 years.	2.50% (First 5 Yrs Deposits)	3.00% (First 5-yr deposits)	n/a	
Term	12 years	10 years	14 years	4 & 5 years	
Minimum/Maximum Premium	Min: \$10,000 NQ - \$2,000 Q Max: \$3,000,000	Min: \$20,000 NQ & Q	Min: \$20,000 NQ & Q	Min: \$10,000 NQ & Q Max: \$1,000,000	
Free Withdrawals	10% after first year (one per year)	10% after first year (one per year). **Enhanced: After 2nd yr, 20% if no withdrawal was taken in previous yr.	10% after first year (one per year). **Enhanced: After 2nd yr, 20% if no withdrawal was taken in previous yr.	10% of beginning of contract year value	
Minimum Guarantees	1.00% on 87.5% of premium	1.00% on 87.5% of premium	1.00% on 87.5% of premium	1.00% on 90% of premium	
States Not Approved	AK,CT,DE,MN MO,NV,NY,OH,OK,OR UT,VA,WA Volitility Index not available in IN,LA,PA,SC,VT Clients 65 and + in Florida: call for requirements.	AK, CA, CT, DE, MN, MO, NV, NY, OR, SC, VT, WA Volitility Index not available in PA, SC	AK,CA,CT,DE,MN,MO,NV,NY,OH,OK,OR,SC,UT,VA,VT,WA Volitility Index not available in PA Clients 65 and + in Florida: call for requirements.	NY	
Surrender Charges (%)	12 yr: 10, 10, 10, 10, 10, 9, 8, 6, 7, 5, 4, 2, 0	10 yr: 10, 10, 9, 9, 8, 8, 7, 6, 4, 2, 0 (May vary by state) Bonus Recapture also applies.	14 yr: 10, 10, 10, 10, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0 May vary by state. Bonus Recapture also applies.	4year: 9, 9, 8, 7 5 year: 9, 9, 8, 7, 6	
Remarks	Interest Adjustment = MVA product Nursing home waiver No Rolling Surrender 6 other indices available.	Interest Adjustment = MVA product Nursing home waiver. *5% will be added if annuity payout is elected after 10yrs	Interest Adjustment = MVA product Nursing home waiver. *4% will be added if annuity payout is elected after 14yrs	Disability, Nursing Home, & Terminal Illness waivers available	
	Comp on policies of at least \$500K will be held for a 30 day free-look period in all states. Life Income Rider (Not available on PC8PLUS)	Comp on policies of at least \$500K will be held for a 30 day free-look period in all states. Lifetime Income Rider Available	Comp on policies of at least \$500K will be held for a 30 day free-look period in all states. Lifetime Income Rider Available	Q = Qualified	

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Company	Principal Financial Group	Protective life						
Product/Type	Secure Choice SPDA			•	Indexed Annuity II 5 SPDA (Flexible during first year)			
Ratings	A+ A.M. Best A+ Standard & Poors A1 Moody's 90 Comdex	A+ AA- A2 87	A.M. Best Standard & Poors Moody's Comdex	A+ AA- A2 87	A.M. Best Standard & Poors Moody's Comdex	A+ AA- A2 87	A.M. Best Standard & Poors Moody's Comdex	
Issue Ages	0-85 NQ & Q	0-85 NQ & Q	0-85 NQ & Q 0-		0-85 NQ & Q		0-85 NQ & Q	
	6 Year <\$50K / >50K 3.75% / 4.00% Annual Pt-to-Pt Cap 2.85% / 3.00% Performance Trigger	1.95% 4.45% 3.35%	< \$100,000 Fixed Rate Annual Pt-to-Pt Cap Performance Trigger	2.25% 4.80% 3.70%	<pre><\$100,000 Fixed Rate Annual Pt-to-Pt Cap Performance Trigger</pre>	1.85% 4.20% 2.90%	<pre><\$100,000 Fixed Rate Annual Pt-to-Pt Cap Performance Trigger</pre>	
Participation Rate/ Cap/Spread	7 Year <\$50K / >50K	4.10%	Annual Pt-to-Pt Cap to Term (cap is locked in for entire surrender period) > \$100,000	4.50%	Annual Pt-to-Pt Cap to Term (cap is locked in for entire surrender period) > \$100,000	3.90%	Annual Pt-to-Pt Cap to Term (cap is locked in for entire surrender period) > \$100,000	
	3.95% / 4.20% Annual Pt-to-Pt Cap 3.00% / 3.15% Performance Trigger	2.10% 4.75% 3.65% 4.40%	Fixed Rate Annual Pt-to-Pt Cap Performance Trigger Annual Pt-to-Pt Cap to Term (cap is locked in for entire surrender period)	2.40% 5.10% 4.00% 4.80%	Fixed Rate Annual Pt-to-Pt Cap Performance Trigger Annual Pt-to-Pt Cap to Term (cap is locked in for entire surrender period)	2.00% 4.50% 3.20% 4.20%	Fixed Rate Annual Pt-to-Pt Cap Performance Trigger Annual Pt-to-Pt Cap to Term (cap is locked in for entire surrender period)	
Bonus	n/a	n/a		n/a		n/a		
Term	6 & 7 years	7 years	440.000.110.0.0	10 years	440,000,110,00	5 years	440,000,110,0	
Minimum/Maximum Premium	Min: \$10,000 NQ & Q Max: \$1,000,000	Min: Max:	\$10,000 NQ & Q \$1,000,000	Min: Max:	\$10,000 NQ & Q \$1,000,000	Min: Max:	\$10,000 NQ & Q \$1,000,000	
Free Withdrawals	10% of beginning of contract year value	10% available	e immediately.	10% available immediately.		10% available immediately.		
Minimum Guarantees	1.00% on 90% of premium	1.00% on 100)% of premium	1.00% on 10	10% of premium	1.00% on 10	0% of premium	
States Not Approved	NY	NY	NY		NY			
Surrender Charges (%)	6 year: 9, 9, 8, 7, 6, 5 7 year: 9, 9, 8, 7, 6, 5, 4 9, 9, 8, 7, 6, 5, 4, 0		5, 4, 0	9, 9, 8, 7, 6, 5, 4, 3, 2, 1, 0		9, 9, 8, 7, 6, 0		
Remarks	Disability, Nursing Home, & Terminal Illness waivers available	Non-MVA Pro OR, PA, UT, Nursing Hom	MVA Product Non-MVA Product w/Lower Rates in: AK, MO, OR, PA, UT, VT Nursing Home, Terminal Illness, and Unemployment Optional Return of Premium at lower rates/caps. MVA Product Non-MVA Product w/Lower Rates in: AK, MO, OR, PA, UT, VT Nursing Home, Terminal Illness, and Unemployment Optional Return of Premium at lower rates/caps.		oduct w/Lower Rates in: AK, MO, VT ne, Terminal Illness, and Unemployment	OR, PA, UT, Nursing Hom	oduct w/Lower Rates in: AK, MO	
		Lifetime Inco	Lifetime Income Rider Available		Lifetime Income Rider Available		Lifetime Income Rider Available	

• Information is subject to change without notice.

NQ = Non Qualified

Access to products and carriers available through Tellus.

[•] Please check for variations in commission rates for older ages/higher premiums.

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Company	Symetra		The Standard	VOYA Financial	
Product/Type	Edge Pro 5 SPDA	Edge Pro 7 SPDA	Index Select Annuity SPDA	Wealth Builder 6 FPDA	
Ratings	A A.M. Best A Standard & Poors A3 Moody's 77 Comdex	A A.M. Best A Standard & Poors A3 Moody's 77 Comdex	A A.M. Best A+ Standard & Poors A2 Moody's 79 Comdex	A A.M. Best A Standard & Poors A2 Moody's 76 Comdex	
Issue Ages	0-85 NQ & Q	0-85 NQ & Q	0-90 NQ & Q (10 Yr option: 0-80)	0-80 NQ & Q	
Participation Rate/ Cap/Spread	\$10,000 - \$99,999 1.65% Fixed Account 3.50% Annual Pt to Pt Cap S&P 500 4.50% Monthly Avg Cap S&P 500 3.50% MSCI EAFE pt to pt cap 4.50% MSCI EAFE monthly avg cap \$100,000+ 2.10% Fixed Account 4.50% Pt to Pt Cap S&P 500 6.00% Monthly Avg Cap S&P 500 4.50% MSCI EAFE pt to pt cap 6.00% MSCI EAFE pt to pt cap 6.00% MSCI EAFE monthly avg cap	\$10,000 - \$99,999 1.75% Fixed Account 4.00% Annual Pt to Pt Cap S&P 500 4.75% Monthly Avg Cap S&P 500 4.00% MSCI EAFE pt to pt cap 4.75% MSCI EAFE monthly avg cap \$100,000+ 2.25% Fixed Account 5.10% Pt to Pt Cap S&P 500 6.25% Monthly Avg Cap S&P 500 5.10% MSCI EAFE pt to pt cap 6.25% MSCI EAFE monthly avg cap	5 Year Annual Pt to Pt Cap 4.25% \$15,000 - \$99,999 4.75% \$100,000+ 7 Year \$15,000 - \$99,999 5.50% \$100,000+ 10 Year \$15,000 - \$99,999 5.60% \$15,000 - \$99,999 5.60% \$100,000+ 2.00% Fixed Account	\$15,000 - \$99,999 3.25 Benchmark Strategy* Multiplier 3.50% Annual Pt to Pt Cap 3.25% Performance Trigger 2.00% Fixed Rate \$100,000 - \$749,000 3.75 Benchmark Strategy* Multiplier 4.25% Annual Pt to Pt Cap 3.70% Performance Trigger 5.00% Fixed Rate \$750,000 + Call for Details	
Bonus	n/a	n/a	n/a	n/a	
Term	5 years	7 years	5, 7, or 10 Years	6 years	
Minimum/Maximum Premium	Min: \$10,000 NQ & Q Max: \$1,000,000	Min: \$10,000 NQ & Q Max: \$1,000,000	Min: \$15,000 NQ & Q Max: \$1,000,000	Min: \$15,000 NQ & Q Max: \$1 million w/o approval	
Free Withdrawals	10% available immediately.	10% available immediately.	10% after the 1st year.	5% after the 1st year	
Minimum Guarantees	1.00% on 100% of premium	1.00% on 100% of premium	5 Yr: 105% / 7 Yr: 107% / 10 Yr: 110% of premium	1.00% on 87.5% of premium	
States Not Approved	NY	NY	NY 10 Year not available in: CA, MN, MO, TX, WA	NY	
Surrender Charges (%)	5 yr: 9, 8, 7, 7, 6, 0 * Varies in several states. Call for details	7 yr: 9, 8, 7, 7, 6, 5, 4, 0 Varies in several states. Call for details	5 yr: 7, 6, 5, 4, 2, 0 / 7 yr: 7, 6, 5, 4, 3, 2, 1, 0 10 yr: 8, 7, 6, 5, 4, 3, 2, 1, 9/10, 0 (MVA for 10 yrs)	6 yrs: 10,10,10,10,9,8,0 / MVA during first 8 yrs 30-day window, no MVA, at end of surrender	
Remarks	MVA Product Nursing Home and Hospitalization waiver. Not available in CA and MA. *Measures general commodity price movement and inflation in the world economy. Enhanced Death Benefit Rider available	MVA Product Nursing Home and Hospitalization waiver. Not available in CA and MA. *Measures general commodity price movement and inflation in the world economy. Enhanced Death Benefit Rider available	MVA Product Nursing Home and Terminal Illness waivers. Trail options available. No annuitization available in CA	Nursing Home and Terminal Illness Waiver (not in MA/PA) MVA Product No rolling surrender. *3-month LIBOR. Not approved in all states.	

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Please verify rate before submitting application.

Company		Voya Financial					
Product/Type	Wealth Builder 8			Wealth Builder Plus			
rioduct/Type		FPDA		FPDA			
	A	A.M. Best	Α	A.M. Best			
Ratings	A	Standard & Poors	Α	Standard & Poors			
natings	A2	Moody's	A2	Moody's			
	76	Comdex	76	Comdex			
Issue Ages	0-80 NQ & Q		50-80 NQ &	50-80 NQ & Q			
	\$15,000 - \$99,999		Income r	ider is automatically part of the product.			
	3.50	Benchmark Strategy* Multiplier		product. Rider Charge: 0.85%			
	4.00%	Annual Pt to Pt Cap		<u>\$15,000 - \$99,999</u>			
	3.25%	Performance Trigger	3.75	Benchmark Strategy* Multiplier			
	2.30%	Fixed Rate	5.75%	Annual Pt to Pt Cap			
Participation Rate/		<u>\$100,000 - \$749,000</u>	4.50%	Performance Trigger			
•	4.00	Benchmark Strategy* Multiplier	3.00%	Fixed Rate			
Cap/Spread	4.75%	Annual Pt to Pt Cap		<u>\$100,000 - \$749,000</u>			
	4.00%	Performance Trigger	5.00	Benchmark Strategy* Multiplier			
	2.30%	Fixed Rate	6.75%	Annual Pt to Pt Cap			
		\$750,000 +	5.25%	Performance Trigger			
		Call for Details	3.00%	Fixed Rate			
				\$750,000 + = Call for Details			
Bonus	n/a		n/a				
Term	8 years		8 years				
Minimum/Maximum	Min:	\$15,000 NQ & Q	Min:	\$15,000 NQ & Q (\$1,000 subsequent)			
Premium	Max:	\$1 million w/o approval	Max:	\$1.5 million w/o approval			
Free Withdrawals	5% after the 1st year		5% after the 1st year				
Minimum Guarantees	1.00% on 87.5% of premium		1.00% on 87.5% of premium				
States Not Approved	NY		NJ, NY				
Surrender Charges (%)		10, 10, 10, 10, 9, 8, 7, 6, 0		10, 10, 10, 10, 9, 8, 7, 6, 0			
Junenuel Charges (%)	(Surrender charges may vary by state)		(Surrender charges may vary by state)				
	Nursing Home and Terminal Illness Waiver (not in MA/PA)		Nursing Home and Terminal Illness Waiver (not in MA/PA)				
	MVA Product		MVA Product				
	No rolling surrender.		No rolling surrender.				
Remarks	*3-month LIBOR. Not approved in all states.		*3-month LIBOR. Not approved in all states.				



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