

Comparative Annuity Reports

YOUR GUIDE TO COMPARING DATA ON...Single and Flexible Premium Deferred Annuity and Single Premium Immediate Annuity programs.

September, 2003 Telephone (916) 487-7863 Fax (916) 487-7865 www.annuitycomparativedata.com Volume 24 Issue 9

EDITOR'S COMMENTS... **Numbers Summary:** The FPDA and SPDA average base interest rates rose for the second consecutive month. However, the previous sixteen month decline in interest rates continues to impact FPDA and SPDA products, as several companies proceed in refiling guaranteed interest rates to the 2% and 1.5% levels. SPIA factor averages rose again this month as 29% of reporting companies increased their SPIA factors. **Multi Year Guarantee (Certificate/CD) Annuity Rates Update:** The highest **Guaranteed Base Interest Rates for SPDA Multi Year Guarantee/"CD" programs** this month are: 3.70% for a 3 year guarantee period (**ygp**); 3.85% for a 4 **ygp**; 4.70% for a 5 **ygp**; 4.15% for a 6 **ygp**; 4.15% for a 7 **ygp**; 4.60% for an 8 **ygp**; 4.25% for a 9 **ygp**; and 5.0% for a 10 **ygp**. **Note:** Certificate (CD) Annuity Programs will be of far greater value than bank CDs for individuals who do not anticipate an immediate need for the taxable interest income generated by bank CDs; i.e., a Certificate Annuity provides highly competitive interest rates and, more importantly, tax deferral on earned interest until income is needed.

ANNUITY OVERVIEW AND TREND REPORTS

| *FLEXIBLE PREMIUM DEFERRED ANNUITY (FPDA) SYNOPSIS | | | *SINGLE PREMIUM DEFERRED ANNUITY (SPDA) SYNOPSIS | | | *SINGLE PREMIUM IMMEDIATE ANNUITY (SPIA) SYNOPSIS | | |
|--|---------------|--------------|---|---------------|--------------|--|---------------|-------------|
| | Current Month | 3 Months Ago | | Current Month | 3 Months Ago | | Current Month | 3Months Ago |
| >Base Interest Rate (Average of Top 100) | 3.39% | 3.40% | >Base Interest Rate (Average of Top 100) | 3.80% | 3.61% | SPIA Factor Averages listed below are derived from top 50 companies surveyed by our study. | | |
| >Highest Annual Base Interest Rate | 5.00% | 5.30% | >Highest Annual Base Interest Rate | 5.00% | 5.00% | Average Annuity Payout Factor, Male Age 70 | **6.98 | **6.88 |
| >High Account Value (in 20 years at \$200 a month/ 12 x per year at current interest rate) | \$81,500 | \$84,246 | >High Account Value (a \$100,000 deposit in 10 years based on current interest rate) | \$162,880 | \$162,880 | Average Annuity Payout Factor, Female Age 70 | **6.52 | **6.42 |
| >High Cash (Surrender) Value (in 20 years at \$200 a month/ 12 x per year at current rate) | \$81,500 | \$84,246 | >High Cash (Surrender) Value (\$100,000 deposit in 10 years based on current interest rate) | \$162,880 | \$162,880 | Average Annuity Payout Factor, Male Age 75 | **7.74 | **7.65 |
| | | | | | | Average Annuity Payout Factor Female Age 75 | **7.33 | **7.23 |

>**NOTE:** Excludes FPDA/ SPDA 2-Tier programs and other programs which do not permit total withdrawal/ rollover of Account Value at retirement.

**** SPIA Factor Note:** SPIA payout factors listed are for the Life & 10 Year Certain Option. To illustrate the value of shopping SPIA factors, the highest female age 75 SPIA factor this month is 7.77. In contrast, the number 50 company's rate is 6.65. By way of explanation, the 7.77 factor (based on \$100,000 of savings) would generate \$777 per month of income for the life of the annuitant, or for up to 10 years from date of issue for the annuitant's beneficiary(ies). Conversely, a factor of 6.65 would produce only \$665 per month using the same \$100,000 amount. The \$110 per month difference (\$777-\$665) would impact a 75 year old female's income by \$19,800 over her normal life expectancy (and of course this lost income potential will increase more dramatically if she outlives her life expectancy). It should be noted that SPIA factors, while generally not quite as high as FPDA and SPDA settlement option rates, are good indicators to use in assessing the viability of a company's FPDA and SPDA settlement option factors. It would be "consumer wise," before accepting any company's FPDA/SPDA payout factors, to shop the SPIA market for a better factor and if found, rolling funds over for increased monthly income using the same amount of dollars.

***Denotes Comparative Annuity Report Synopsis Data on FPDA, SPDA, and SPIA as quoted monthly in Kiplinger's Retirement Report**

COMPARATIVE ANNUITY REPORT ... September 2003

Flexible Premium Deferred Annuity (FPDA) Study Sorted by: Alphabetical Order

Additional Annuity Contract Provisions

| Insurance Company / Plan Name | AM Best's Rating | V | Interest Rates | | | Cr Method/ Yr(s) Base In Rate Guar | Account Value in 20 Years** | Cash Value in 20 Years** | Surrender Charge Schedule | | Minimum Premium per \$K | Min \$ Amount EFT or Payroll Deduction | Max Issue Age | Bail Out Prov'n | Max Antz'n Age | Free Out Avail' | Charges Waived At Death | Nursing Home Waiver | Annuit-ization Waiver |
|--|------------------|---|----------------|-------------|------------|--|-----------------------------|--------------------------|--|-----------------------------------|-------------------------|--|---------------|-----------------|----------------|-----------------|-------------------------|---------------------|-----------------------|
| | | | Base Rate | Yr. 1 Bonus | Guar. Rate | | | | Total Number of Years/ and Percent of Charge Year One to End | Percent of Charge Year One to End | | | | | | | | | |
| * Aetna Life & Annuity (ING)/ Premier + | A+g | N | 3.20% | | 3.00% | P | \$67,346 | \$67,346 | 7 Yrs/ 8-7-6-5-4-3-2-0 | \$5K | ** | ** | ** | ** | ** | ** | ** | ** | ** |
| * AIG Life Ins Co / TSA+III | A+++ | Y | 3.50% | | 3.00% | B | \$69,156 | \$69,156 | 7 Yrs/ 8-7-6-5-4-3-2-0 | >>> | <<< | 80 | No | 90 | Y* | Y-A | No | Y** | |
| * AIG Life Ins Co /Ultra Xtra | A+++ | Y | 3.95% | 2.00% | 3.00% | B | \$72,766 | \$72,766 | 7 Yrs/ 8-7-6-5-4-3-2-0 | \$5K | <<< | 85 | No | 85** | Y** | No | Y** | Y** | |
| * AIG Life Ins Co /Bonus Flex 5 | A+++ | Y | 3.15% | 1.50% | 2.00% | P | \$66,722 | \$66,722 | 5 Yrs/ 9-8-7-6-5-0 | \$5K | <<< | Q70/N80 | No | 100 | Y** | Y** | Y** | Y** | |
| * AIG Life Ins Co /Bonus Flex 7 | A+++ | Y | 3.70% | 1.50% | 2.00% | P | \$70,549 | \$70,549 | 7 Yrs/ 9-8-7-6-5-4-2-0 | \$5K | <<< | Q70/N80 | No | 100 | Y** | Y** | Y** | Y** | |
| * AIG Life Ins Co /Future Freedom | A+++ | Y | 3.25% | 1.00% | 3.00% | P | \$67,413 | \$67,413 | 7 Yrs/ 9-8-7-6-5-4-3-0 | \$5K | <<< | Q70/N80 | No | 100 | Y** | Y** | Y** | Y** | |
| * Allstate Life/ Advantage + | A+g | N | 3.50% | 1.50% | 3.00% | B | \$69,259 | \$68,982 | 8 Yrs Rolling/ 9-8-7-6-5-4-3-2-0 | >>> | \$50 Mo | 85 | No | 90 | Y* | Y | Y** | Y** | |
| * Allstate Life/ Savers Premier | A+g | N | 3.40% | | 3.00% | B | \$68,432 | \$68,432 | 7 Yrs/ 8-7-6-5-4-3-2-0 | >>> | \$50 Mo | 85 | No | 90 | Y** | Y | Y** | Y** | |
| American Equity Invest' /FP Super 7 | B++ | N | 4.50% | 7.00% | 3.00% | B | \$77,660 | \$77,660 | 10 Yrs/12-12-11-10-9-8-7-6-4-2-0 | \$5K | \$2K | Q80/NQ85 | No | None | ** | Y** | Y** | Y** | |
| American Equity Invest' /FPDA-3 | B++ | N | 4.50% | 3.00% | 3.00% | B | \$77,390 | \$77,390 | 10 Yrs/12-11-10-9-8-7-6-4-2-0 | \$5K | \$2K | Q80/NQ85 | No | None | ** | Y** | Y** | Y** | |
| American Equity Invest' /Guar + 1 | B++ | N | 3.25% | + | 3.00% | B | \$67,413 | \$67,413 | 10 Yrs/12-12-11-10-9-8-7-6-4-2-0 | \$5K | \$2K | Q80/NQ85 | No | None | ** | Y** | Y** | Y** | |
| American Fidelity/ B-TA | A+ | N | 3.00% | | 3.00% | P | \$65,536 | \$65,536 | None | >>> | \$25 Mo | 70 | No | None | Y* | Y** | No | Y** | |
| American Fidelity/ High Int. Opt. | A+ | Y | 3.50% | | 3.00% | P | \$69,156 | \$69,156 | 10 Yrs/ 6-6-6-6-6-4-4-4-4-0 | >>> | \$25 Mo | 70 | No | None | Y* | Y** | No | Y** | |
| American General AIC/ FPDA + III | A+g | Y | 3.50% | | 3.00% | B | \$68,948 | \$68,948 | 7 Yrs/ 8-7-6-5-4-3-2-0 | >>> | \$50 Mo | 85 | No | 85** | Y* | Y-O | No | Y** | |
| American General AIC/ Vision Flex | A+g | Y | 3.75% | | 3.00% | B | \$71,058 | \$71,058 | 10 Yrs/ 10-10-9-9-8-7-6-5-4-2-0 | >>> | \$50 Mo | 70 | No | 85** | Y** | Y-A/O | No | Y** | |
| * American Investors Life/ FPDA-P10 | A g | N | 3.25% | 0.75% | 3.00% | B | \$67,397 | \$67,397 | 10 Yrs/ 12-12-11-10-9-8-7-6-5-3-0 | \$5K | <<< | 90 | No | None | Y* | Y-A | No | No | |
| * American Investors Life/ P4+ | A g | N | 3.25% | 1.75% | 3.00% | B | \$67,764 | \$67,764 | 12 Yrs/12-11-10-9-8-7-6-5-4-3-2-1-0 | \$5K | <<< | 90 | No | None | Y* | Y-A | No | No | |
| American National/ Palladium FPDA | A+ Y | N | 3.65% | | 3.00% | P | \$70,291 | \$70,291 | 7 Yrs/ 9-8-7-6-5-4-3-2-0 | >>> | \$100 Mo | Q80/N85 | No | 96 | Y* | Y-A/O | Y** | Y** | |
| * American United/ CAP Annuity | A | N | N/A | | 4.00% | B | N/A | N/A | 5 Yrs/ 8-8-7-6-5-0 | \$5K | \$2K Q | 89 | No | 89 | Y** | Y-O | No | Y** | |
| American United/ FPA IV | A | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | Q69/N89 | No | 90 | Y* | Y-O | No | Y** | |
| AmerUs Life/ Flex 30 | A g | N | N/A | | 3.50% | B | N/A | N/A | 6 Yrs/ 6-5-4-3-2-1-0 | \$5K | \$25 Mo | 80 | No | 95 | Y* | Y-A | Y** | Y** | |
| AMEX/ Retirement Advisor/Advt Qual | A+g | N | 3.00% | | 3.00% | B | \$64,245 | \$64,245 | 7 Yrs/ 7-7-6-5-4-3-2-0 | \$2K | \$1K Q | Q69/N90 | No | ** | Y* | Y** | Y** | Y** | |
| * AMEX/ Retirement Advisor/Advt Val+ | A+g | N | 3.00% | + | 3.00% | B | \$64,945 | \$64,945 | 10Yrs/8-7-7-6-5-4-3-2-1-0(+=1% prem. bonus) | \$2K | <<< | 90** | No | ** | Y** | Y** | Y** | Y** | |
| * Aviva Life/ FRPA | Ag | N | 4.85% | | 3.50% | P | \$80,144 | \$80,144 | 5 Yrs/ 16-13-10-7-4-0 | \$5K | \$50 Mo | 65 | No | None | No | Y-A | No | No | |
| * Aviva Life/ Maximizer I | Ag | N | 3.50% | 0.75% | 3.00% | B | \$69,207 | \$69,207 | 5 Yrs/ 16-13-10-7-4-0 | \$5K | \$50 Mo | 65 | No | None | No | Y-A | No | No | |
| * Bankers United/ Flex Advantage+ | A+ | Y | 3.00% | 1.00% | 3.00% | B | \$65,601 | \$65,601 | 6 Yrs/ 5-5-4-3-2-1-0 | \$2K | <<< | A85/O90 | No | ** | Y* | Y-O | No | Y** | |
| * Beneficial Life/ Advantage-11A+(A) | A | N | 3.55% | 3.00% | 3.00% | B | \$69,743 | \$69,743 | 11 Yrs/ 11-10-9-8-7-6-5-4-2-2-1-0 | 5K | \$40 Mo | 90** | No | ** | Y* | Y** | Y** | Y** | |
| Beneficial Standard(Conseco)FP737 | B | N | 4.00% | | 4.00% | B | \$73,012 | 2-Tier | 20% of 1st Year Forever and Lower CV Rate | >>> | \$25 Mo | ** | No | None | Y* | No | No | Y** | |
| * Canada Life/ Security One + | A+g | Y | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | <<< | 90 | No | 100 | Y* | Y-A | Y** | Y** | |
| Clarica Life/Bonus FPDA | A+ | N | N/A | | 3.00% | B | N/A | N/A | 5 Yrs/ 5-5-5-5-0(+=1%prem bonus) | \$10K | 85 | No | 85 | Y** | No | Y-A/O | Y** | Y** | |
| * Conseco Annuity Assur./ FPDA-11 | B | N | N/A | | 3.00% | B | N/A | N/A | 11 - 16 Yrs/ 22% Max | >>> | \$25 Mo | 70 | No | 70 | Y* | Y-A | No | Y** | |
| * Conseco Annuity Assur./ FPDA-81 | B | N | N/A | | 3.00% | B | N/A | N/A | 10 Yrs/ 12-12-11-10-9-8-7-6-4-2-0+MVA | \$5K | <<< | Q70/N85 | No | 90 | Y* | Y-A/O** | Y** | Y** | |
| * Conseco Annuity Assur./ FPDA-88 | B | N | N/A | | 3.00% | B | N/A | N/A | 10 Yrs/ 12-12-11-10-9-8-7-6-4-2-0+MVA | \$5K | <<< | Q70/N85 | No | 90 | Y* | Y-A/O** | No | Y** | |
| * Conseco Annuity Assur./H/k Marquee | B | N | 3.00% | 3.00% | 3.00% | B | \$65,536 | \$65,536 | 9 Yrs/ 12-12-11-10-9-8-6-4-2-0 | \$2-\$5K | \$50MoQ | 85 | No | None | Y** | Y-A | Y** | Y** | |
| Country Investors Life/ FRPA | A+g | N | 5.00% | | 4.50% | B | \$81,500 | \$81,500 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 75 | No | None | Y* | Y** | No | Y** | |
| EMC National Life/FPDA | B++ | N | 3.00% | 1.00% | 3.00% | P | \$65,602 | \$65,602 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$1K | \$50 Mo Q | Q80/N99 | No | None | Y* | Y-A | Y** | Y** | |
| * Equitable-Lowa (ING)/ FPA-9 | A+g | N | 3.25% | 1.00% | 3.00% | B | \$67,406 | \$67,406 | 9 Yrs/ 9-8-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 65 | No | 70.5 | Y* | No | No | Y** | |
| F&G Life/Loyalty Reward E | Ag | N | 3.35% | | 3.00% | B | \$68,070 | \$66,029 | 12 Yrs/15-15-15-15-15-14-to0 Yr 12 | <<< | \$5K | 85 | No | 90 | Y** | Y-A | Y** | Y** | |
| Farm Bureau Life Select 4-Portfolio 10 | A+ | N | N/A | | 3.00% | P | N/A | N/A | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$5K | \$25 Mo | 90 | No | ** | Y** | Y** | Y** | Y** | |
| Farm Bureau Life Select 4-Portfolio 6 | A+ | N | N/A | | 3.00% | P | N/A | N/A | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$5K | \$25 Mo | 90 | No | ** | Y** | Y** | Y** | Y** | |
| Farm Bureau of Mich./ Flex II | A | N | 5.00% | | 3.00% | P | \$81,500 | \$81,500 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | >>> | \$600 Yr | 90** | No | 85** | Y** | Y | No | Y** | |
| Fort Dearborn Life/ Flex Fortifier 2 | A | N | N/A | | 4.00% | B | N/A | N/A | 6 Yrs/ 6-5-4-3-2-1-0 | \$1K | <<< | 85 | No | 95 | Y* | Y-A/O | Y** | Y** | |
| * GE Capital Assurance/CapPrv710/2Yr | A+ | N | 3.25% | 2.00% | 2.00% | B | \$67,477 | \$67,477 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | <<< | 100 | No | A85** | Y* | Y-A | Y** | Y** | |
| * GE Capital Assurance/CapPrv710/3Yr | A+ | N | 3.00% | 1.25% | 2.00% | B | \$65,618 | \$65,618 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | <<< | 100 | No | A85** | Y* | Y-A | Y** | Y** | |
| * GE Capital Assurance/CapPrv710/5Yr | A+ | N | 2.70% | 1.25% | 2.00% | B | \$63,773 | \$63,773 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | <<< | 100 | No | A85** | Y* | Y-A | Y** | Y** | |
| * Golden Rule/ Flex Vantage | A | N | 3.25% | 1.00% | 3.00% | B | \$67,413 | \$67,413 | 10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0 | \$2K | <<< | A60/O100 | No | 85 | Y* | Y-A | Y** | Y** | |
| * Golden Rule Premier Advantage | A | N | 3.25% | 0.50% | 3.00% | B | \$67,375 | \$37,375 | 7 Yrs/ 7-6-5-4-3-2-2-0 | \$2K | <<< | A60/O100 | No | 85 | Y* | Y-A | Y** | Y** | |
| Great American Life/ TSA III | A g | N | 3.00% | | 3.00% | B | \$65,522 | \$65,522 | 5 Yrs/ 5-4-3-2-1-0 | >>> | \$50 Mo | 65 | No | ** | Y** | Y** | Y** | No | |
| * Great American Life/ TSA VI | A g | N | N/A | | 3.00% | B | N/A | N/A | 10 Yrs/ 30%/Yr 1+ add prem's yrs 2-5 | >>> | \$50 Mo TSA | 70 | No | 70.5 | Y* | Y-A/O | No | Y** | |
| Great American Life/ TSA VIII Bonus | A g | N | 3.00% | | 3.00% | B | \$67,980 | \$65,052 | 15 Yrs/ Starts at 14-22% (age based) | >>> | \$50 Mo | 70 | No | ** | Y** | Y** | Y** | Y** | |
| Hartford Life/ Director | A+g | N | 1.50% | | 1.50% | P | \$56,800 | \$56,800 | 7 Yrs Rolling/ 6-6-5-5-4-3-2-0 | \$1K | \$85 Mo | 85 | No | 90** | Y** | Y* | Y** | Y** | |
| Horace Mann Life/Alternativell 10Yr | A | N | 3.50% | | 3.00% | B | \$69,346 | \$69,346 | 5 Yrs/ 8-8-6-4-2-0 | \$0.5K | \$25 Mo | 85 | No | 85 | Y* | Y | No | Y** | |
| Horace Mann Life/Alternativell 5Yr | A | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 5 Yrs/ 8-8-6-4-2-0 | \$0.5K | \$25 Mo | 85 | No | 85 | Y* | Y | No | Y** | |
| Jackson National / Flex I | A+g | N | N/A | | 3.00% | B | N/A | N/A | 7 Yrs/ 10-9-8-7-6-3-0 | \$75K | \$62.5 Mo | A85/O100 | No | 85 | No | Y-A | No | Y** | |
| * Jefferson Pilot Life/ Flex 5 | A+++ | Y | N/A | | 3.50% | B | N/A | N/A | 5 Yrs/ 7-7-6-5-4-0 | \$5K | <<< | 85 | No | None | Y* | Y-O | Y** | Y** | |
| * Jefferson Pilot Life/ Pilot Plus (MVA) | A+++ | Y | 3.75% | 2.00% | 3.00% | B | \$71,200 | \$71,200 | 10 Yrs/ 9-8-7-6-5-4-5-3-5-2.5-1.5-75+MVA | \$5K | <<< | Q75/N85 | No | None | Y* | No | Y** | Y** | |
| John Alden (SunAmerica) No-Load+ | A+++ | N | 4.00% | | 4.00% | B | \$73,012 | 2-Tier | 20% of 1st year forever & lower CV rate | >>> | \$25 Mo | ** | No | ** | Y** | No | No | Y** | |
| John Hancock Life/ Allegiance Prfd. | A+++ | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 7 Yrs/8-7-6-5-4-3-2-0 | \$10K | <<< | 84 | No | 90 | Y* | Y-O | No | Y** | |
| * Kansas City Life/ Growth Track | A g | N | 4.25% | 1.00% | 3.00% | B | \$75,101 | \$75,101 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$6K | <<< | 80 | No | 90 | Y** | No | No | Y** | |
| Kemper Investors Life/ Allsavers | A | N | N/A | | 3.00% | B | N/A | N/A | 7 Yrs/ 6-6-5-4-3-2-1-0 | \$5K | <<< | 85 | No | None | Y* | Y-A/O | Y** | Y** | |
| * Keyport Life/ Key Accum 1 Yr. | A+ | Y | 3.00% | | 3.00% | C/ 1Yr | \$65,602 | \$65,602 | 5 Yrs/ 7-7-7-6-5-0 | \$2-\$5K | <<< | Q80/N85 | No | 90** | Y** | Y** | Y** | Y** | |
| * Keyport Life/ Key Accum 3 Yr. | A+ | Y | 3.00% | | 3.00% | C/ 3Yr | \$65,602 | \$65,602 | 5 Yrs/ 7-7-7-6-5-0 | \$2-\$5K | <<< | Q80/N85 | No | 90** | Y** | Y** | Y** | Y** | |
| * Keyport Life/ Key Accum 5 Yr. | A+ | Y | 3.00% | | 3.00% | C/ 5Yr | \$65,602 | \$65,602 | 5 Yrs/ 7-7-7-6-5-0 | \$2-\$5 | | | | | | | | | |

| | | | | | | | | | | | | | | | | | | | |
|--|------|---|-------|-------|-------|----------|----------|----------|--|--------|-------------|----------|-----|-------|-----|-------|-----|-----|----|
| Lafayette Life Ins. Co./ Horizon I | A | N | N/A | | 4.00% | B | N/A | N/A | 5 Yrs/ 8-8-6-4-2-0 | ** | ** | ** | ** | ** | ** | ** | ** | ** | ** |
| Liberty National Life Ins. Co./ FPDA | A+ | N | 4.00% | | 4.00% | P | \$73,012 | \$73,012 | 6 Yrs/ 12-10-8-6-4-2-0 | >>> | \$25 Mo | 75 | No | 65** | No | Y** | No | Y** | |
| * Life Investors Ins./ Flex Advant'g + | A+ | Y | 3.00% | 1.00% | 3.00% | B | \$65,601 | \$65,601 | 6 Yrs/ 5-5-4-3-2-1-0 | \$2K | <<< | A85/O90 | No | ** | Y* | Y-O | No | Y** | |
| Life of the Southwest/ Flex I | A g | N | 3.75% | | 3.00% | B | \$71,058 | \$71,058 | 7 Yrs/ 10-9-8-7-6-4-2-0 | >>> | \$50 Mo TSA | A70/O100 | No | 85** | Y* | Y-A | Y** | Y** | |
| * Lincoln Benefit / Futurist's Gold I | A+r | N | 3.00% | 1.00% | 3.00% | P | \$65,602 | \$65,602 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$1K | <<< | A99/O100 | No | None | Y* | Y-O | No | Y** | |
| Metropolitan Life/Growth+ Account | A+g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,339 | 7 Yrs Rolling/ 7-6-5-4-3-2-1-0 | None | <<< | 99 | No | None | Y** | Y** | No | Y** | |
| Metropolitan Life/Preference+ Acct | A+g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,339 | 7 Yrs Rolling/ 7-6-5-4-3-2-1-0 | None | <<< | 99 | No | None | Y** | Y** | No | Y** | |
| MFS/SunLife/RegattaChoice-7 Yr | A +g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 7 Yrs/ 7-6-5-4-3-0 | \$10K | ** | 85 | No | 95 | Y** | Y** | Y** | Y** | |
| Midland National Life/ Guarantee 9 | A+ | N | 4.00% | | 3.00% | B | \$73,012 | \$73,012 | 9 Yrs/ 10-10-10-10-10-8-6-4-2-0 | \$.25K | \$100 Mo | 85 | No | None | Y* | Y** | Y** | Y** | |
| Minnesota Life/ Flex Annuity | A ++ | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 10 Yrs/ 9-8-7-6-5-4-3-2-1-0 | >>> | \$25 Mo | 75 | No | 85 | Y** | Y-O** | No | Y** | |
| MONY Life Ins Co/Fixed Annuity/10Yr | A g | N | 4.50% | 1.00% | 3.00% | C/10Yrs | \$77,191 | \$77,191 | 7 Yrs / 7-6-5-4-3-2-1+ MVA | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | |
| MONY Life Ins Co/Fixed Annuity/1Yr | A g | N | N/A | | 3.00% | C/1Yr | N/A | N/A | 7 Yrs / 7(0-30 day + MVA) | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | |
| MONY Life Ins Co/Fixed Annuity/3Yr | A g | N | 3.00% | 1.00% | 3.00% | C/3Yrs | \$65,602 | \$65,602 | 7 Yrs / 7-6-5(0-30 day + MVA) | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | |
| MONY Life Ins Co/Fixed Annuity/5Yr | A g | N | 3.10% | 1.00% | 3.00% | C/5Yrs | \$66,323 | \$66,323 | 7 Yrs / 7-6-5-4-3(0-30 day + MVA) | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | |
| MONY Life Ins Co/Fixed Annuity/7Yr | A g | N | 3.60% | 1.00% | 3.00% | C/7Yrs | \$69,987 | \$69,987 | 7 Yrs / 7-6-5-4-3-2-1+ MVA | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | |
| MONY Life Ins Co/Fixed Annuity/8Yr | A g | N | 4.40% | 1.00% | 3.00% | C/8Yrs | \$76,346 | \$76,346 | 7 Yrs / 7-6-5-4-3-2-1+ MVA | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | |
| Mutual of America Life Ins Co/IRA | A+ | N | 3.50% | | 3.00% | P | \$69,156 | \$69,156 | None | \$.2K | \$10 Mo | None | Y | None | Y | Y | Y | Y | |
| Mutual of America Life Ins Co/TSA | A+ | N | 3.00% | | 3.00% | P | \$65,536 | \$65,536 | None | \$.2K | \$10 Mo | None | Y | None | Y | Y | Y | Y | |
| * National Guardian Life/ Super Flex | A- | Y | N/A | | 4.00% | B | N/A | N/A | 10 Yrs/ 10-10-10-10-10-8-6-4-2-1-0 | \$10K | <<< | 85 | No | + | Y*C | Y-O** | Y** | Y** | |
| National Life of Vermont/ FPA | A g | N | 4.50% | | 4.50% | B | \$77,120 | \$76,888 | 7 Yrs Rolling/ 7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 85 | No | A85** | Y* | Y-O** | No | Y** | |
| National Western Life/ Capital + | A- | N | N/A | | 3.00% | B | N/A | N/A | 10-12 Yrs/ 21% Max | >>> | \$50 Mo Q | + | No | 65 | Y** | No | No | Y** | |
| National Western Life/ FP1091 | A- | N | N/A | | 4.00% | B | N/A | N/A | 15 Yrs/ 10 % Yr 1 | >>> | \$25 Mo | 70 | No | ** | Y* | Y** | No | No | |
| * National Western Life/ FP1098 | A- | N | N/A | | 3.00% | B | N/A | N/A | 9-12 Yrs/ 12% Max | >>> | \$25 Mo | Q65/N85 | No | ** | Y* | Y** | No | No | |
| * National Western Life/ Prospector 1 | A- | N | 2.75% | 1.00% | 2.00% | B | \$64,108 | \$64,108 | 10 Yrs/10-10-9-9-7-5-5-5-5-0 | \$5K | <<< | A90/O85 | No | ** | Y* | Y** | ** | No | |
| * National Western Life/ Accumulator 5 | A- | N | 2.75% | 5.00% | 2.00% | B | \$64,220 | \$64,220 | 10 Yrs/10-10-9-9-7-5-5-5-5-0 | \$5K | <<< | A90/O85 | No | ** | Y* | Y** | ** | No | |
| * National Western Life/ Prevail 7 | A- | N | 2.75% | 7.00% | 2.00% | B | \$64,492 | \$64,492 | 10 Yrs/10-10-9-9-8-7-6-555-0 | \$5K | <<< | 1 | No | ** | Y* | Y** | ** | No | |
| * Nationwide/ Flex Advantage- 1 Yr | A+g | N | 3.10% | 1.00% | 3.00% | B | \$66,323 | \$66,323 | 7 Yrs/ 7-6-5-4-3-2-1-0 | ** | ** | ** | ** | ** | ** | ** | ** | ** | |
| Northern Life Ins. Co.(ING)/Retrmt+ | A+g | N | 3.25% | | 3.00% | B | \$67,343 | \$67,343 | 9 Yrs/ 9-9-8-7-6-5-4-3-2-0 | \$.5K | <<< IRA | 70 | No | None | Y* | Y-O** | No | Y** | |
| Northern Life Ins. Co.(ING)/ TSA I | A+g | N | 3.50% | | 3.00% | B | \$69,156 | \$69,156 | 15 Yrs/ 19-18-17-16-15-14-13-12-11-10-9-8 | \$.5K | \$50 Mo TSA | 70 | No | None | Y* | Y-O** | No | Y** | |
| Ohio National Life Ins Co/Prime I | A+g | N | 2.55% | | 2.00% | P | \$62,663 | \$57,922 | 7.75% Charge or < Premium/Accnt Value last 8 Yrs | \$.75K | \$63 Mo | 75 | No | 85 | Y* | Y-O** | No | Y** | |
| Ohio National Life Ins Co/Prime II | A+g | N | 2.25% | | 2.00% | P | \$60,624 | \$60,624 | 8 Yrs/ 8-7-7-6-5-4-3-2-0 | >>> | \$50 Mo | 75 | No | 85 | Y* | Y-O** | No | Y** | |
| Peoples Benefit Life/ Adv Edge Sel I | A+ | Y | 3.00% | | 3.00% | P | \$65,536 | \$64,880 | 90 days loss of interest | \$10K | \$2K Q | 80 | No | 85 | Y** | Y** | Y** | Y** | |
| Peoples Benefit Life/ Advisors Edge I | A+ | Y | 3.00% | | 3.00% | P | \$65,536 | \$64,880 | 90 days loss of interest | \$10K | \$2K Q | 80 | No | 85 | Y** | Y** | Y** | Y** | |
| Residential Life Ins. Co. / N-L Flex | B+ | N | 4.15% | | 3.00% | B | \$74,218 | \$74,218 | 10 Yrs/ 7-7-7-6-5-4-3-2-1-0 | \$.12K | \$12 Mo | 73 | No | + | No | Y-A | No | Y** | |
| Security Benefit Life/ Choice - 5 Yr | A+g | N | 3.50% | | 3.00% | C/ 5 Yrs | \$67,346 | \$67,346 | 5 Yrs/ 7-7-7-6-6-0 | \$2.5K | <<< | 90 | No | ++ | Y** | Y** | Y** | Y** | |
| Security Benefit Life/ Variflex | A+g | N | 3.00% | | 3.00% | B | \$65,116 | \$65,116 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | \$.5K | \$25 Mo | 80** | No | 80** | Y* | Y** | Y** | Y** | |
| Security Mutual Life of NY/ FPDA-Q | A | N | 4.50% | | 4.50% | B | \$77,120 | \$77,120 | 10 Yrs/ 7-7-6-6-5-5-4-3-2-1-0 | >>> | \$25 Mo | 80 | Y** | None | Y* | Y-A | No | Y** | |
| Sentry Life Ins. Co./ Sentry Payback | A g | Y | 3.00% | | 3.00% | B | \$65,116 | \$65,116 | 10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0 | \$2K | \$100 Mo | 74 | No | 100** | Y* | Y** | Y** | Y** | |
| * Shenandoah Life/ FPDA-1 Bonus | A- | N | N/A | 1.00% | 3.00% | B | N/A | N/A | 12 Yrs/ 12-11-10-9-8-7-6-5-4-3-2-1-0 | ** | ** | ** | ** | ** | ** | ** | ** | ** | |
| * Shenandoah Life/ FPDA-2 Bonus | A- | N | 3.20% | 1.00% | 3.00% | B | \$66,984 | \$66,984 | 12 Yrs/ 12-11-10-9-8-7-6-5-4-3-2-1-0 | ** | ** | ** | ** | ** | ** | ** | ** | ** | |
| Sun Life Assur. /Regatta-Choice -7Yr | A +g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 7 Yrs/ 7-7-6-6-5-4-3-0 | \$10K | ** | 85 | No | 95 | Y** | Y** | Y** | Y** | |
| Sunset Life Ins. Co./ Growth Track | A g | N | 4.25% | 1.00% | 3.00% | B | \$75,101 | \$75,101 | 10 Yrs/ 10-9-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 70 | No | A70** | Y* | Y-O** | No | Y** | |
| Teachers Ins. & Annuity/ RA | A +g | Y | 4.00% | | 3.00% | P | \$73,012 | NAF | NAF=Not Available for Full Cashout | >>> | \$25 Mo | ** | Y | ** | Y** | Y** | Y** | Y** | |
| Teachers Ins. & Annuity/ SRA | A +g | Y | 3.00% | | 3.00% | P | \$65,536 | \$65,536 | None | >>> | \$25 Mo | ** | Y | ** | Y** | Y** | Y** | Y** | |
| Thrivent Fin'cl for Lutherans-FPDA | A +g | N | 3.50% | | 3.00% | B | \$69,101 | \$69,101 | 8 Yrs/ 6-6-6-6-6-5-4-3-0 | >>> | \$50 Mo | 95 | No | 99** | Y* | Y | Y | Y** | |
| Transamerica Life & Anty/Trans 6 | A+ | Y | 2.50% | | 2.00% | B | \$62,322 | \$62,322 | 6 Yrs/8-7-6-5-4-3-2-0 | > | \$1K | 85 | No | 90 | Y** | Y-A | Y** | Y** | |
| Transamerica Life & Anty/Trans 9 | A+ | Y | 3.10% | 1.00% | 2.00% | B | \$66,323 | \$66,323 | 9 Yrs/12-12-11.5-10-9-8-6-4-0 | > | \$1K | 85 | No | 90 | Y** | Y-A | Y** | Y** | |
| Transamerica Life & Anty/SelectVal+6 | A+ | Y | N/A | | 3.00% | C/6Yr | N/A | N/A | 6 Yrs/7-7-5-4-2-0 | \$5K | \$1K | 85 | No | 90 | Y** | Y-A | Y** | Y** | |
| Travelers Insurance Co./ T-Flex-NQ | A +g | N | 3.50% | | 3.00% | B | \$69,150 | \$69,150 | 5 Yrs/ 7-7-7-7-7-0 | \$1K | <<< | 100 | No | 85 | Y** | Y-O** | No | Y** | |
| Travelers Insurance Co./ T-Flex-TSA | A +g | N | 4.00% | | 3.00% | B | \$73,012 | \$73,012 | 5 Yrs/ 7-7-7-7-7-0 | >>> | \$50 Mo TSA | 100 | No | 85 | Y** | Y-O** | No | Y** | |
| * United Heritage Mutual/ Heritage | A- | N | 2.50% | 0.50% | 1.50% | P | \$62,353 | \$62,353 | 7 Yrs/ 8-7-6-5-4-3-2-0 | >>> | \$100 Mo | 80 | No | None | Y*C | Y-A | Y** | Y** | |
| United Investors Life/ Century I+ | A+ | N | 3.50% | | 3.50% | P | \$69,156 | \$69,156 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | ** | <<< | 85 | No | None | Y* | Y-A | Y** | Y** | |
| USAA Life Ins. Co./ FRA | A +g | Y | 3.85% | 1.00% | 3.00% | P | \$73,923 | \$73,923 | 7 Yrs/ 7-7-7-6-5-2-4-3-0 | \$5K | <<< | 85 | No | 100 | Y* | Y-O | No | Y** | |
| USAA Life Ins. Co./ Peril Pension | A +g | Y | 4.65% | + | 3.00% | P | \$82,318 | N/S | N/S= None Surrenderable (+=1%Prem Bonus) | \$5K | \$50 Mo | 85 | No | 100 | No | No | No | Y** | |
| * USG Anty-Life(ING)/ FPA-9 | A+g | N | 3.25% | 1.00% | 3.00% | B | \$67,470 | \$67,470 | 9 Yrs/ 9-8-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 65 | No | 70.5 | Y* | No | No | Y** | |
| USG Anty-Life(ING)/ M B Guar.-10yr | A+g | N | 4.25% | + | 3.00% | P | \$81,778 | \$81,778 | 10 Yrs/ 12-12-11-10-9-8-7-6-4-2-0+MVA | \$5K | \$50 Mo | 85 | No | | Y** | Y-A | Y** | Y** | |
| VALIC/ Portfolio Director | A+g | Y | 3.50% | | 3.00% | B | \$69,156 | \$68,464 | 5 Yrs Rolling 5% | \$1K | \$30 Mo | None | No | None | Y** | Y** | No | Y** | |
| VALIC/ V-Plan | A+g | Y | 4.50% | | 4.50% | B | \$77,120 | \$76,348 | 5 Yrs Rolling 5% | \$1K | \$30 Mo | None | No | None | Y** | Y** | No | Y** | |
| Western United Life/ Flex 2000 | B- | N | 3.75% | | 3.00% | B | \$71,058 | \$71,058 | 7 Yrs/ 7-6-5-4-3-2-1-0 | >>> | \$100 Mo | 100 | No | 100 | Y** | Y-A | No | Y** | |
| William Penn Life of NY/ FPDA | A+g | N | 4.00% | | 4.00% | B | \$73,012 | \$73,012 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$1K | \$100 | 80 | No | 90 | Y* | Y** | No | Y** | |
| Woodmen of the World Life/ Basic | A+ | N | 3.25% | | 3.00% | P | \$67,313 | \$67,313 | 9 Yrs/ 7-7-7-6-5-4-3-2-1-0 | >>> | \$600 Yr | 85 | No | None | Y** | Y** | Y** | Y** | |

*Note: N/A = program is not available to new purchasers

COMPARATIVE ANNUITY REPORT ... September 2003

Flexible Premium Deferred Annuity (FPDA) Study Sorted by: Base Interest Rate (1st Year) **TOP 100**

| Insurance Company / Plan Name | AM Best's Rating | Interest Rates | | | | Cr Method/ Yr(s) Base Int Rate Guar | Account Value in 20 Years** | Cash Value in 20 Years** | Surrender Charge Schedule | | | Minimum Premium per \$K | Min: \$ Amount EFT or Payroll Deduction | Max Issue Age | Bail Out Prov'n | Max' Antz'n Age | Free Out Avail | Charges Waived At Death | Nursing Home Waiver | Annuity Waiver |
|--|------------------|----------------|-------|-------|-------|---|--------------------------------|-----------------------------|---|-------------------|-----------------|----------------------------|---|------------------|--------------------|--------------------|-------------------|----------------------------|------------------------|-------------------|
| | | V | Yr. 1 | Guar. | | | | | Total Number of Years/ and | Percent of Charge | Year One to End | | | | | | | | | |
| | | R | Rate | Bonus | Rate | | | | | | | | | | | | | | | |
| Country Investors Life/ FPRA | A+g | N | 5.00% | | 4.50% | B | \$81,500 | \$81,500 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 75 | No | None | Y* | Y** | No | Y** | | |
| Farm Bureau of Mich./ Flex II | A | N | 5.00% | | 3.00% | P | \$81,500 | \$81,500 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | >>> | \$600 Yr | 90** | No | 85** | Y** | Y | No | Y** | | |
| * Aviva Life/ FPRA | Ag | N | 4.85% | | 3.50% | P | \$80,144 | \$80,144 | 5 Yrs/ 16-13-10-7-4-0 | \$5K | \$50 Mo | 65 | No | None | No | Y-A | No | No | | |
| American Equity Invest' /FP Super 7 | B++ | N | 4.50% | 7.00% | 3.00% | B | \$77,660 | \$77,660 | 10 Yrs/12-12-11-10-9-8-7-6-4-2-0 | \$5K | \$2K | Q80/NQ85 | No | None | ** | Y** | Y** | Y** | | |
| American Equity Invest' /FPDA-3 | B++ | N | 4.50% | 3.00% | 3.00% | B | \$77,390 | \$77,390 | 10 Yrs/12-12-11-10-9-8-7-6-4-2-0 | \$5K | \$2K | Q80/NQ85 | No | None | ** | Y** | Y** | Y** | | |
| MONY Life Ins Co/Fixed Annuity/10Yr | A g | N | 4.50% | 1.00% | 3.00% | C/10Yrs | \$77,191 | \$77,191 | 7 Yrs / 7-6-5-4-3-2-1+ MVA | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | | |
| National Life of Vermont/ FPA | A g | N | 4.50% | | 4.50% | B | \$77,120 | \$76,888 | 7 Yrs Rolling/ 7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 85 | No | A85** | Y* | Y-O** | No | Y** | | |
| Security Mutual Life of NY/ FPDA-Q | A | N | 4.50% | | 4.50% | B | \$77,120 | \$77,120 | 10 Yrs/ 7-7-6-6-5-5-4-3-2-1-0 | >>> | \$25 Mo | 80 | Y** | | Y* | Y-A | No | No | | |
| VALIC/ V-Plan | A+g | Y | 4.50% | | 4.50% | B | \$77,120 | \$76,348 | 5 Yrs Rolling 5% | \$1K | \$30 Mo | None | No | None | Y** | Y** | No | Y** | | |
| MONY Life Ins Co/Fixed Annuity/8Yr | A g | N | 4.40% | 1.00% | 3.00% | C/8Yrs | \$76,346 | \$76,346 | 7 Yrs / 7-6-5-4-3-2-1+ MVA | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | | |
| * Kansas City Life/ Growth Track | A g | N | 4.25% | 1.00% | 3.00% | B | \$75,101 | \$75,101 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$.6K | <<< | 80 | No | 90 | Y** | No | No | Y** | | |
| Sunset Life Ins. Co./ Growth Track | A g | N | 4.25% | 1.00% | 3.00% | B | \$75,101 | \$75,101 | 10 Yrs/ 10-9-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 70 | No | A70** | Y** | Y-O** | No | Y** | | |
| USG Anty-Life(ING)/ M B Guar.-10Yr | A+g | N | 4.25% | + | 3.00% | P | \$81,778 | \$81,778 | 10 Yrs/ 12-12-11-10-9-8-7-6-4-2-0+MVA | \$5K | \$50 Mo | 85 | No | 75 | Y** | Y-A | Y** | Y** | | |
| Presidential Life Ins. Co./ N-L Flex | B+ | N | 4.15% | | 3.00% | B | \$74,218 | \$74,218 | 10 Yrs/ 7-7-7-6-5-4-3-2-1-0 | \$.12K | \$12 Mo | 73 | No | + | No | Y-A | No | Y** | | |
| Liberty National Life Ins. Co./ FPDA | A+ | N | 4.00% | | 4.00% | P | \$73,012 | \$73,012 | 6 Yrs/ 12-10-8-6-4-2-0 | >>> | \$25 Mo | 75 | No | 65** | No | Y** | No | Y** | | |
| Midland National Life/ Guarantee 9 | A+g | N | 4.00% | | 3.00% | B | \$73,012 | \$73,012 | 9 Yrs/ 10-10-10-10-10-8-6-4-2-0 | \$.25K | \$100 Mo | 85 | No | None | Y* | Y** | Y** | Y** | | |
| Travelers Insurance Co./ T-Flex-TSA | A ++g | N | 4.00% | | 3.00% | B | \$73,012 | \$73,012 | 5 Yrs/ 7-7-7-7-0 | >>> | \$50 Mo TSA | 100 | No | 85 | Y** | Y-O** | No | Y** | | |
| William Penn Life of NY/ FPDA | A++g | N | 4.00% | | 4.00% | B | \$73,012 | \$73,012 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$1K | \$100 | 80 | No | 90 | Y* | Y** | No | Y** | | |
| * AIG Life Ins Co/Ultra Xtra | A ++g | Y | 3.95% | 2.00% | 3.00% | B | \$72,766 | \$72,766 | 7 Yrs/ 8-8-7-6-5-4-2-0 | \$5K | <<< | 85 | No | 85** | Y** | No | Y** | Y** | | |
| USAA Life Ins. Co./ FRA | A ++g | Y | 3.85% | 1.00% | 3.00% | P | \$73,923 | \$73,923 | 7 Yrs/ 7-7-7-6-5-2-4-3-0 | \$5K | <<< | 85 | No | 100 | Y* | Y-O | No | Y** | | |
| American General AIC/ Vision Flex | A+g | Y | 3.75% | | 3.00% | B | \$71,058 | \$71,058 | 10 Yrs/ 10-10-9-9-8-7-6-5-4-2-0 | >>> | \$50 Mo | 70 | No | 85** | Y** | Y-A/O | No | Y** | | |
| * Jefferson Pilot Life/ Pilot Plus (MVA) | A ++g | Y | 3.75% | 2.00% | 3.00% | B | \$71,200 | \$71,200 | 10 Yrs/ 9-8-7-6-5-4-5-3-5-2-5-1.5-75-MVA | \$5K | <<< | Q75/N85 | No | None | Y* | No | Y** | Y** | | |
| Life of the Southwest/ Flex I | A g | N | 3.75% | | 3.00% | B | \$71,058 | \$71,058 | 7 Yrs/ 10-9-8-7-6-4-2-0 | >>> | \$50 Mo TSA | A70/0100 | No | 85** | Y* | Y-A | Y** | Y** | | |
| Western United Life/ Flex 2000 | B- | N | 3.75% | | 3.00% | B | \$71,058 | \$71,058 | 7 Yrs/ 7-6-5-4-3-2-1-0 | >>> | \$100 Mo | 100 | No | 100 | Y** | Y-A | No | Y** | | |
| * AIG Life Ins Co/Bonus Flex 7 | A ++g | Y | 3.70% | 1.50% | 2.00% | P | \$70,549 | \$70,549 | 7 Yrs/ 9-8-7-6-5-4-2-0 | \$5K | <<< | Q70/N80 | No | 100 | Y** | Y** | Y** | Y** | | |
| American National/ Palladium FPDA | A+ | Y | 3.65% | | 3.00% | P | \$70,291 | \$70,291 | 7 Yrs/ 9-8-7-6-5-4-3-2-0 | >>> | \$100 Mo | Q80/N85 | No | 96 | Y* | Y-A/O | Y** | Y** | | |
| MONY Life Ins Co/Fixed Annuity/7Yr | A g | N | 3.60% | 1.00% | 3.00% | C/7Yrs | \$69,987 | \$69,987 | 7 Yrs / 7-6-5-4-3-2-1+ MVA | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | | |
| * Beneficial Life/ Advantage-11A+(A) | A | N | 3.55% | 3.00% | 3.00% | B | \$69,743 | \$69,743 | 11 Yrs/ 11-10-9-8-7-6-5-4-2-2-1-0 | 5K | \$40 Mo | 90** | No | ** | Y* | Y** | Y** | Y** | | |
| * AIG Life Ins Co/ TSA-III | A ++g | Y | 3.50% | | 3.00% | B | \$69,156 | \$69,156 | 7 Yrs/ 8-7-6-5-4-3-2-0 | >>> | <<< | 80 | No | 90 | Y* | Y-A | No | Y** | | |
| * Allstate Life/ Advantage + | A+g | N | 3.50% | 1.50% | 3.00% | B | \$69,259 | \$68,982 | 8 Yrs Rolling/ 9-8-7-6-5-4-3-2-0 | >>> | \$50 Mo | 85 | No | 90 | Y* | Y | Y** | Y** | | |
| American Fidelity/ High Int. Opt. | A+ | Y | 3.50% | | 3.00% | P | \$69,156 | \$69,156 | 10 Yrs/ 6-6-6-6-6-6-4-4-4-0 | >>> | \$25 Mo | 70 | No | None | Y* | Y** | No | Y** | | |
| American General AIC/ FPDA + III | A+g | Y | 3.50% | | 3.00% | B | \$68,948 | \$68,948 | 7 Yrs/ 8-7-6-5-4-3-2-0 | >>> | \$50 Mo | 85 | No | 85** | Y* | Y-O | No | Y** | | |
| * Aviva Life/ Maximizer I | Ag | N | 3.50% | 0.75% | 3.00% | B | \$69,207 | \$69,207 | 5 Yrs/ 16-13-10-7-4-0 | \$.5K | \$50 Mo | 65 | No | None | No | Y-A | No | No | | |
| Horace Mann Life/Alternativell 10Yr | A | N | 3.50% | | 3.00% | B | \$69,346 | \$69,346 | 5 Yrs/ 8-8-6-4-2-0 | \$.05K | \$25 Mo | 85 | No | 85 | Y* | Y | No | Y** | | |
| Knights of Columbus/ FPA | A ++ | Y | 3.50% | | 3.50% | P | \$68,948 | \$68,948 | 7 Yrs/ 5-5-4-4-3-2-0 | \$.3K | <<< | 83 | No | None | Y** | Y** | No | Y** | | |
| Mutual of America Life Ins Co/IRA | A+ | N | 3.50% | | 3.00% | P | \$69,156 | \$69,156 | None | \$.2K | \$10 Mo | None | Y | None | Y | Y | Y | Y | | |
| Northern Life Ins. Co.(ING)/TSA I | A+g | N | 3.50% | | 3.00% | B | \$69,156 | \$69,156 | 15 Yrs/ 19-18-17-16-15-14-13-12-11-10-9-8 | \$.5K | \$50 Mo TSA | 70 | No | None | Y* | Y-O** | No | Y** | | |
| Security Benefit Life/ Choice - 5 Yr | A+g | N | 3.50% | | 3.00% | C/ 5 Yrs | \$67,346 | \$67,346 | 5 Yrs/ 7-7-7-6-6-0 | \$2-\$5K | <<< | 90 | No | ++ | Y** | Y** | Y** | Y** | | |
| Thrivent Fin'cl for Lutherans-FPDA | A ++g | N | 3.50% | | 3.00% | B | \$69,101 | \$69,101 | 8 Yrs/ 6-6-6-6-6-5-4-3-0 | >>> | \$50 Mo | 95 | No | 99** | Y* | Y | Y** | Y** | | |
| Travelers Insurance Co./ T-Flex-NQ | A ++g | N | 3.50% | | 3.00% | B | \$69,150 | \$69,150 | 5 Yrs/ 7-7-7-7-0 | \$1K | <<< | 100 | No | 85 | Y** | Y-O** | No | Y** | | |
| United Investors Life/ Century I+ | A+ | N | 3.50% | | 3.50% | P | \$69,156 | \$69,156 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | ** | <<< | 85 | No | None | Y** | Y-A | Y** | Y** | | |
| VALIC/ Portfolio Director | A+g | Y | 3.50% | | 3.00% | B | \$69,156 | \$68,464 | 5 Yrs Rolling 5% | \$1K | \$30 Mo | None | No | None | Y** | Y** | No | Y** | | |
| Allstate Life/ Savers Premier | A+g | N | 3.40% | | 3.00% | B | \$68,432 | \$68,432 | 7 Yrs/ 8-7-6-5-4-3-2-0 | >>> | \$50 Mo | 85 | No | 90 | Y** | Y | Y** | Y** | | |
| F&G Life/Loyalty Reward E | Ag | N | 3.35% | | 3.00% | B | \$68,070 | \$66,029 | 12 Yrs/15-15-15-15-15-14-to0 Yr 12 | <<< | \$5K | 85 | No | 90 | Y** | Y-A | Y** | Y** | | |
| * AIG Life Ins Co/Future Freedom | A ++g | Y | 3.25% | 1.00% | 3.00% | P | \$67,413 | \$67,413 | 7 Yrs/ 9-8-7-6-5-4-3-0 | \$5K | <<< | Q70/N80 | No | 100 | Y** | Y** | Y** | Y** | | |
| American Equity Invest' /Guar* + 1 | B++ | N | 3.25% | + | 3.00% | B | \$67,413 | \$67,413 | 10 Yrs/12-12-11-10-9-8-7-6-4-2-0 | \$5K | \$2K | Q80/NQ85 | No | None | ** | Y** | Y** | Y** | | |
| * American Investors Life/ FPDA-P10 | A g | N | 3.25% | 0.75% | 3.00% | B | \$67,397 | \$67,397 | 10 Yrs/ 12-12-11-10-9-8-7-6-5-3-0 | \$5K | <<< | 90 | No | None | Y* | No | No | No | | |
| * American Investors Life/ P4+ | A g | N | 3.25% | 1.75% | 3.00% | B | \$67,764 | \$67,764 | 12 Yrs/12-11-10-9-8-7-6-5-4-3-2-1-0 | \$5K | <<< | 90 | No | None | Y* | Y-A | No | No | | |
| * Equitable-Iowa (ING)/ FPA-9 | A+g | N | 3.25% | 1.00% | 3.00% | B | \$67,406 | \$67,406 | 9 Yrs/ 9-8-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 65 | No | 70.5 | Y** | No | No | Y** | | |
| * GE Capital Assurance/CapPrv710/2Yr | A+ | N | 3.25% | 2.00% | 2.00% | B | \$67,477 | \$67,477 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | <<< | 100 | No | A85** | Y* | Y-A | Y** | Y** | | |
| * Golden Rule/ Flex Vantage | A | N | 3.25% | 1.00% | 3.00% | B | \$67,413 | \$67,413 | 10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0 | \$2K | <<< | A60/0100 | No | 85 | Y* | Y-A | Y** | Y** | | |
| * Golden Rule Premier Advantage | A | N | 3.25% | 0.50% | 3.00% | B | \$67,375 | \$67,375 | 7 Yrs/ 7-6-5-4-3-2-2-0 | \$2K | <<< | A60/0100 | No | 85 | Y* | Y-A | Y** | Y** | | |
| Northern Life Ins. Co.(ING)/Retrmt+ | A+g | N | 3.25% | | 3.00% | B | \$67,343 | \$67,343 | 9 Yrs/ 9-9-8-7-6-5-4-3-2-0 | \$.5K | <<< IRA | 70 | No | None | Y* | Y-O** | No | Y** | | |
| * USG Anty-Life(ING)/ FPA-9 | A+g | N | 3.25% | 1.00% | 3.00% | B | \$67,470 | \$67,470 | 9 Yrs/ 9-8-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | 65 | No | 70.5 | Y** | No | No | Y** | | |
| Woodmen of the World Life/ Basic | A+ | N | 3.25% | | 3.00% | P | \$67,313 | \$67,313 | 9 Yrs/ 7-7-7-6-5-4-3-2-1-0 | >>> | \$600 Yr | 85 | No | None | ** | Y** | Y** | Y** | | |
| * Aetna Life & Annuity (ING)/ Premier + | A+g | N | 3.20% | | 3.00% | P | \$67,346 | \$67,346 | 7 Yrs/ 8-8-7-6-5-3-2-0 | \$5K | ** | ** | ** | ** | ** | ** | ** | ** | | |
| * Shenandoah Life/ FPDA-2 Bonus | A- | N | 3.20% | 1.00% | 3.00% | B | \$66,984 | \$66,984 | 12 Yrs/ 12-11-10-9-8-7-6-5-4-3-2-1-0 | ** | ** | ** | ** | ** | ** | ** | ** | ** | | |
| * AIG Life Ins Co/Bonus Flex 5 | A ++g | Y | 3.15% | 1.50% | 2.00% | P | \$66,722 | \$66,722 | 5 Yrs/ 9-8-7-6-5-0 | \$5K | <<< | Q70/N80 | No | 100 | Y** | Y** | Y** | Y** | | |
| MONY Life Ins Co/Fixed Annuity/5Yr | A g | N | 3.10% | 1.00% | 3.00% | C/5Yrs | \$66,323 | \$66,323 | 7 Yrs / 7-6-5-4-3(0-30 day + MVA) | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No | | |
| * Nationwide/ Flex Advantage- 1 Yr | A+g | N | 3.10% | 1.00% | 3.00% | B | \$66,323 | \$66,323 | 7 Yrs/ 7-6-5-4-3-2-1-0 | ** | ** | ** | ** | ** | ** | ** | ** | ** | | |
| Transamerica Life & Anty/Trans 9 | A+ | Y | 3.10% | 1.00% | 2.00% | P | \$66,323 | \$66,323 | 9 Yrs/12-12-11.5-10-9-8-6-4-0 | > | \$1K | 85 | No | 90 | Y** | Y-A | Y** | Y** | | |
| American Fidelity/ B-TA | A+ | N | 3.00% | | 3.00% | P | \$65,536 | \$65,536 | None | >> | \$25 Mo | 70 | No | None | Y** | Y** | No | Y** | | |
| American United/ FPA IV | A | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | >>> | \$50 Mo | Q69/N89 | No | 90 | Y* | Y-O | No | Y** | | |
| * AMEX/ Retirement Advisor/Advt Qual | A+g | N | 3.00% | | 3.00% | B | \$64,245 | \$64,245 | 7 Yrs/ 7-7-6-5-4-3-2-0 | \$2K | \$1K Q | Q69/n90 | No | ** | Y* | Y** | Y** | Y** | | |
| * AMEX/ Retirement Advisor/Advt Val+ | A+g | N | 3.00% | + | 3.00% | B | \$64,945 | \$64,945 | 10Yrs/8-8-7-7-6-5-4-3-2-1-0(+=1% prem. bonus) | \$2K | <<< | 90** | No | ** | Y** | Y** | Y** | Y** | | |
| * Bankers United/ Flex Advantage+ | A+ | Y | 3.00% | 1.00% | 3.00% | B | \$65,601 | \$65,601 | 6 Yrs/ 5-5-4-3-2-1-0 | \$2K | <<< | A85/O90 | No | ** | Y* | Y-O | No | Y** | | |
| * Canada Life/ Security One + | A+g | Y | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | <<< | 90 | No | 100 | Y** | Y-A | No | Y** | | |
| * Conesco Annuity Assur./H'k Marquee | B | N | 3.00% | 3.00% | 3.00% | B | \$65,536 | \$65,536 | 9 Yrs/ 12-12-11-10-9-8-6-4-2-0 | \$2-\$5K | \$50MoQ | 85 | No | None | Y** | Y-A | Y** | Y** | | |

| | | | | | | | | | | | | | | | | | | |
|--|-------|---|-------|-------|-------|--------|----------|----------|---|--------|-----------|----------|----|-------|-----|-------|-----|-----|
| EMC National Life/FPDA | B++ | N | 3.00% | 1.00% | 3.00% | P | \$65,602 | \$65,602 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$1K | \$50 Mo Q | Q80/N99 | No | None | Y* | Y-A | Y** | Y** |
| * GE Capital Assurance/CapPrv710/3Yr | A+ | N | 3.00% | 1.25% | 2.00% | B | \$65,618 | \$65,618 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | <<< | 100 | No | A85** | Y* | Y-A | Y** | Y** |
| Great American Life/ TSA III | A g | N | 3.00% | | 3.00% | B | \$65,522 | \$65,522 | 5 Yrs/ 5-4-3-2-1-0 | >>> | \$50 Mo | 65 | No | ** | Y** | Y** | Y** | No |
| Great American Life/ TSA VIII Bonus | A g | N | 3.00% | | 3.00% | B | \$67,980 | \$65,052 | 15 Yrs/ Starts at 14-22% (age based) | >>> | \$50 Mo | 70 | No | ** | Y** | Y** | Y** | Y** |
| Horace Mann Life/Alternativell 5Yr | A | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 5 Yrs/ 8-8-6-4-2-0 | \$.05K | \$25 Mo | 85 | No | 85 | Y* | Y | No | Y** |
| John Hancock Life/ Allegiance Prfd. | A ++g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 7 Yrs/8-7-6-5-4-3-2-0 | \$10K | <<< | 84 | No | 90 | Y* | Y-O | No | Y** |
| * Keyport Life/ Key Accum 1 Yr. | A+ | Y | 3.00% | | 3.00% | C/ 1Yr | \$65,602 | \$65,602 | 5 Yrs/ 7-7-7-6-5-0 | \$2-5K | <<< | Q80/N85 | No | 90** | Y** | Y** | Y** | Y** |
| * Keyport Life/ Key Accum 3 Yr. | A+ | Y | 3.00% | | 3.00% | C/ 3Yr | \$65,602 | \$65,602 | 5 Yrs/ 7-7-7-6-5-0 | \$2-5K | <<< | Q80/N85 | No | 90** | Y** | Y** | Y** | Y** |
| * Keyport Life/ Key Accum 5 Yr. | A+ | Y | 3.00% | | 3.00% | C/ 5Yr | \$65,602 | \$65,602 | 5 Yrs/ 7-7-7-6-5-0 | \$2-5K | <<< | Q80/N85 | No | 90** | Y** | Y** | Y** | Y** |
| * Life Investors Ins./ Flex Advant'g + | A+ | Y | 3.00% | 1.00% | 3.00% | B | \$65,601 | \$65,601 | 6 Yrs/ 5-5-4-3-2-1-0 | \$2K | <<< | A85/O90 | No | ** | Y* | Y-O | No | Y** |
| * Lincoln Benefit / Futurist's Gold I | A+r | N | 3.00% | 1.00% | 3.00% | P | \$65,602 | \$65,602 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$1K | <<< | A99/O100 | No | None | Y* | Y-O | No | Y** |
| Metropolitan Life/Growth+ Account | A+g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,339 | 7 Yrs Rolling/ 7-6-5-4-3-2-1-0 | None | <<< | 99 | No | None | Y** | Y** | No | Y** |
| Metropolitan Life/Preference+ Acct | A+g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,339 | 7 Yrs Rolling/ 7-6-5-4-3-2-1-0 | None | <<< | 99 | No | None | Y** | Y** | No | Y** |
| MFS/SunLife/RegattaChoice-7 Yr | A ++g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 7 Yrs/7-7-6-6-5-4-3-0 | \$10K | ** | 85 | No | 95 | Y** | Y** | Y** | Y** |
| Minnesota Life/ Flex Annuity | A ++ | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 10 Yrs/ 9-8-7-6-5-4-3-2-1-1-0 | >>> | \$25 Mo | 75 | No | 85 | Y* | Y-O** | No | Y** |
| MONY Life Ins Co/Fixed Annuity/3Yr | A g | N | 3.00% | 1.00% | 3.00% | C/3Yrs | \$65,602 | \$65,602 | 7 Yrs / 7-6-5(0-30 day + MVA) | \$2K | \$50 Mo | 85 | No | 95** | Y** | Y-A** | No | No |
| Mutual of America Life Ins Co/TSA | A+ | N | 3.00% | | 3.00% | P | \$65,536 | \$65,536 | None | \$2K | \$10 Mo | None | Y | None | Y | Y | Y | Y |
| Peoples Benefit Life/ Adv Edge Sel I | A+ | Y | 3.00% | | 3.00% | P | \$65,536 | \$64,880 | 90 days loss of interest | \$10K | \$2K Q | 80 | No | 85 | Y** | Y** | Y** | Y** |
| Peoples Benefit Life/ Advisors Edge I | A+ | Y | 3.00% | | 3.00% | P | \$65,536 | \$64,880 | 90 days loss of interest | \$10K | \$2K Q | 80 | No | 85 | Y** | Y** | Y** | Y** |
| Security Benefit Life/ Variflex | A+g | N | 3.00% | | 3.00% | B | \$65,116 | \$65,116 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | \$.5K | \$25 Mo | 80** | No | 80** | Y* | Y** | Y** | Y** |
| Sentry Life Ins. Co./ Sentry Payback | A g | Y | 3.00% | | 3.00% | B | \$65,116 | \$65,116 | 10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0 | \$2K | \$100 Mo | 74 | No | 100** | Y* | Y** | Y** | Y** |
| Sun Life Assur./Regatta-Choice -7Yr | A ++g | N | 3.00% | | 3.00% | B | \$65,536 | \$65,536 | 7 Yrs/ 7-7-6-6-5-4-3-0 | \$10K | ** | 85 | No | 95 | Y** | Y** | Y** | Y** |
| Teachers Ins. & Annuity/ SRA | A ++g | Y | 3.00% | | 3.00% | P | \$65,536 | \$65,536 | None | >>> | \$25 Mo | ** | Y | ** | Y** | Y** | Y** | Y** |
| * National Western Life/ Prospector 1 | A- | N | 2.75% | 1.00% | 2.00% | B | \$64,108 | \$64,108 | 10 Yrs/10-10-9-9-7-5-5-5-5-0 | \$5K | <<< | A90/O85 | No | ** | Y* | Y** | ** | No |
| * National Western Life/ Accumulator 5 | A- | N | 2.75% | 5.00% | 2.00% | B | \$64,220 | \$64,220 | 10 Yrs/10-10-9-9-7-5-5-5-5-0 | \$5K | <<< | A90/O85 | No | ** | Y* | Y** | ** | No |
| * National Western Life/ Prevail 7 | A- | N | 2.75% | 7.00% | 2.00% | B | \$64,492 | \$64,492 | 10 Yrs/10-10-9-9-8-7-6-555-0 | \$5K | <<< | 1 | No | ** | Y* | Y** | ** | No |
| * GE Capital Assurance/CapPrv710/5Yr | A+ | N | 2.70% | 1.25% | 2.00% | B | \$63,773 | \$63,773 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | <<< | 100 | No | A85** | Y* | Y-A | Y** | Y** |
| Ohio National Life Ins Co/Prime I | A+g | N | 2.55% | | 2.00% | P | \$62,663 | \$57,922 | 7.75% Charge or < Premium/Acct Value last 8 Yrs | \$.75K | \$63 Mo | 75 | No | 85 | Y* | Y-O** | No | Y** |
| Transamerica Life & Anty/Trans 6 | A+ | Y | 2.50% | | 2.00% | B | \$62,322 | \$62,322 | 6 Yrs/8-7-6-5-4-3-2-0 | > | \$1K | 85 | No | 90 | Y** | Y-A | Y** | Y** |
| * United Heritage Mutual/ Heritage | A- | N | 2.50% | 0.50% | 1.50% | P | \$62,353 | \$62,353 | 7 Yrs/ 8-7-6-5-4-3-2-0 | >>> | \$100 Mo | 80 | No | None | Y*C | Y-A | Y** | Y** |
| Ohio National Life Ins Co/Prime II | A+g | N | 2.25% | | 2.00% | P | \$60,624 | \$60,624 | 8 Yrs/ 8-7-7-6-5-4-3-2-0 | >>> | \$50 Mo | 75 | No | 85 | Y* | Y-O** | No | Y** |
| Hartford Life/ Director | A+g | N | 1.50% | | 1.50% | P | \$56,800 | \$56,800 | 7 Yrs Rolling/ 6-6-5-5-4-3-2-0 | \$1K | \$85 Mo | 85 | No | 90** | Y** | Y* | Y** | Y** |

Copyright 2003 by Comparative Annuity Reports, LLC All rights reserved. No part of this report may be reproduced in any form by any means without permission of Comparative Annuity Reports, LLC
P.O. Box 1268, Fair Oaks, CA 95628-1268 Telephone (916) 487-7863 Fax (916) 487-7865 www.annuitycomparativedata.com

COMPARATIVE ANNUITY REPORT ... September 2003

Single Premium Deferred Annuity (SPDA) Study Sorted by: Alphabetical Order

Additional Annuity Contract Provisions

| Insurance Company / Plan Name | AM Best's Rating | V R | Interest Rates | | | Cr Method/ Yr(s) Base Int Rate Guar | Account Value in 10 Years** | Cash Value in 10 Years** | Surrender Charge Schedule | | Min' Prem' \$K | Max' Issue Age | Bail Out Prov'n | Max' Antz'n Age | Free Out Avail' | Accepts Added Premium | Charges Waived At Death | Nursing Home Waiver | Annuit-ization Waiver |
|---|------------------|-----|----------------|-------------|------------|---|-----------------------------|--------------------------|--|-------|-------------------|----------------|-----------------|-----------------|-----------------|-----------------------|-------------------------|---------------------|-----------------------|
| | | | Base Rate | Yr. 1 Bonus | Guar. Rate | | | | Total Number of Years/ and Percent of Charge Year One to End | | | | | | | | | | |
| * Aetna Life & Annuity (ING)/ Premier + | A+g | N | 3.45% | | 3.00% | P | \$140,370 | \$140,370 | 7 Yrs/ 8-8-7-6-5-3-2-0 | \$5K | 100A | No | None | Y** | Y | No | Y** | Y** | |
| * AIG Life Ins Co/ AIG Five 1 | A++g | Y | N/A | | 3.00% | P | N/A | N/A | 6 Yrs/ 7-7-6-5-4-3-0 | \$5K | 75A | Y | 85 | Y** | No | Y-A | No | Y** | |
| Allianz Life NA/ Dominator- 5 Yr | A+g | N | 3.00% | | 3.00% | C/ 5 Yrs | \$134,390 | \$134,390 | 5 Yrs/ 10-9-8-7-6-0 (30 day window) | \$20K | 85 | No | ** | Y* | No | ** | Y** | Y** | |
| Allianz Life NA/ Dominator- 6 Yr | A+g | N | 3.15% | | 3.00% | C/ 6 Yrs | \$136,360 | \$136,360 | 6 Yrs/ 10-9-8-7-6-5-0 (30 day window) | \$20K | 85 | No | ** | Y* | No | ** | Y** | Y** | |
| Allianz Life NA/ Dominator- 7 Yr | A+g | N | 3.30% | | 3.00% | C/ 7 Yrs | \$138,350 | \$138,350 | 7 Yrs/ 10-9-8-7-6-5-4-0 (30 day window) | \$20K | 85 | No | ** | Y* | No | ** | Y** | Y** | |
| Allianz Life NA/ Dominator- 10 Yr | A+g | N | 4.00% | | 3.00% | C/ 10 Yrs | \$148,020 | \$148,020 | 10Yrs/10-9-8-7-6-5-4-3-2-1-0(30 day window) | \$20K | 85 | No | ** | Y* | No | ** | Y** | Y** | |
| * Allstate Life/ Advantage + | A+g | N | 3.50% | 1.50% | 3.00% | B | \$141,050 | \$141,050 | 8 Yrs Rolling/ 9-8-7-6-5-4-3-2-0 | \$2K | 85 | No | 90 | Y* | Y | Y | Y** | Y** | |
| Allstate Life/ Savers Premier | A+g | N | 3.40% | | 3.00% | B | \$139,700 | \$139,700 | 7 Yrs/ 8-7-6-5-4-3-2-0 | \$6K | 85 | No | 90 | Y** | Y | Y | Y** | Y** | |
| American General AIC/ SRA-9 Yr | A+g | Y | 4.25% | | 3.00% | C/ 9 Yrs | \$151,620 | \$151,620 | 7 Yrs/ 7-6-5-4-3-2-1-0 | \$5K | Q70N85 | No | 95 | Y** | No | Y-O | No | Y** | |
| * American General AIC/ Ultra Vision 97 | A+g | Y | N/A | | 3.00% | B | N/A | N/A | 7 Yrs/ 9-8-7-6-5-4-2-0 | \$5K | Q70N85 | No | 85+ | Y** | Y-1st Yr | Y-O | Y** | Y** | |
| * American Investors Life/ SP2000+ | A g | N | 3.25% | 0.75% | 3.00% | B | \$138,390 | \$138,390 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$5K | 90A | No | None | Y** | N | Y-A | No | No | |
| * American National/PaladiumMYG5yr | A+ | N | 3.25% | 1.00% | 3.00% | C/ 5 Yrs | \$139,057 | \$139,057 | 5 Yrs/ 8-8-8-7-6-0+MVA | \$5K | 85A | No | 96 | Y** | No | Y-O** | Y** | No | |
| American National/PaladiumMYG6yr | A+ | N | 3.95% | | 3.00% | C/ 6 Yrs | \$147,310 | \$147,310 | 6 Yrs/ 8-8-8-7-6-5-0+MVA | \$5K | 85A | No | 96 | Y** | No | Y-O** | Y** | No | |
| * American National/PaladiumMYG7yr | A+ | N | 3.60% | 1.00% | 3.00% | C/ 7 Yrs | \$143,844 | \$143,844 | 7 Yrs/ 7-7-7-6-5-4-0+MVA | \$5K | A85/O99 | No | 96 | Y** | No | Y | Y** | Y** | |
| * American United/ Accum Annuity II | A | N | 3.50% | 0.50% | 3.00% | B | \$141,755 | \$141,755 | 7 Yrs/ 8-8-7-6-5-4-2-0 | \$5K | Q69/N89 | No | None | Y** | No | Y-O | No | Y** | |
| * American United/ Accum Annuity II + | A | N | 3.50% | 0.75% | 3.00% | B | \$142,108 | \$142,108 | 7 Yrs/ 8-8-7-6-5-4-2-0 | \$5K | Q69/N89 | No | None | Y** | No | Y-O | No | Y** | |
| Ameritus Variable/ Advantage + | Ag | Y | 3.15% | | 3.00% | B | \$136,360 | \$136,360 | 6 Yrs/ 9-8-7-6-5-4-0 | \$50K | 85 | No | 95 | Y* | No | Y-A | Y** | Y** | |
| * Ameritus Variable/ Advantage Bonus | Ag | Y | 3.00% | 1.00% | 3.00% | B | \$135,374 | \$135,374 | 6 Yrs/ 9-8-7-6-5-4-0 | \$50K | 85 | No | 95 | Y* | Y-.25K | Y-A | No | No | |
| AmerUs Life/ 30 | A g | N | N/A | | 3.50% | B | N/A | N/A | 6 Yrs/ 6-5-4-3-2-1-0 | \$5K | 80A | No | 95 | Y** | Y | Y-A | Y** | Y** | |
| AMEX/ Access Advantage | A+g | N | 3.50% | | 3.00% | B | \$141,050 | \$141,050 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-2-0 | \$2K | Q69/N90 | No | ** | Y** | No | Y** | Y** | Y** | |
| * AMEX/ Extra Credit Advantage | A+g | N | 3.00% | + | 3.00% | B | \$138,421 | \$138,421 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 (+=1% prem. bonus) | \$2K | Q69/N90 | No | ** | Y* | No | Y** | Y** | Y** | |
| * AMEX/ Rate Advantage 1 | A+g | N | 3.20% | 1.00% | 3.00% | B | \$138,390 | \$138,390 | 5 Yrs/ 9-8-7-6-5-0 | \$2K | Q69/N90 | No | ** | Y* | No | Y** | Y** | Y** | |
| * AMEX/ Rate Advantage 3 | A+g | N | 3.10% | 3.00% | 3.00% | B | \$139,771 | \$139,771 | 5 Yrs/ 9-8-7-6-5-0 | \$2K | Q69/N90 | No | ** | Y* | No | Y** | Y** | Y** | |
| AMEX/ Retirement Advisor/Advt Qual | A+g | N | 3.00% | | 3.00% | B | \$131,743 | \$131,743 | 7 Yrs/ 7-7-6-5-4-2-0 | \$2K | Q69/N90 | No | ** | Y* | Y | Y** | Y** | Y** | |
| * AMEX/ Retirement Advisor/Advt Val+ | A+g | N | 3.00% | + | 3.00% | B | \$134,376 | \$134,376 | 10 Yrs/ 8-8-7-6-5-4-3-2-1-0 (+=1% prem. bonus) | \$2K | 90** | No | ** | Y** | Y | Y** | Y** | Y** | |
| * AMEX/ Value + Advantage | A+g | N | 3.30% | + | 3.00% | B | \$139,042 | \$139,042 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 (+=1/2% prem. bonus) | \$2K | Q69/N80 | No | ** | Y* | No | Y** | Y** | Y** | |
| * Aviva Life/ Portfolio Secure | Ag | N | 3.50% | 1.00% | 3.00% | P | \$142,813 | \$142,813 | 7 Yrs/ 6-6-5-4-3-2-1-0 | \$10K | 85A | No | None | Y** | Y | Y-A | Y** | Y** | |
| * Bankers United/ Solutions 6 | A+ | Y | 2.00% | | 2.00% | B | \$121,899 | \$121,899 | 6 Yrs/ 8-7-6-5-4--2-0 | \$5K | A85/O90 | No | ** | Y* | No | Y-O | Y** | Y** | |
| * Bankers United/ Solutions 9 | A+ | Y | 3.60% | | 2.00% | B | \$142,220 | \$142,220 | 9 Yrs/ 12-12-11-5-11-10-9-8-6-4-0 | \$5K | A85/O90 | No | ** | Y* | No | Y-O | Y** | Y** | |
| * Beneficial Life/ Advantage 11B+(A) | A | N | 4.00% | 3.00% | 3.00% | B | \$152,461 | \$152,461 | 11 Yrs/ 9-9-8-7-6-5-4-3-1.8-1.8--9-0 | \$5K | 90** | No | ** | Y* | Y** | Y | Y** | Y** | |
| * Canada Life/ Security One+ | A+g | Y | 3.00% | | 3.00% | B | \$134,390 | \$134,390 | 7 Yrs/ 7-7-6-5-4-3-0 | \$5K | 90A | No | 100 | Y** | Y | Y-A | Y** | Y** | |
| Clarica Life/ Guarantee- 5 Yr | A+ | N | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs/ 8-8-7-6-5-0+MVA | \$10K | 85 | No | 85 | Y** | No | Y-A/O | Y** | Y** | |
| Clarica Life/ Guarantee- 6 Yr | A+ | N | N/A | | 3.00% | C/ 6 Yrs | N/A | N/A | 6 Yrs/ 8-8-7-6-5-4-0+MVA | \$20K | 85 | No | 85 | Y** | No | Y-A/O | Y** | Y** | |
| Clarica Life/ Guarantee- 7 Yr | A+ | N | N/A | | 3.00% | C/ 7 Yrs | N/A | N/A | 7 Yrs/ 8-8-7-6-5-4-3-0+MVA | \$20K | 85 | No | 85 | Y** | No | Y-A/O | Y** | Y** | |
| Clarica Life/ Guarantee-10 Yr | A+ | N | N/A | | 3.00% | C/ 10 Yrs | N/A | N/A | 10 Yrs/ 8-8-7-6-5-4-3-2-1-0+MVA | \$20K | 85 | No | 85 | Y** | No | Y-A/O | Y** | Y** | |
| * Consecoco Annuity Assur./H'k Marquee | B | N | 3.00% | 3.00% | 3.00% | B | \$138,420 | \$138,420 | 9 Yrs/ 12-12-11-10-9-8-6-4-2-0 | \$5K | 85 | No | None | Y* | Y | No | No | Y** | |
| * Consecoco Annuity Assur./ SPDA- 8 | B | N | N/A | | 3.00% | B | N/A | N/A | 8 Yrs/ 10-9-8-7-6-4-5-3-1.5-0 | \$25K | Q74/N85 | No | 95 | Y* | No | Y-A | Y | No | |
| Consecoco Annuity Assur./ Tru Level 6 | B | N | 3.50% | | 3.00% | C/ 6 Yrs | \$141,050 | \$141,050 | 7 Yrs + MVA/ 8-7-6-5-4-3-0 | \$25K | 85 | No | 95 | Y* | No | Y-A/O | No | Y** | |
| Country Investors Life/ SPDA | A+g | N | 5.00% | | 4.50% | B | \$162,880 | \$162,880 | 7 Yrs/ 7-6-4-3-2-2-0 | \$10K | 90 | No | None | Y* | No | Y** | No | Y** | |
| * EMC National Life Co/ Bonus 3 | B++ | N | 3.00% | 3.00% | 3.00% | B | \$134,167 | \$134,167 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$10K | Q89/N99 | No | None | Y** | No | Y-A | Y** | Y** | |
| * EMC National Life Co/ Bonus 4 | B++ | N | N/A | | 3.00% | B | N/A | N/A | 11 Yrs/ 11-10-9-8-7-6-5-4-3-2-1-0 | \$10K | Q89/N99 | No | None | Y** | No | Y-A | Y** | Y** | |
| * EMC National Life Co/ Bonus 6 | B++ | N | N/A | | 3.00% | B | N/A | N/A | 12 Yrs/ 12-11-10-9-8-7-6-5-4-3-2-1-0 | \$10K | Q89/N99 | No | None | Y** | No | Y-A | Y** | Y** | |
| EMC National Life Co/ SP 3Yr Guar | B++ | N | 3.00% | | 3.00% | C/ 3 Yrs | \$134,390 | \$134,390 | 3 Yrs/ 4-4-4-0 | \$5K | Q89/N99 | No | None | Y** | No | Y-A | Y** | Y** | |
| EMC National Life Co/ SP 4Yr Guar | B++ | N | 3.15% | | 3.00% | C/ 4 Yrs | \$136,360 | \$136,360 | 4 Yrs/ 5-5-5-5-0 | \$5K | Q89/N99 | No | None | Y** | No | Y-A | Y** | Y** | |
| EMC National Life Co/ SP 5Yr Guar | B++ | N | 3.30% | | 3.00% | C/ 5 Yrs | \$138,350 | \$138,350 | 5 Yrs/ 6-6-6-6-6-0 | \$5K | Q89/N99 | No | None | Y** | No | Y-A | Y** | Y** | |
| * Equitable Life Assur./GuarGrowth 1Yr | A+g | N | 3.00% | + | 3.00% | C/ 1 Yr | \$135,398 | \$135,398 | 5 Yrs/ 9-8-7-6-5-0(+ .75% 1st Yr add) | \$5K | 83 | No | 90 | Y* | No | Y-A | Y** | Y** | |
| Equitable Life Assur./GuarGrowth 5Yr | A+g | N | 3.00% | | 3.00% | C/ 5 Yrs | \$134,390 | \$134,390 | 5 Yrs/ 9-8-7-6-5-0 | \$5K | 83 | No | 90 | Y* | No | Y-A | Y** | Y** | |
| * Equitable-Iowa(ING)/ M Set+ -10 Yr | A+g | N | 4.00% | 2.50% | 3.00% | C/ 10 Yrs | \$151,720 | \$151,720 | 10 Yrs + MVA/ 9-8-7-6-5-4-3-2-1-0 | \$5K | 85 | No | 85 | Y* | No | Y-A | Y** | Y** | |
| Equitable-Iowa(ING)/Select Guar-5Yr | A+g | N | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs/ 9-8-7-6-5-0+MVA | \$15K | Q75/N90 | No | 85 | Y** | No | Y-A | Y** | Y** | |
| Equitable-Iowa(ING)/Select Guar-6Yr | A+g | N | N/A | | 3.00% | C/ 6 Yrs | N/A | N/A | 6 Yrs/ 9-8-7-6-5-4-0+MVA | \$15K | Q75/N90 | No | 85 | Y** | No | Y-A | Y** | Y** | |
| Equitable-Iowa(ING)/Select Guar-8Yr | A+g | N | 4.00% | 2.50% | 3.00% | C/ 8 Yrs | \$151,720 | \$151,720 | 8 Yrs/ 9-8-7-6-5-4-3-2-0+MVA | \$15K | Q75/N90 | No | 85 | Y** | No | Y-A | Y** | Y** | |
| * F & G Life/ Fidelity Platinum+5 Yr | A g | N | 3.80% | 1.00% | 3.00% | C/ 5 Yrs | \$146,650 | \$146,650 | 5 Yrs/ 9-8-7-6-5-0(30 day window) | \$10K | 85 | No | 90 | Y** | No | Y-A | Y** | Y** | |
| * F & G Life/ Fidelity Platinum+7 Yr | A g | N | 3.75% | 1.00% | 3.00% | C/ 7 Yrs | \$145,950 | \$145,950 | 7 Yrs/ 9-8-7-6-5-4-3-0(30 day window) | \$10K | 85 | No | 90 | Y** | No | Y-O | Y** | Y** | |
| * F & G Life/ Fidelity Platinum+10 Yr | A g | N | 4.65% | 1.00% | 3.00% | C/ 10 Yrs | \$159,120 | \$159,120 | 10 Yrs/ 9-8-7-6-5-4-2-1-0+MVA | \$10K | 85 | No | 90 | Y** | No | Y-O | Y** | Y** | |
| Farm Bureau Life/Select N.M. 3 Yr | A+ | N | 3.00% | | 3.00% | C/ 3 Yrs | \$134,390 | \$134,390 | 3 Yrs/ 7-4-2-0 | \$10K | 90 | No | ** | Y* | No | Y** | Y** | Y** | |
| Farm Bureau Life/Select N.M. 6 Yr | A+ | N | 3.00% | | 3.00% | C/ 6 Yrs | \$134,390 | \$134,390 | 6 Yrs/ 7-6-5-4-3-2-1-0 | \$10K | 90 | No | ** | Y* | No | Y** | Y** | Y** | |

| | | | | | | | | | | | | | | | | | | |
|---|-------|---|-------|-------|-------|-----------|-----------|-----------|---|---------|----------|----|-------|-----|----------|---------|-----|-----|
| Farm Bureau of Mich/1 Yr-Guarantee | A | N | 3.00% | | 3.00% | C/ 1 Yr | \$134,350 | \$134,350 | 9+ Yrs/ 8-7-6-5-4-3-3-3-3-(See Carrier) | \$5K | 90** | No | 85** | Y** | Y | Y | No | Y** |
| Farm Bureau of Mich/3 Yr-Guarantee | A | N | 3.70% | | 3.00% | C/ 3 Yrs | \$143,800 | \$143,800 | 9+ Yrs/ 8-7-6-5-4-3-3-3-3-(See Carrier) | \$5K | 90** | No | 85** | Y** | Y | Y | No | Y** |
| Farm Bureau of Mich/5 Yr-Guarantee | A | N | 4.70% | | 3.00% | C/ 5 Yrs | \$158,290 | \$158,290 | 9+ Yrs/ 8-7-6-5-4-3-3-3-3-(See Carrier) | \$5K | 90** | No | 85** | Y** | Y | Y | No | Y** |
| * Federal Kemper Life/ Exclusive 2 | Ag | N | N/A | | 3.00% | P | N/A | N/A | 5 Yrs/ 8-8-7-5-3-0 | \$2-5K | 84 | No | None | Y* | No | Y** | Y** | Y** |
| Fort Dearborn Life/WealthFortifier5Yr | A | N | 3.45% | | 3.00% | C/ 5 Yrs | \$140,370 | \$140,370 | 5 Yrs/8-8-7-6-5-0 (30 day period) | \$1K | 85 | No | 95 | Y* | No | Y-A/O | Y** | Y** |
| * Fort Dearborn Life/WealthFortifier6Yr | A | N | 3.40% | 1.00% | 3.00% | C/ 6 Yrs | \$141,097 | \$141,097 | 6 Yrs/ 8-8-7-6-5-4-0 (30 day period) | \$1K | 85 | No | 95 | Y* | No | Y-A/O | Y** | Y** |
| * Fort Dearborn Life/WealthFortifier9Yr | A | N | 4.15% | 1.00% | 3.00% | C/ 9 Yrs | \$151,670 | \$151,670 | 9 Yrs/ 8-8-7-6-5-4-3-2-1-0 (30 day period) | \$1K | 85 | No | 95 | Y* | No | Y-A/O | Y** | Y** |
| * GE Capital Assurance/CapPrv710 2Yr | A+ | N | 3.25% | 2.00% | 2.00% | B | \$140,434 | \$140,434 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | 100 | No | 85 | Y* | Y-\$1K+ | Y-A | Y** | |
| * GE Capital Assurance/CapPrv710 3Yr | A+ | N | 3.00% | 1.25% | 2.00% | B | \$136,070 | \$136,070 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | 100 | No | 85 | Y* | Y-\$1K+ | Y-A | Y** | |
| * GE Capital Assurance/CapPrv710 5Yr | A+ | N | 2.70% | 1.25% | 2.00% | B | \$132,159 | \$132,159 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | 100 | No | 85 | Y* | Y-\$1K+ | Y-A | Y** | No |
| * Golden Rule/ Classic Plus | A | N | 3.25% | 1.00% | 3.00% | B | \$139,057 | \$139,057 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | \$7.5K | A70/O100 | No | 85 | Y* | No | Y-A | No | Y** |
| Golden Rule/ Foundation | A | N | 3.50% | | 3.00% | B | \$141,050 | \$141,050 | 9 Yrs/ 8-8-8-7-6-5-3-2-0 | \$10K | A85/O100 | No | 85 | Y* | No | Y-A | No | Y** |
| * Golden Rule/ Premier Advantage | A | N | 3.25% | 0.50% | 3.00% | B | \$138,368 | \$138,368 | 7 Yrs/ 7-6-5-4-3-2-2-0 | \$5K | Q60/N65 | No | 85 | Y*C | Y-\$2K+ | Y-A | Y** | Y** |
| * Golden Rule/ Ultimate Bonus | A | N | 3.25% | 3.00% | 3.00% | B | \$141,810 | \$141,810 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | \$10K | A70/O100 | No | 85 | Y* | No | Y-A | No | Y** |
| Great American Life/ IX-SS | A g | N | 3.00% | | 3.00% | B | \$153,070 | \$129,038 | 12 Yrs/ 12-11-10-9-8-7-6-5-4-3-2-1-0 + prem bonus 15% | \$5K | 70 | No | 85 | No | Y-1st Yr | Y** | Y** | Y** |
| * Great American Life/ Plus 5 | A g | N | 3.20% | + | 3.00% | B | \$143,871 | \$137,023 | 7 Yrs/ 7-6-5-4-3-2-1-0 (+5% Bonus on Anuitn) | \$5K | Q90/N85 | No | None | Y* | Y-1st Yr | Y-O | Y** | Y** |
| Hartford Life/ CRC Select-5Yr | A+g | N | 4.00% | | 3.00% | C/ 6 Yrs | \$148,020 | \$148,020 | 7 Yrs + MVA/ 6-6-5-4-3-0 | \$5K | 80 | No | 90 | Y** | No | Y-A | No | No |
| Hartford Life/ Saver+ 5 Years | A+g | N | 3.80% | 1.00% | 3.00% | C/ 6 Yrs | \$146,650 | \$146,650 | 7 Yrs + MVA/ 7-6-5-4-3-2-1-0 | \$5K | 85 | No | 90 | Y** | No | Y-A | Y** | Y** |
| Horace Mann Life/Alternativell-10 Yrs | A | N | 3.50% | | 3.00% | B | \$141,050 | \$141,050 | 10 Yrs/ 8-8-6-4-2-0 | \$2K | 85 | No | 85 | Y* | No | Y | No | Y** |
| Horace Mann Life/Alternativell-5 Yrs | A | N | 3.00% | | 3.00% | B | \$134,390 | \$134,390 | 5 Yrs/ 8-6-4-2-0 | \$2K | 85 | No | 85 | Y* | No | Y | No | Y** |
| * Integrity Life/ New Momentum 7 Yr. | A+g | N | 3.90% | 0.75% | 3.00% | C/ 7 Yrs | \$147,699 | \$147,699 | 7 Yrs + MVA/ 8-7-6-5-4-3-2-0 | \$5K | 80 | No | A85** | Y* | Y** | Y-A | Y** | Y** |
| * Jackson Nat'l Life/ Bonus Max-1 | A+g | N | 3.00% | 3.75% | 3.00% | B | \$139,430 | \$139,430 | 10 Yrs+MVA/9-8-7-6-5-4-3-2-1-0 | \$5-10K | A85/O100 | No | 85 | Y* | No | Y-A | No | Y** |
| Jackson Nat'l Life/ Max Plan | A+g | N | 3.00% | | 3.00% | B | \$134,390 | \$134,390 | 7Yrs/ 7-6-5-4-3-2-1-0 | \$1-10K | A85/O100 | No | 85 | Y*C | Y-1st Yr | Y-A | No | Y** |
| Jackson Nat'l Life/ Super Max | A+g | N | 3.00% | | 3.00% | B | \$134,390 | \$134,390 | 9 Yrs/ 9-8-7-6-5-4-3-2-1-0 | \$5K | A85/O100 | No | 85 | Y*C | Y-1st Yr | Y-A | Y** | Y** |
| * Jackson Nat'l Life/ Target 4 Yr. | A+g | N | N/A | | 3.00% | C/ 4 Yrs | N/A | N/A | 4 Yrs/ 7-7-7-6-0 (30 day period) | \$10K | 85 | No | 85 | Y* | Y-\$2K+ | Y-A | Y** | Y** |
| * Jackson Nat'l Life/ Target 5 Yr. | A+g | N | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs/ 7-7-6-5-0 (30 day period) | \$10K | 85 | No | 85 | Y* | Y-\$2K+ | Y-A | Y** | Y** |
| * Jackson Nat'l Life/ Target 9 Yr. | A+g | N | 3.45% | 3.00% | 3.00% | C/ 9 Yrs | \$144,581 | \$144,581 | 9 Yrs/ 7-7-6-5-4-3-2-1-0 | \$10K | 85 | No | 85 | Y* | Y-\$2K+ | Y-A | Y** | Y** |
| * Jackson Nat'l Life/ Target 10 Yr. | A+g | N | 3.60% | 1.00% | 3.00% | C/ 10 Yrs | \$143,844 | \$143,844 | 9 Yrs/ 7-7-7-6-5-4-3-2-1-0/MVA | \$10K | 85 | No | 85 | Y* | Y-\$2K+ | Y-A | Y** | Y** |
| Jefferson Pilot Life/ Pilot Gold 5 | A ++g | Y | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs + MVA/ 8-8-7-6-5-0 | \$5K | 85 | No | None | Y* | Y | Y-O | Y** | Y** |
| Jefferson Pilot Life/ Pilot Gold 6 | A ++g | Y | 3.90% | 1.00% | 3.25% | C/ 6 Yrs | \$148,060 | \$148,060 | 6 Yrs + MVA/ 8-8-7-5-4-0 | \$5K | 85 | No | None | Y* | Y | Y-O | Y** | Y** |
| Jefferson Pilot Life/ Pilot Gold 7 | A ++g | Y | 4.00% | 2.00% | 3.00% | C/ 7 Yrs | \$150,980 | \$150,980 | 7 Yrs + MVA/ 8-8-6-5-4-3-0 | \$5K | 85 | No | None | Y* | Y | Y-O | Y** | Y** |
| Jefferson Pilot Life/ Single 5 | A ++g | Y | N/A | | 3.25% | C/ 5 Yrs | N/A | N/A | 5Yrs/ 7-7-6-5-4-0 | \$5K | 85 | No | None | Y* | Y | Y-O | Y** | Y** |
| * John Hancock Life/ Allegiance Prfd. | A ++g | N | 3.00% | 1.00% | 3.00% | B | \$135,734 | \$135,734 | 7 Yrs/ 8-8-7-7-7-6-6-0 | \$10K | 84 | No | 90 | Y* | Y | Y-O | No | Y** |
| Kansas City Life Select Track 10Yr | A g | N | 4.50% | | 3.00% | C/ 10 Yrs | \$155,290 | \$155,290 | 10Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$10K | A80/O90 | No | None | Y* | No | Y** | Y** | Y** |
| Kansas City Life Select Track 5Yr | A g | N | 3.25% | | 3.00% | C/ 5 Yrs | \$137,680 | \$137,680 | 5 Yrs/ 10-9-8-7-6-0 | \$10K | A80/O90 | No | None | Y* | No | Y** | Y** | Y** |
| Kansas City Life Select Track 7Yr | A g | N | 3.75% | | 3.00% | C/ 7 Yrs | \$144,500 | \$144,500 | 7 Yrs/ 10-9-8-7-6-5-4-0 | \$10K | A80/O90 | No | None | Y* | No | Y** | Y** | Y** |
| * Kemper Investors/ZurichClassic 2-6Yr | A | N | 4.15% | | 3.00% | C/ 6 Yrs | \$150,170 | \$150,170 | 6 Yrs/ 7-7-6-5-4-2-0+MVA | \$5K | 85 | No | None | Y* | No | Y-A | Y** | Y** |
| * Keyport Life/ Key Bonus 1 Yr. | A+ | Y | N/A | | 3.00% | B | N/A | N/A | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | Q75/N85 | No | 90 | Y* | No | Y-A/O | No | Y** |
| Knights of Columbus/ FPA | A ++ | Y | 3.75% | | 3.50% | P | \$144,500 | \$144,500 | 7 Yrs/ 5-5-4-4-3-3-2-0 | \$.3K | 83 | No | None | Y** | Y** | Y** | No | Y** |
| Lafayette Life Ins. Co./ Horizon S | A | N | N/A | | 4.00% | P | N/A | N/A | 5 Yrs/ 8-8-6-4-2-0 | ** | ** | ** | ** | ** | ** | ** | ** | ** |
| Liberty National Life Ins. Co./SPDA | A+ | N | 4.00% | | 4.00% | P | \$148,020 | \$148,020 | 3 Yrs/ 8-4-2-0 | \$1K | 80 | No | 65** | No | No | Y** | No | Y** |
| * Life Investors Ins./Solutions 6 | A+ | Y | 2.00% | | 2.00% | B | \$121,300 | \$121,300 | 6 Yrs/ 8-7-6-5-4--2-0 | \$5K | A85/O90 | No | ** | Y* | No | Y-O | Y** | Y** |
| * Life Investors Ins./Solutions 9 | A+ | Y | 3.60% | | 2.00% | B | \$142,220 | \$142,220 | 9 Yrs/ 12-12-11.5-11-10-9-8-6-4-0 | \$5K | A85/O90 | No | ** | Y* | No | Y-O | Y** | Y** |
| * Life of the Southwest/ SPDA-3 | A g | N | 3.25% | | 3.00% | B | \$137,680 | \$137,680 | 6 Yrs/ 10-9-8-6-4-2-0 | \$5K | A80/O100 | No | 85 | Y* | No | Y-A | Y** | Y** |
| * Life of the Southwest/ SPDA-4 | A g | N | 3.25% | | 3.00% | B | \$137,680 | \$137,680 | 8 Yrs/ 10-9-8-7-6-5-4-2-0 | \$5K | A70/O100 | No | 85 | Y* | No | Y-A | Y** | Y** |
| * Life of the Southwest/Milenium + | A g | N | 3.50% | 2.00% | 3.00% | B | \$141,050 | \$141,050 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$5K | A70/O100 | No | 85 | Y* | No | Y-A | Y** | Y** |
| * Lincoln Benefit/ Sav Chce + 5Yr. | A+r | N | 3.05% | 1.00% | 3.00% | B | \$136,395 | \$136,395 | 9 Yrs/ 7-7--7-6-5-4-3-2-1-0 | \$5K | A99/O100 | No | 99 | Y** | No | Y-O | Y** | Y** |
| * Lincoln Benefit/ Tactician+5 Yr MYG | A+r | N | 3.10% | 1.00% | 3.00% | C/ 5 Yrs | \$136,982 | \$136,982 | 5 Yrs/ 8-8-8-7-6-0 | \$5K | 90 | No | 99 | Y** | Y-\$1K+ | Y-O | Y** | No |
| * Lincoln Benefit/ Tactician+8 Yr MYG | A+r | N | 3.20% | 1.00% | 3.00% | C/ 8 Yrs | \$138,390 | \$138,390 | 8 Yrs/ 8-8-8-7-6-5-4-3-0 | \$5K | 90 | No | 99 | Y** | Y-\$1K+ | Y-O | Y** | No |
| Metropolitan Life Ins. Co./ Max-1 | A+g | N | 3.25% | | 3.00% | P | \$137,680 | \$137,680 | 7 Yrs/ 7-6-5-4-3-2-1-0 | \$5K | Q75/N85 | No | 85 | Y* | No | Y-O | Y** | Y** |
| MFS/SunLife/RegattaChoice-7Yr | A ++g | N | 3.00% | | 3.00% | C/ 4 Yrs | \$134,390 | \$134,390 | 7 Yrs/7-7-6-6-5-4-3-0 | \$10K | 85 | No | 95 | Y** | Y-\$1K+ | Y** | Y** | Y** |
| * Midland National Life/ Dir. Guar. 5Yr | A+ | N | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs/ 8-8-8-8-8-0 | \$1K | 90 | No | None | Y** | Y | Y-A/O** | Y** | Y** |
| Midland National Life/ Dir. Guar. 6Yr | A+ | N | 4.05% | | 3.00% | C/ 6 Yrs | \$148,730 | \$148,730 | 6 Yrs/ 8-8-8-8-8-8-0 | \$.1K | 90 | No | None | Y** | Y | Y-A/O** | Y** | Y** |
| Midland National Life/ Dir. Guar. 7Yr | A+ | N | 4.15% | 1.00% | 3.00% | C/ 7 Yrs | \$151,670 | \$151,670 | 7 Yrs/ 8-8-8-8-8-8-8-0 | \$2-5K | 85 | No | None | Y* | No | Y** | Y** | Y** |
| Minnesota Life/ Secure Opt. I | A ++ | N | 3.00% | | 3.00% | B | \$134,390 | \$134,390 | 6 Yrs/ 6-5-4-3-2-1-0 | \$5K | 85 | No | 85 | Y** | Y-1st Yr | Y-O** | No | Y** |
| Minnesota Life/ Secure Opt. III | A ++ | N | 4.00% | | 3.00% | B | \$148,020 | \$148,020 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$5K | 85 | No | 85 | Y** | Y-1st Yr | Y-O** | No | Y** |
| MONY Life Ins Co/ Fixed Annuity10Yr | A g | N | 4.50% | 1.00% | 3.00% | C/ 10Yrs | \$156,840 | \$156,840 | 7 Yrs 7-6-5-4-3-2-1+MVA | \$2K | 85 | No | 95** | Y** | Y-\$2K+ | Y-A** | No | No |
| MONY Life Ins Co/ Fixed Annuity1Yr | A g | N | N/A | | 3.00% | C/ 1Yr | N/A | N/A | 7 Yrs + MVA/ 7(0-30 day period) | \$2K | 85 | No | 95** | Y** | Y-\$2K+ | Y-A** | No | No |
| MONY Life Ins Co/ Fixed Annuity3Yr | A g | N | 3.00% | 1.00% | 3.00% | C/ 3Yrs | \$135,734 | \$135,734 | 7 Yrs + MVA/ 7-6-5(0-30 day period) | \$2K | 85 | No | 95** | Y** | Y-\$2K+ | Y-A** | No | No |
| MONY Life Ins Co/ Fixed Annuity5Yr | A g | N | 3.10% | 1.00% | 3.00% | C/ 5Yrs | \$137,057 | \$137,057 | 7 Yrs + MVA/ 7-6-5-4-3(0-30 day period) | \$2K | 85 | No | 95** | Y** | Y-\$2K+ | Y-A** | No | No |
| MONY Life Ins Co/ Fixed Annuity7Yr | A g | N | 3.60% | 1.00% | 3.00% | C/ 7Yrs | \$143,844 | \$143,844 | 7 Yrs 7-6-5-4-3-2-1+MVA | \$2K | 85 | No | 95** | Y** | Y-\$2K+ | Y-A** | No | No |
| MONY Life Ins Co/ Fixed Annuity8Yr | A g | N | 4.40% | 1.00% | 3.00% | C/ 8Yrs | \$155,340 | \$155,340 | 7 Yrs 7-6-5-4-3-2-1+MVA | \$2K | 85 | No | 95** | Y** | Y-\$2K+ | Y-A** | No | No |

| | | | | | | | | | | | | | | | | | | | |
|--|-------|---|-------|-------|-------|-----------|-----------|-----------|---|--|--------|---------|-----|-------|------|----------|-------|-----|-----|
| Mutual of America Life Ins. Co./TSA | A+ | N | 3.00% | | 3.00% | P | \$134,390 | \$134,390 | None | | \$2K | None | Y | None | Y | Y-\$2K | Y | Y | Y |
| Mutual of America Life Ins. Co./IRA | A+ | N | 3.50% | | 3.00% | P | \$141,050 | \$141,050 | None | | \$2K | None | Y | None | Y | Y-\$2K | Y | Y | Y |
| * National Guardian/ Asset Guard-2 Yr. | A- | Y | 3.50% | | 3.00% | B | \$141,050 | \$141,050 | 7 Yrs/ 7-7-7-6-5-4-3-0 | | \$5K | 90 | No | 90 | Y* | No | Y-O** | Y** | Y** |
| * National Guardian/ SPDA-Q | A- | Y | N/A | | 4.00% | B | N/A | N/A | 7 Yrs/ 7-6-5-4-3-2-1-0 | | \$5K | 80 | No | 80 | Y* | No | Y-O** | No | Y** |
| * National Life of Vermont/ Heritage | A g | N | 3.50% | 1.00% | 3.00% | B | \$142,461 | \$142,461 | 6 Yrs/ 7-7-6-5-4-3-0 | | \$5K | 85 | No | None | Y** | No | No | Y** | Y** |
| * National Life of Vermont/ Liberty | A g | N | 4.75% | | 3.00% | B | \$159,050 | \$159,050 | 8 Yrs/ 8-7.5-7-6-5-4.5-3.5-2-0 | | \$5K | 85 | No | None | Y** | No | No | Y** | Y** |
| * National Life of Vermont/ Privilege | A g | N | 4.00% | 1.00% | 3.00% | B | \$149,410 | \$149,410 | 9 Yrs/ 9-8-7-6-5-4-3-2-1-0 | | \$5K | 85 | No | None | Y** | No | No | Y** | Y** |
| * National Life of Vermont/ Security 5 | A g | N | 3.25% | | 3.00% | C/ 5 Yrs | \$137,680 | \$137,680 | 5 Yrs/ 5-5-5-5-5-0 | | \$5K | 85 | No | None | Y** | No | Y-A/O | Y** | Y** |
| * National Western Life/ Access-1092 | A- | N | N/A | | 3.00% | P | N/A | N/A | 9 Yrs/9-8-7-6-5-4-3-2-1 | | \$5K | 85 | No | ** | Y** | Y-1st Yr | Y-A | Y** | Y** |
| * National Western Life/ Confidence | A- | N | N/A | | 3.00% | P | N/A | N/A | 5 Yrs/ 6-6-5-4-2-0 | | \$5K | Q75/N85 | No | ** | Y** | Y-1st Yr | Y-O** | No | Y** |
| * Nationwide Life/ Flex Advantage 1 Yr | A+g | N | 3.10% | 1.00% | 3.00% | B | \$137,057 | \$137,057 | 7 Yrs/ 7-7-6-6-5-4-3-0 | | ** | ** | ** | ** | ** | ** | ** | ** | ** |
| Ohio National/ Foundation + 1 Yr. | A+g | N | 3.25% | 1.00% | 2.00% | B | \$139,057 | \$139,057 | 6 Yrs/ 6-5-5-4-3-2-0 | | \$5K | 80 | Y** | ** | Y** | No | Y-A | No | Y** |
| Ohio National/ Foundation + 3 Yr. | A+g | N | 3.50% | | 2.00% | B | \$141,050 | \$141,050 | 6 Yrs/ 6-5-5-4-3-2-0 | | \$5K | 80 | No | ** | Y* | No | Y-A | No | Y** |
| Pacific Life/ Quest 88-01/1 Yr. | A ++g | N | N/A | | 4.00% | C/ 1Yr | N/A | N/A | 7 Yrs/ 6-6-6-6-5-4-3-0 | | \$5K | 85 | No | 95 | Y** | No | Y-A | No | Y** |
| Pacific Life/ Quest 88-01/3 Yr. | A ++g | N | N/A | | 4.00% | C/ 3Yrs | N/A | N/A | 7 Yrs/ 6-6-6-6-5-4-3-0 | | \$5K | 85 | No | 95 | Y* | No | Y-A | No | Y** |
| Pacific Life/ Quest 88-01/5 Yr. | A ++g | N | N/A | | 4.00% | C/ 5 Yrs | N/A | N/A | 7 Yrs/ 6-6-6-6-5-4-3-0 | | \$5K | 85 | No | 95 | Y* | No | Y-A | No | Y** |
| Penn Mutual Life/Penn Fixed Advtg | A g | N | 3.00% | 1.00% | 3.00% | P | \$135,374 | \$135,374 | 7 Yrs/ 9-8-7-6-5-4-3-0 | | \$50K | <<< | 85 | No | 90** | Y** | Y** | Y** | Y** |
| Penn Mutual Life/Penn Freedom-1Yr | A g | N | N/A | | 3.00% | C/ 1 Yr | N/A | N/A | 4 Yrs/ 8-7-6-5-0 | | \$50K | <<< | 85 | No | 90** | Y** | Y** | Y** | Y** |
| Penn Mutual Life/Penn Freedom-3Yr | A g | N | 3.00% | | 3.00% | C/ 3 Yr | \$134,390 | \$134,390 | 4 Yrs/ 8-7-6-5-0 | | \$50K | <<< | 85 | No | 90** | Y** | Y** | Y** | Y** |
| Penn Mutual Life/Penn Freedom-5Yr | A g | N | 3.00% | | 3.00% | C/ 5 Yr | \$134,390 | \$134,390 | 4 Yrs/ 8-7-6-5-0 | | \$50K | <<< | 85 | No | 90** | Y** | Y** | Y** | Y** |
| Penn Mutual Life/Penn Freedom-7Yr | A g | N | 3.00% | | 3.00% | C/ 7 Yr | \$134,390 | \$134,390 | 4 Yrs/ 8-7-6-5-0 | | \$50K | <<< | 85 | No | 90** | Y** | Y** | Y** | Y** |
| * Penn Mutual Life/Tradewind | A g | N | 3.00% | 1.00% | 3.00% | P | \$135,734 | \$135,734 | 7 Yrs/ 9-8-7-6-5-4-3-0 | | \$10K | 85 | No | 90** | Y* | No | Y-A/O | Y** | Y** |
| Peoples Benefit Life/ Adv Edge Sel I | A+ | Y | 3.00% | | 3.00% | P | \$134,390 | \$133,046 | 90 day loss of interest | | \$10K | 80 | No | 85 | Y** | Y-\$2KQ | Y** | Y** | Y** |
| Peoples Benefit Life/ Advisors Edge I | A+ | Y | 3.00% | | 3.00% | P | \$134,390 | \$133,046 | 90 day loss of interest | | \$10K | 80 | No | 85 | Y** | Y-\$2KQ | Y** | Y** | Y** |
| * Physicians Life/ Custom Direct 10 | A g | Y | 4.45% | 1.50% | 3.00% | C/ 10 Yrs | \$156,870 | \$156,870 | 10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0 | | \$5K | 75 | No | 100 | Y* | No | Y-O | Y** | Y** |
| * Physicians Life/ Custom Direct 3 | A g | Y | 3.15% | 1.00% | 3.00% | C/ 3 Yrs | \$137,723 | \$137,723 | 3 Yrs/ 9-9-8-0 (30 day period) | | \$2K | 75 | No | 100 | Y* | No | Y-O | Y** | Y** |
| * Physicians Life/ Custom Direct 4 | A g | Y | 3.40% | 2.00% | 3.00% | C/ 4 Yrs | \$142,494 | \$142,494 | 4 Yrs/ 9-9-8-7-0 (30 day period) | | \$2K | 75 | No | 100 | Y* | No | Y-O | Y** | Y** |
| * Physicians Life/ Custom Direct 6 | A g | Y | 3.40% | 2.00% | 3.00% | C/ 6 Yrs | \$142,494 | \$142,494 | 6 Yrs/ 9-9-8-7-6-5-0 (30 day period) | | \$2K | 75 | No | 100 | Y** | No | Y-O | Y** | Y** |
| * Physicians Life/ Custom Direct 8 | A g | Y | 4.30% | 2.00% | 3.00% | C/ 8 Yrs | \$155,390 | \$155,390 | 8 Yrs/ 9-9-8-7-6-5-4-3-0 (30 day period) | | \$2K | 75 | No | 100 | Y** | No | Y-O | Y** | Y** |
| Physicians Life/ Vista Choice 5Yr. | A g | Y | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs/ 9-9-8-7-6-0 | | \$5K | 75 | No | 100 | Y** | No | Y-O | Y** | Y** |
| Physicians Life/ Vista Choice 7Yr. | A g | Y | 3.25% | 2.00% | 3.00% | C/ 7 Yrs | \$140,434 | \$140,434 | 7 Yrs/ 9-9-8-7-6-5-4-0 | | \$5K | 75 | No | 100 | Y** | No | Y-O | Y** | Y** |
| Presidential Life Ins. Co./ Secure 4 | B+ | N | 3.85% | | 3.00% | C/ 4 Yrs | \$145,900 | \$145,900 | 4 Yrs/ 7-6-6-5-0 | | \$1.5K | 80 | No | + | Y** | No | Y-A | No | Y** |
| Presidential Life Ins. Co./ Secure 6 | B+ | N | 4.15% | | 3.00% | C/ 6 Yrs | \$150,170 | \$150,170 | 6 Yrs/ 7-7-7-6-5-4-0 | | \$1.5 | 80 | No | + | Y** | No | Y-A | No | Y** |
| * Reliance Standard/ Apollo - MVA | A-g | N | 3.50% | | 3.00% | P | \$141,050 | \$141,050 | 7 Yrs + MVA/ 9-8-7-6-5-4-2-0 | | \$5K | 85 | No | A85** | Y* | No | Y-A | Y** | Y** |
| * Reliance Standard/ Apollo - SP | A-g | N | 3.50% | | 3.00% | P | \$141,050 | \$141,050 | 7 Yrs/ 9-8-7-6-5-4-2-0 | | \$5K | 99 | No | A85** | Y* | No | Y-A | Y** | Y** |
| Reliastar (ING)/ Retrmnt+ NQ | A+g | N | 3.25% | | 3.00% | B | \$150,170 | \$150,170 | 9 Yrs/ 9-9-8-7-6-5-4-3-2-0 | | \$5K | 70 | No | None | Y* | Y | Y-O** | No | Y** |
| Reliastar (ING)/ TSA-I | A+g | N | 3.50% | | 3.00% | B | \$141,050 | \$126,945 | 15 Yrs/ 19-18-17-16-15-14-13-12-11-10-9-8-> | | \$5K | 70 | No | None | Y* | Y | Y-O** | No | Y** |
| Security Benefit Life/ Choice - 5Yr. | A+g | N | 3.50% | | 3.00% | C/ 5 Yrs | \$141,050 | \$137,020 | 5 Yrs/ 7-7-7-6-6-0 | | \$2-5K | 90 | No | Y** | Y | Y** | Y** | Y** | Y** |
| Security Benefit Life/ Variflex | A+g | N | 3.00% | | 3.00% | B | \$134,390 | \$134,390 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | | \$5K | 80** | No | 80** | Y* | Y* | Y** | Y** | Y** |
| Security Mutual Life/ SPA2000-1yr | A | N | 3.50% | | 3.50% | P | \$141,050 | \$141,050 | 7 Yrs/ 7-7-7-6-5-4-3-0 | | \$5K | 85 | No | 90 | Y* | No | Y-A | No | Y** |
| Security Mutual Life/ SPA2000-3yr | A | N | 3.50% | | 3.50% | C/ 3 Yrs | \$141,050 | \$141,050 | 7 Yrs/ 7-7-7-6-5-4-3-0 | | \$5K | 85 | No | 90 | Y* | No | Y-A | No | Y** |
| Security Mutual Life/ SP-1 Yr | A | N | 3.50% | | 3.50% | B | \$141,050 | \$141,050 | 7 Yrs/ 7-6-5-4-3-2-1-0 | | \$5K | 80 | No | 90 | Y** | No | Y-A | No | Y** |
| Security Mutual Life/ SP-III Yr | A | N | 3.75% | | 3.50% | B | \$144,500 | \$144,500 | 7 Yrs/ 7-6-5-4-3-2-1-0 | | \$5K | 80 | No | 90 | Y** | No | Y-A | No | Y** |
| Sentry Life Ins. Co./ Multi-Plus | A-g | Y | 4.50% | | 4.50% | B | \$155,290 | \$155,290 | 7 Yrs/ 6-25-5-5-4-75-4-3.25-2.5-1.75-0 | | \$2K | 74 | No | 100** | Y** | No | Y** | Y** | Y** |
| * Shenandoah Life/ SPDA-1 Bonus | A- | N | N/A | | 3.00% | P | N/A | N/A | 6 Yrs/ 6-5-4-3-2-1-0 | | ** | ** | ** | ** | ** | ** | ** | ** | ** |
| * Shenandoah Life/ SPDA-2 Bonus | A- | N | 3.20% | 1.00% | 3.00% | P | \$138,326 | \$138,326 | 9 Yrs/ 9-8-7-6-5-4-3-2-1-0 | | ** | ** | ** | ** | ** | ** | ** | ** | ** |
| Sun Life Assur. /Regatta-Choice -7Yr | A ++g | N | 3.00% | | 3.00% | C/ 4 Yrs | \$134,390 | \$134,390 | 7 Yrs/7-7-6-6-5-4-3-0 | | \$10K | 85 | No | 95 | Y** | Y-\$1K+ | Y** | Y** | Y** |
| * SunAmerica Life/ Century 2000 | A ++g | Y | N/A | | 4.00% | B | N/A | N/A | 8 Yrs/ 7-7-6-6-5-4-3-2-0 | | \$5K | 85 | No | 90 | Y* | No | Y-O | No | Y** |
| SunAmerica Life/ Century 5000 | A ++g | Y | N/A | | 3.00% | B | N/A | N/A | 5 Yrs/ 6-6-6-6-6-0 | | \$5K | 85 | No | 90 | No | No | Y-O | No | Y** |
| SunAmerica Life/ Sterling Select-5Yr | A ++g | Y | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs/ 6-6-5-5-4-0+MVA | | \$5K | 85 | No | None | Y** | No | Y-O | No | Y** |
| SunAmerica Life/ Sterling Select-7Yr | A ++g | Y | N/A | | 3.00% | C/ 7 Yrs | N/A | N/A | 7 Yrs/ 6-6-5-5-4-3-2-0+MVA | | \$5K | 85 | No | None | Y** | No | Y-O | No | Y** |
| Sunset Life Ins. Co./ Accumulator | A g | N | N/A | | 4.50% | B | N/A | N/A | 7 Yrs/ 7-6-5-4-3-2-1-0 | | \$5K | 75 | Y** | A65** | Y* | No | Y-O** | No | Y** |
| Sunset Life Ins. Co./ Flex 89 | A g | N | N/A | | 4.00% | B | N/A | N/A | 9 Yrs/ 10-10-10-9-8-7-6-5-4-0 | | ** | 70 | No | A70** | Y* | Y | Y-A** | No | Y** |
| Sunset Life Ins. Co./ FPA-82 | A g | N | N/A | | 4.00% | P | N/A | N/A | None | | ** | 70 | No | A65** | Y** | Y | No | No | No |
| Sunset Life Ins. Co./ SelecTrack 5Yr | A g | N | 3.25% | | 3.00% | C/ 5 Yrs | \$137,680 | \$137,680 | 5 Yrs/ 10-9-8-7-6-0 | | \$10K | A80/O90 | No | None | Y* | No | Y** | Y** | Y** |
| Sunset Life Ins. Co./ SelecTrack 7Yr | A g | N | 3.75% | | 3.00% | C/ 7 Yrs | \$144,500 | \$144,500 | 7 Yrs/ 10-9-8-7-6-5-4-0 | | \$10K | A80/O90 | No | None | Y* | No | Y** | Y** | Y** |
| Sunset Life Ins. Co./ SelecTrack 10Yr | A g | N | 4.25% | | 3.00% | C/ 10 Yrs | \$151,620 | \$151,620 | 10Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | | \$10K | A80/O90 | No | None | Y* | No | Y** | Y** | Y** |
| Teachers Ins. & Annuity/ IRA | A ++g | Y | 3.00% | | 3.00% | B | \$134,390 | \$134,390 | None | | ** | ** | Y** | ** | Y** | Y | Y** | Y** | Y** |
| Teachers Ins. & Annuity/ RA | A ++g | Y | 4.00% | | 3.00% | P | \$148,020 | NAF | NAF = Not Available for Full Cashout | | ** | ** | Y** | ** | Y** | Y | Y** | Y** | Y** |
| Teachers Ins. & Annuity/ SRA | A ++g | Y | 3.00% | | 3.00% | P | \$134,390 | \$148,020 | None | | ** | ** | Y** | ** | Y** | Y | Y** | Y** | Y** |
| Thrivent Fin'cl for Lutherans-Security I | A ++g | N | 3.75% | | 3.50% | B | \$144,500 | \$144,500 | 7 Yrs/ 7-6-5-4-3-2-1-0 | | \$5K | 99 | No | 99 | Y* | No | Y** | Y** | Y** |
| * Transamerica Life&Anty/ Mach 6 | A+ | Y | N/A | | 3.00% | B | N/A | N/A | 6 Yrs/ 6-6-6-6-6-0 | | \$5K | Q70/N75 | No | 98 | Y** | Y-1st Yr | Y-A/O | No | Y** |

| | | | | | | | | | | | | | | | | | | |
|---------------------------------------|-------|---|-------|-------|-------|-----------|-----------|-----------|--|-------|------|----|-------|-----|----------|-------|-----|-----|
| Transamerica Life&Anty/SecValue 5 | A+ | Y | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs/ 9-8-7-6-5-0+MVA | \$15K | 85 | No | 98 | Y** | No | Y-O | No | Y** |
| * Transamerica Life&Anty/SecValue 6 | A+ | Y | N/A | | 3.00% | C/ 6 Yrs | N/A | N/A | 6 Yrs/ 9-8-7-6-5-4-0+MVA | \$15K | 85 | No | 85 | Y** | No | Y-Q | No | Y** |
| * Transamerica Life&Anty/SecValue 8 | A+ | Y | N/A | | 3.00% | C/ 8 Yrs | N/A | N/A | 8 Yrs/ 9-8-7-6-5-4-3-2-0+MVA | \$15K | 85 | No | 85 | Y** | No | Y-Q | No | Y** |
| * Transamerica Life&Anty/SecValue 10 | A+ | Y | 3.75% | | 3.00% | C/ 10 Yrs | \$144,500 | \$144,500 | 10 Yrs/ 9-8-7-6-5-4-3-2-1-0+MVA | \$15K | 85 | No | 85 | Y** | No | Y-Q | No | Y** |
| Travelers Insurance Co./ T-Flex-NQ | A ++g | N | 3.50% | | 3.50% | B | \$141,050 | \$141,050 | 5 Yrs/ 7-7-7-7-0 | \$1K | 100 | No | 85 | Y** | Y | Y-O** | No | Y** |
| Travelers Insurance Co./ T-Flex-TSA | A ++g | N | 4.00% | | 3.50% | B | \$148,020 | \$148,020 | 5 Yrs/ 7-7-7-7-0 | \$1K | 100 | No | 85 | Y** | Y | Y-O** | No | Y** |
| Union Central Life/ SPDA2000-1Yr | A | N | 3.75% | | 3.00% | B | \$144,500 | \$144,500 | 6 Yrs/ 7-6-5-4-3-2-0 | \$5K | 85 | No | A85** | Y* | No | Y-A** | Y** | Y** |
| Union Central Life/ SPDA2000-6Yr | A | N | 3.00% | | 3.00% | C/ 6 Yrs | \$134,390 | \$134,390 | 6 Yrs/ 7-6-5-4-3-2-0 | \$5K | 85 | No | A85** | Y* | No | Y-A** | Y** | Y** |
| * United Heritage Mutual/ Eagle-8 | A- | N | 3.00% | 1.00% | 1.50% | P | \$135,734 | \$135,734 | 10 Yrs/ 8-8-8-7-6-5-4-3-2-1-0 | \$8K | 90 | No | None | Y* | No | Y-A | Y** | Y** |
| United Heritage Mutual/Sec Value 5 | A- | N | 3.00% | | 1.50% | C/ 5 Yrs | \$134,390 | \$134,390 | 5 Yrs/ 7-7-6-5-4-0 | \$5K | 85 | No | None | Y* | No | Y-A | Y** | Y** |
| United Investors Life/ Century I+ | A+ | N | 3.50% | | 3.50% | P | \$141,050 | \$141,050 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | ** | 80 | No | None | No | Y | Y-A | No | Y** |
| * United of Omaha/ Ultra Annuity 1 Yr | A g | N | 3.15% | 1.00% | 2.00% | P | \$137,723 | \$137,723 | 6 Yrs/ 7-7-7-6-4-2-0 | \$5K | 89 | No | 95 | Y* | Y-1/2 Yr | Y-O** | Y** | Y** |
| * United of Omaha/ Ultra Annuity 3 Yr | A g | N | N/A | | 2.00% | P | N/A | N/A | 6 Yrs/ 7-7-7-6-4-2-0 (* =.35% for 3 Yrs) | \$5K | 89 | No | 95 | Y* | No | Y-O** | Y** | Y** |
| USAA Life Ins. Co./ Ext'd Guar- 2 Yr | A ++g | Y | N/A | | 3.00% | C/ 2 Yrs | N/A | N/A | 2 Yrs/ 8-8-0 | \$50K | 100 | No | 100 | Y* | No | Y-A | No | Y** |
| USAA Life Ins. Co./ Ext'd Guar- 5 Yr | A ++g | Y | 3.01% | | 3.00% | C/ 5 Yrs | \$134,521 | \$134,521 | 5 Yrs/ 8-8-7-6-5-2-0 | \$20K | 100 | No | 100 | Y* | No | Y-A | No | Y** |
| USAA Life Ins. Co./ Ext'd Guar- 10 Yr | A ++g | Y | 4.40% | | 3.00% | C/ 10 Yrs | \$153,810 | \$153,810 | 10 Yrs/ 8-8-7-6-5-2-4-3-2-1-0 | \$20K | 100 | No | 100 | Y* | No | Y-A | No | Y** |
| USAA Life Ins. Co./ Per'l Pension | A ++g | Y | 5.00% | + | 3.00% | P | \$164,500 | N/S | N/S= None Surrenderable (+1% Prem Bonus) | \$5K | 85 | No | 100 | No | Y** | No | No | Y** |
| USAA Life Ins. Co./ SPA II | A ++g | Y | 4.50% | + | 3.00% | P | \$157,230 | \$152,401 | 10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0 | \$10K | 100 | No | 100 | Y* | No | Y-A | No | Y** |
| * USG Annuity-Life(ING)/ Cornerstone | A+g | N | N/A | | 3.00% | B | N/A | N/A | 9Yrs + MVA/ 9-8-7-6-5-4-3-2-1-0 | \$5K | 90 | No | ** | Y* | No | Y-A | Y** | Y** |
| USG Annuity-Life(ING)Max Guar-5Yr | A+g | N | 3.50% | | 3.00% | C/ 5 Yrs | \$141,050 | \$141,050 | 5 Yrs/ 9-8-7-6-5-0+MVA | \$50K | 90 | No | ** | Y** | No | Y** | Y** | Y** |
| USG Annuity-Life(ING)Max Guar-6Yr | A+g | N | 3.85% | | 3.00% | C/ 6 Yrs | \$145,900 | \$145,900 | 6 Yrs/ 9-8-7-6-5-4-0+MVA | \$50K | 90 | No | ** | Y** | No | Y** | Y** | Y** |
| USG Annuity-Life(ING)Max Guar-8Yr | A+g | N | 4.60% | | 3.00% | C/ 8 Yrs | \$156,786 | \$156,786 | 8 Yrs/ 9-8-7-6-5-4-3-2-0+MVA | \$50K | 90 | No | ** | Y** | No | Y** | Y** | Y** |
| USG Annuity-Life(ING)Max Guar-10Yr | A+g | N | 5.00% | | 3.00% | C/ 10 Yrs | \$16,288 | \$162,880 | 10 Yrs/ 9-8-7-6-5-4-3-2-1+MVA | \$50K | 90 | No | ** | Y** | No | Y** | Y** | Y** |
| * USG Annuity-Life(ING)MultiSet+/10Yr | A+g | N | 4.00% | 2.50% | 3.00% | C/ 10 Yrs | \$148,020 | \$148,020 | 10Yrs + MVA/ 9-8-7-6-5-4-3-2-1-0 | \$50K | 85 | No | None | Y** | No | Y** | Y** | Y** |
| USG Annuity-Life(ING)Selct Guar-5Yr | A+g | N | N/A | | 3.00% | C/ 5 Yrs | N/A | N/A | 5 Yrs/ 9-8-7-6-5-0+MVA | \$15K | 90 | No | 85 | Y** | No | Y-A | Y** | Y** |
| USG Annuity-Life(ING)Selct Guar-6Yr | A+g | N | N/A | | 3.00% | C/ 6 Yrs | N/A | N/A | 6 Yrs/ 9-8-7-6-5-4-0+MVA | \$15K | 90 | No | 85 | Y** | No | Y-A | Y** | Y** |
| * USG Annuity-Life(ING)Selct Guar-8Yr | A+g | N | 4.00% | 2.50% | 3.00% | C/ 8 Yrs | \$151,720 | \$151,720 | 8 Yrs/ 9-8-7-6-5-4-3-2-0+MVA | \$15K | 90 | No | 85 | Y** | No | Y-A | Y** | Y** |
| VALIC/ Portfolio Director | A+g | Y | 3.50% | | 3.00% | B | \$141,050 | \$141,050 | 5 Yrs Rolling 5% | \$1K | None | No | None | Y** | Y-\$1K | Y** | No | Y** |
| VALIC/ V-Plan | A+g | Y | 4.50% | | 4.50% | B | \$155,290 | \$153,737 | 5 Yrs Rolling 5% | \$1K | None | No | None | Y** | Y-\$1K | Y** | No | Y** |
| Western United/DiscoverMaxVoygr. | B- | N | 4.35% | 3.00% | 3.00% | B | \$153,080 | \$153,080 | 6 Yrs/ 8-8-7-6-5-4-0 (5.50% Bailout) | \$5K | 100 | No | 100 | Y** | No | Y-A | Y** | Y** |
| William Penn Life of NY/ SPDA-1Yr | A ++g | N | 4.00% | | 4.00% | P | \$148,020 | \$148,020 | 7 Yrs/ 7-6-5-4-3-2-1-0 | \$2K | 80 | No | 85 | Y* | Y** | Y** | No | Y** |
| Woodmen of the World Life/Basic | A+ | N | 3.25% | | 3.00% | P | \$137,689 | \$137,689 | 9 Yrs/ 7-7-7-6-5-4-3-2-1-0 | \$5K | 85 | No | None | Y** | No | Y** | Y** | No |

Note: N/A = program is not available to new purchasers

| | | | | | | | | | | | | | | | | | | |
|---|------|---|-------|-------|-------|----------|-----------|-----------|---|--------|----------|----|-------|-----|---------|-------|-----|-----|
| Mutual of America Life Ins. Co./IRA | A+ | N | 3.50% | | 3.00% | P | \$141,050 | \$141,050 | None | \$2K | None | Y | None | Y | Y-\$2K | Y | Y | Y |
| * National Guardian/ Asset Guard-2 Yr. | A- | Y | 3.50% | | 3.00% | B | \$141,050 | \$141,050 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | 90 | No | 90 | Y* | No | Y-O** | Y** | Y** |
| * National Life of Vermont/ Heritage | A g | N | 3.50% | 1.00% | 3.00% | B | \$142,461 | \$142,461 | 6 Yrs/ 7-7-6-5-4-3-0 | \$5K | 85 | No | None | Y** | No | No | Y** | Y** |
| Ohio National/ Foundation + 3 Yr. | A+g | N | 3.50% | | 2.00% | B | \$141,050 | \$141,050 | 6 Yrs/ 6-5-5-4-3-2-0 | \$5K | 80 | No | ** | Y* | No | Y-A | No | Y** |
| * Reliance Standard/ Apollo - MVA | A-g | N | 3.50% | | 3.00% | P | \$141,050 | \$141,050 | 7 Yrs + MVA/ 9-8-7-6-5-4-2-0 | \$5K | 85 | No | A85** | Y* | No | Y-A | Y** | Y** |
| * Reliance Standard/ Apollo - SP | A-g | N | 3.50% | | 3.00% | P | \$141,050 | \$141,050 | 7 Yrs/ 9-8-7-6-5-4-2-0 | \$5K | 99 | No | A85** | Y* | No | Y-A | Y** | Y** |
| Reliastar (ING)/ TSA-1 | A+g | N | 3.50% | | 3.00% | B | \$141,050 | \$126,945 | 15 Yrs/ 19-18-17-16-15-14-13-12-11-10-9-8> | \$5K | 70 | No | None | Y* | Y | Y-O** | No | Y** |
| Security Benefit Life/ Choice - 5Yr. | A+g | N | 3.50% | | 3.00% | C/ 5 Yrs | \$141,050 | \$137,020 | 5 Yrs/ 7-7-7-6-6-0 | \$2-5K | 90 | No | Y** | Y | Y** | Y** | Y** | Y** |
| Security Mutual Life/ SPA2000-1yr | A | N | 3.50% | | 3.50% | P | \$141,050 | \$141,050 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | 85 | No | 90 | Y* | No | Y-A | No | Y** |
| Security Mutual Life/ SPA2000-3yr | A | N | 3.50% | | 3.50% | C/ 3 Yrs | \$141,050 | \$141,050 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | 85 | No | 90 | Y* | No | Y-A | No | Y** |
| Security Mutual Life/ SP-1 Yr | A | N | 3.50% | | 3.50% | B | \$141,050 | \$141,050 | 7 Yrs/ 7-6-5-4-3-2-1-0 | \$5K | 80 | No | 90 | Y** | No | Y-A | No | Y** |
| Travelers Insurance Co./ T-Flex-NQ | A+++ | N | 3.50% | | 3.50% | B | \$141,050 | \$141,050 | 5 Yrs/ 7-7-7-7-7-0 | \$1K | 100 | No | 85 | Y** | Y | Y-O** | No | Y** |
| United Investors Life/ Century I+ | A+ | N | 3.50% | | 3.50% | P | \$141,050 | \$141,050 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | ** | 80 | No | None | No | Y | Y-A | No | Y** |
| USG Annuity-Life(ING)Max Guar-5Yr. | A+g | N | 3.50% | | 3.00% | C/ 5 Yrs | \$141,050 | \$141,050 | 5 Yrs/ 9-8-7-6-5-0+MVA | \$50K | 90 | No | ** | Y** | No | Y** | Y** | Y** |
| VALIC/ Portfolio Director | A+g | Y | 3.50% | | 3.00% | B | \$141,050 | \$141,050 | 5 Yrs Rolling 5% | \$1K | None | No | None | Y** | Y-\$1K | Y** | No | Y** |
| * Aetna Life & Annuity (ING)/ Premier + | A+g | N | 3.45% | | 3.00% | P | \$140,370 | \$140,370 | 7 Yrs/ 8-8-7-6-5-3-2-0 | \$5K | 100A | No | None | Y** | Y | No | Y** | Y** |
| Fort Dearborn Life/WealthFortifier5Yr | A | N | 3.45% | | 3.00% | C/ 5 Yrs | \$140,370 | \$140,370 | 5 Yrs/8-8-7-6-5-0 (30 day period) | \$1K | 85 | No | 95 | Y* | No | Y-A/O | Y** | Y** |
| * Jackson Nat'l Life/ Target 9 Yr. | A+g | N | 3.45% | 3.00% | 3.00% | C/ 9 Yrs | \$144,581 | \$144,581 | 9 Yrs/ 7-7-6-5-4-3-2-1-0 | \$10K | 85 | No | 85 | Y* | Y-\$2K+ | Y-A | Y** | Y** |
| Allstate Life/ Savers Premier | A+g | N | 3.40% | | 3.00% | B | \$139,700 | \$139,700 | 7 Yrs/ 8-7-6-5-4-3-2-0 | \$6K | 85 | No | 90 | Y** | Y | Y | Y** | Y** |
| * Fort Dearborn Life/WealthFortifier6Yr | A | N | 3.40% | 1.00% | 3.00% | C/ 6 Yrs | \$141,097 | \$141,097 | 6 Yrs/ 8-8-7-6-5-4-0 (30 day period) | \$1K | 85 | No | 95 | Y* | No | Y-A/O | Y** | Y** |
| * Physicians Life/ Custom Direct 4 | A g | Y | 3.40% | 2.00% | 3.00% | C/ 4 Yrs | \$142,494 | \$142,494 | 4 Yrs/ 9-9-8-7-0 (30 day period) | \$2K | 75 | No | 100 | Y** | No | Y-O | Y** | Y** |
| * Physicians Life/ Custom Direct 6 | A g | Y | 3.40% | 2.00% | 3.00% | C/ 6 Yrs | \$142,494 | \$142,494 | 6 Yrs/ 9-9-8-7-6-5-0 (30 day period) | \$2K | 75 | No | 100 | Y** | No | Y-O | Y** | Y** |
| Allianz Life NA/ Dominator- 7 Yr | A+g | N | 3.30% | | 3.00% | C/ 7 Yrs | \$138,350 | \$138,350 | 7 Yrs/ 10-9-8-7-6-5-4-0 (30 day window) | \$20K | 85 | No | ** | Y* | No | ** | Y** | Y** |
| * AMEX/ Value + Advantage | A+g | N | 3.30% | + | 3.00% | B | \$139,042 | \$139,042 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 (+=1/2% prem. bonus) | \$2K | Q69/N80 | No | ** | Y* | No | Y** | Y** | Y** |
| EMC National Life Co/ SP 5Yr Guar | B++ | N | 3.30% | | 3.00% | C/ 5 Yrs | \$138,350 | \$138,350 | 5 Yrs/ 6-6-6-6-6-0 | \$5K | Q89/N99 | No | None | Y** | No | Y-A | Y** | Y** |
| * American Investors Life/ SP2000+ | A g | N | 3.25% | 0.75% | 3.00% | B | \$138,390 | \$138,390 | 10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 | \$5K | 90A | No | None | Y** | N | Y-A | No | No |
| * American National/PaladiumMYG5yr | A+ | N | 3.25% | 1.00% | 3.00% | C/ 5 Yrs | \$139,057 | \$139,057 | 5 Yrs/ 8-8-8-7-6-0+MVA | \$5K | 85A | No | 96 | Y** | No | Y-O** | Y** | No |
| * GE Capital Assurance/CapPrv710 2Yr | A+ | N | 3.25% | 2.00% | 2.00% | B | \$140,434 | \$140,434 | 7 Yrs/ 7-7-7-6-5-4-3-0 | \$5K | 100 | No | 85 | Y* | Y-\$1K+ | Y-A | Y** | Y** |
| * Golden Rule/ Classic Plus | A | N | 3.25% | 1.00% | 3.00% | B | \$139,057 | \$139,057 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | \$7.5K | A70/O100 | No | 85 | Y* | No | Y-A | No | Y** |
| * Golden Rule/ Premier Advantage | A | N | 3.25% | 0.50% | 3.00% | B | \$138,368 | \$138,368 | 7 Yrs/ 7-6-5-4-3-2-2-0 | \$5K | Q60/N65 | No | 85 | Y*C | Y-\$2K+ | Y-A | Y** | Y** |
| * Golden Rule/ Ultimate Bonus | A | N | 3.25% | 3.00% | 3.00% | B | \$141,810 | \$141,810 | 8 Yrs/ 8-7-6-5-4-3-2-1-0 | \$10K | A70/O100 | No | 85 | Y* | No | Y-A | No | Y** |
| * Kansas City Life Select Track 5Yr | A g | N | 3.25% | | 3.00% | C/ 5 Yrs | \$137,680 | \$137,680 | 5 Yrs/ 10-9-8-7-6-0 | \$10K | A80/O90 | No | None | Y* | No | Y** | Y** | Y** |
| * Life of the Southwest/ SPDA-3 | A g | N | 3.25% | | 3.00% | B | \$137,680 | \$137,680 | 6 Yrs/ 10-9-8-6-4-2-0 | \$5K | A80/O100 | No | 85 | Y* | No | Y-A | Y** | Y** |
| * Life of the Southwest/ SPDA-4 | A g | N | 3.25% | | 3.00% | B | \$137,680 | \$137,680 | 8 Yrs/ 10-9-8-7-6-5-4-2-0 | \$5K | A70/O100 | No | 85 | Y* | No | Y-A | Y** | Y** |
| * Metropolitan Life Ins. Co./ Max-1 | A+g | N | 3.25% | | 3.00% | P | \$137,680 | \$137,680 | 7 Yrs/ 7-6-5-4-3-2-1-0 | \$5K | Q75/N85 | No | 85 | Y* | No | Y-O | Y** | Y** |

Copyright 2003 by Comparative Annuity Reports, LLC. All rights reserved. No part of this report may be reproduced in any form by any means without permission of Comparative Annuity Reports, LLC
P.O. Box 1268, Fair Oaks, CA 95628-1268 Telephone (916) 487-7863 Fax (916) 487-7865 www.annuitycomparativedata.com

Comparison of Single Premium Immediate Annuity (SPIA) Programs.

Single Premium Immediate Annuity (SPIA)...What is its Purpose and Value? **SPIAs are designed for people who need a guaranteed income on a regular basis.** See our Annuity Overview and Trend Reports SPIA notes for more details regarding their purchase, and clarification of pertinent evaluation procedures to achieve maximum return (income) on SPIA purchase price.

SPIA Factors Male and Female, Age 70 Life and 10 Years Certain on September 1, 2003

SPIA Factors Male and Female, Age 75 Life and 10 Years Certain on September 1, 2003

| Rank | Company/Program | Male Factor | Rank | Company/Program | Female Factor |
|------|---------------------------------|-------------|------|---------------------------------|---------------|
| 1 | Knights of Columbus | 7.44 | 1 | First Colony Life Ins. Co. | 6.94 |
| 2 | Farm Bureau Life of Michigan | 7.40 | 2 | GE Capital Assurance | 6.94 |
| 3 | Farm Bureau Life Ins Co | 7.37 | 3 | Western United Life Assur | 6.86 |
| 4 | First Colony Life Ins. Co. | 7.37 | 4 | Hartford Life Ins Co | 6.84 |
| 5 | GE Capital Assurance | 7.37 | 5 | Jefferson Pilot Life Ins Co | 6.84 |
| 6 | Security Benefit Life Ins Co | 7.34 | 6 | Principal Life | 6.83 |
| 7 | Western United Life Assur | 7.32 | 7 | USAA Life Insurance Company | 6.83 |
| 8 | Hartford Life Ins Co | 7.24 | 8 | Knights of Columbus | 6.81 |
| 9 | Jefferson Pilot Life Ins Co | 7.24 | 9 | Farm Bureau Life of Michigan | 6.80 |
| 10 | Fidelity & Guaranty Life | 7.23 | 10 | Horace Mann Life Ins Co | 6.80 |
| 11 | Minnesota Life Ins Co | 7.23 | 11 | Physicians Life Ins Co | 6.78 |
| 12 | Great American Life Ins Co | 7.18 | 12 | Security Benefit Life Ins Co | 6.75 |
| 13 | Penn Mutual Life | 7.17 | 13 | Fidelity & Guaranty Life | 6.73 |
| 14 | Principal Life | 7.15 | 14 | AIG Life Ins Co | 6.72 |
| 15 | Kansas City Life Ins Co | 7.13 | 15 | American General Life Ins Co | 6.72 |
| 16 | Life Ins Co of the Southwest | 7.13 | 16 | United of Omaha Life Ins Co | 6.71 |
| 17 | Sunset Life Ins Co of Amer' | 7.13 | 17 | Kansas City Life Ins Co | 6.67 |
| 18 | United of Omaha Life Ins Co | 7.13 | 18 | Sunset Life Ins Co of Amer' | 6.67 |
| 19 | AIG Life Ins Co | 7.09 | 19 | Equitable-Iowa (ING) | 6.65 |
| 20 | American General Life Ins Co | 7.09 | 20 | Northern/ReliaStar Life (ING) | 6.65 |
| 21 | Equitable-Iowa (ING) | 7.08 | 21 | Transamerica Life & Annuity | 6.65 |
| 22 | Northern/ReliaStar Life (ING) | 7.08 | 22 | USG Annuity & Life Co | 6.65 |
| 23 | Physicians Life Ins Co | 7.08 | 23 | Minnesota Life Ins Co | 6.63 |
| 24 | USG Annuity & Life Co | 7.08 | 24 | MONY Life Ins Co | 6.63 |
| 25 | MONY Life Ins Co | 7.07 | 25 | American National Ins Co | 6.59 |
| 26 | CNA Life Ins Co | 7.04 | 26 | Life Ins Co of the Southwest | 6.57 |
| 27 | American National Ins Co | 7.02 | 27 | Presidential Life Ins Co | 6.55 |
| 28 | Presidential Life Ins Co | 7.00 | 28 | Great American Life Ins Co | 6.54 |
| 29 | Sentry Life Insurance Co | 7.00 | 29 | Lincoln Benefit Life Company | 6.53 |
| 30 | Transamerica Life & Annuity | 6.99 | 30 | Penn Mutual Life | 6.52 |
| 31 | Lincoln Benefit Life Company | 6.95 | 31 | Sentry Life Insurance Co | 6.50 |
| 32 | AXA/Equitable Life Assurance Co | 6.92 | 32 | CNA Life Ins Co | 6.49 |
| 33 | Federal Kemper Life Assur | 6.87 | 33 | Allianz Life Ins Co of N.A. | 6.46 |
| 34 | Kemper Investors Life | 6.87 | 34 | Farm Bureau Life Ins Co | 6.43 |
| 35 | Allianz Life Ins Co of N.A. | 6.84 | 35 | Golden Rule Insurance Co | 6.38 |
| 36 | Golden Rule Insurance Co | 6.83 | 36 | Jackson National Life Ins Co | 6.31 |
| 37 | USAA Life Insurance Company | 6.82 | 37 | AXA/Equitable Life Assurance Co | 6.30 |
| 38 | Horace Mann Life Ins Co | 6.80 | 38 | EMC National Life Co | 6.30 |
| 39 | United Heritage Mutual Life | 6.80 | 39 | National Life Ins of Vermont | 6.26 |
| 40 | Jackson National Life Ins Co | 6.75 | 40 | United Heritage Mutual Life | 6.25 |
| 41 | EMC National Life Co | 6.73 | 41 | Federal Kemper Life Assur | 6.23 |
| 42 | Security Mutual Life of NY | 6.64 | 42 | Kemper Investors Life | 6.23 |
| 43 | National Life Ins of Vermont | 6.63 | 43 | Keyport Life Ins Co | 6.23 |
| 44 | AMEX Life | 6.55 | 44 | Teachers Ins & Anty of Amer' | 6.23 |
| 45 | Keyport Life Ins Co | 6.53 | 45 | Security Mutual Life of NY | 6.14 |
| 46 | Woodmen of the World Life | 6.47 | 46 | AMEX Life | 6.10 |
| 47 | Bankers United Life | 6.40 | 47 | Woodmen of the World Life | 6.04 |
| 48 | Canada Life Assurance | 6.40 | 48 | Bankers United Life | 5.96 |
| 49 | Life Investors Ins of Amer | 6.40 | 49 | Life Investors Ins of Amer | 5.96 |
| 50 | Peoples Benefit Life | 6.40 | 50 | Peoples Benefit Life | 5.96 |

| Rank | Company/Program | Male Factor | Rank | Company/Program | Female Factor |
|------|---------------------------------|-------------|------|---------------------------------|---------------|
| 1 | Knights of Columbus | 8.27 | 1 | Farm Bureau Life Ins Co | 7.77 |
| 2 | Farm Bureau Life of Michigan | 8.20 | 2 | Western United Life Assur | 7.74 |
| 3 | Farm Bureau Life Ins Co | 8.15 | 3 | Knights of Columbus | 7.69 |
| 4 | Western United Life Assur | 8.15 | 4 | Horace Mann Life Ins Co | 7.67 |
| 5 | First Colony Life Ins. Co. | 8.11 | 5 | First Colony Life Ins. Co. | 7.66 |
| 6 | GE Capital Assurance | 8.11 | 6 | GE Capital Assurance | 7.66 |
| 7 | Security Benefit Life Ins Co | 8.10 | 7 | Farm Bureau Life of Michigan | 7.64 |
| 8 | Great American Life Ins Co | 8.05 | 8 | AIG Life Ins Co | 7.57 |
| 9 | Minnesota Life Ins Co | 8.03 | 9 | American General Life Ins Co | 7.57 |
| 10 | Fidelity & Guaranty Life | 7.96 | 10 | Jefferson Pilot Life Ins Co | 7.56 |
| 11 | Physicians Life Ins Co | 7.93 | 11 | Hartford Life Ins Co | 7.53 |
| 12 | Jefferson Pilot Life Ins Co | 7.92 | 12 | Fidelity & Guaranty Life | 7.51 |
| 13 | AIG Life Ins Co | 7.89 | 13 | Physicians Life Ins Co | 7.51 |
| 14 | American General Life Ins Co | 7.89 | 14 | Security Benefit Life Ins Co | 7.50 |
| 15 | Sunset Life Ins Co of Amer' | 7.89 | 15 | USG Annuity & Life Co | 7.49 |
| 16 | Kansas City Life Ins Co | 7.88 | 16 | Kansas City Life Ins Co | 7.47 |
| 17 | Life Ins Co of the Southwest | 7.88 | 17 | Minnesota Life Ins Co | 7.47 |
| 18 | Hartford Life Ins Co | 7.85 | 18 | Principal Life | 7.47 |
| 19 | MONY Life Ins Co | 7.83 | 19 | Sunset Life Ins Co of Amer' | 7.47 |
| 20 | Penn Mutual Life | 7.83 | 20 | Great American Life Ins Co | 7.45 |
| 21 | Sentry Life Insurance Co | 7.83 | 21 | Equitable-Iowa (ING) | 7.44 |
| 22 | American National Ins Co | 7.81 | 22 | MONY Life Ins Co | 7.44 |
| 23 | Equitable-Iowa (ING) | 7.81 | 23 | Northern/ReliaStar Life (ING) | 7.44 |
| 24 | Northern/ReliaStar Life (ING) | 7.81 | 24 | American National Ins Co | 7.42 |
| 25 | USG Annuity & Life Co | 7.81 | 25 | Sentry Life Insurance Co | 7.39 |
| 26 | AXA/Equitable Life Assurance Co | 7.76 | 26 | United of Omaha Life Ins Co | 7.39 |
| 27 | Federal Kemper Life Assur | 7.74 | 27 | Life Ins Co of the Southwest | 7.34 |
| 28 | Kemper Investors Life | 7.74 | 28 | Presidential Life Ins Co | 7.33 |
| 29 | Lincoln Benefit Life Company | 7.74 | 29 | Transamerica Life & Annuity | 7.32 |
| 30 | Presidential Life Ins Co | 7.74 | 30 | Golden Rule Insurance Co | 7.28 |
| 31 | Principal Life | 7.74 | 31 | Lincoln Benefit Life Company | 7.28 |
| 32 | United of Omaha Life Ins Co | 7.74 | 32 | Allianz Life Ins Co of N.A. | 7.27 |
| 33 | CNA Life Ins Co | 7.73 | 33 | Penn Mutual Life | 7.26 |
| 34 | Golden Rule Insurance Co | 7.68 | 34 | AXA/Equitable Life Assurance Co | 7.25 |
| 35 | Horace Mann Life Ins Co | 7.67 | 35 | USAA Life Insurance Company | 7.24 |
| 36 | United Heritage Mutual Life | 7.66 | 36 | CNA Life Ins Co | 7.19 |
| 37 | Allianz Life Ins Co of N.A. | 7.64 | 37 | United Heritage Mutual Life | 7.18 |
| 38 | Transamerica Life & Annuity | 7.64 | 38 | EMC National Life Co | 7.16 |
| 39 | EMC National Life Co | 7.55 | 39 | Federal Kemper Life Assur | 7.14 |
| 40 | USAA Life Insurance Company | 7.49 | 40 | Kemper Investors Life | 7.14 |
| 41 | Security Mutual Life of NY | 7.47 | 41 | Keyport Life Ins Co | 7.14 |
| 42 | AMEX Life | 7.38 | 42 | Security Mutual Life of NY | 7.08 |
| 43 | Keyport Life Ins Co | 7.36 | 43 | Teachers Ins & Anty of Amer' | 7.03 |
| 44 | National Life Ins of Vermont | 7.31 | 44 | AMEX Life | 6.97 |
| 45 | Jackson National Life Ins Co | 7.29 | 45 | National Life Ins of Vermont | 6.96 |
| 46 | Woodmen of the World Life | 7.25 | 46 | Jackson National Life Ins Co | 6.90 |
| 47 | Canada Life Assurance | 7.21 | 47 | Woodmen of the World Life | 6.88 |
| 48 | Thrivent Fincl for Lutherans | 7.17 | 48 | Thrivent Fincl for Lutherans | 6.78 |
| 49 | Bankers United Life | 7.10 | 49 | Bankers United Life | 6.65 |
| 50 | Life Investors Ins of Amer | 7.10 | 50 | Life Investors Ins of Amer | 6.65 |

Notes of Explanation on Flexible Premium Deferred Annuity (FPDA) and Single Premium Deferred Annuity (SPDA) Studies

* **Indicates** program has a **1st year only Bonus Rate** added to the **Base Rate**. The **Base Rate** is the true projected rate of interest to be applied in **years 2-20** for the **Flexible Premium Deferred Annuity (FPDA)** and **years 2-10** for the **Single Premium Deferred Annuity (SPDA)** programs. Any first year bonus program should be examined carefully to determine what value (if any) it provides to the consumer, i.e., the **Base Rate** is far more important in determining a program's ultimate value.

****** **Projected Account and Cash Values for Flexible Premium Deferred Annuity (FPDA)** are based on a **\$200 per month deposit** (12 per year) for **20 years**; and for **Single Premium Deferred Annuity (SPDA)** programs projected values are based on a **one-time deposit of \$100,000** held for **10 years**. **Note**, all values quoted are computed using the plan's **current base interest rate** for the above deposit amounts. Please note, all total dollar amounts **do include** any accrueable **year one bonus** amounts. By way of explanation the **Projected Account Value** is the amount available **only for use on a payout (retirement) option with that company**. The **Projected Cash Value** is the amount payable to the annuity holder **in cash or for transfer (rollover) to another annuity or if qualified funds to a mutual fund company**. (See **** Added Note** at bottom of next column).

VR Column: VR=Verification of Rating; i.e., the purpose of this column is to indicate whether the AM Best's Rating **is/is not** supported by another financial rating agency (Standard & Poors; Moody's; Fitch (formerly Duff & Phelps); or Weiss Research).

The Letter **Y= "Yes" rating verified at same or higher level**. **N= "No"**, the **AM Best rating not verified** at same level by another rating agency.

Cr Method/Yr(s) Base Int Rate Guar = Crediting Method utilized on a given annuity program/and the number of years that Base Rate is Guaranteed in the annuity contract. Please note, **with the exception of Certificate/CD type annuity programs**, there is **normally only a one year guarantee on an annuity's interest rate**; therefore, **only Certificate/CD Annuity (C) programs will display the number of years the Base Interest Rate is guaranteed**.

B=Banded or Blended Method crediting i.e., interest credited depending on the time of the deposit—to illustrate rate quoted on new money (new deposits) is not necessarily credited to money already on deposit for more than one year ("old money").

P=Portfolio method of crediting, i.e., all funds whether new deposits or those previously deposited earn the same interest rate.

C=Certificate or CD Type Annuity, i.e., the **Certificate or CD type annuity is a recently developed special class of fixed annuity**. The "CD" type annuity warrants its **special crediting classification as the time period of its Base Interest Rate is guaranteed for a specified number of years (3-5-6-7 yrs., etc.)**; and by contract the **Base Interest Rate cannot change either up or down during this time frame**. Surrender charge percentage rate will vary from carrier to carrier, but will match in years the guarantee period (3-5-6-7 yrs., etc.). At end of guarantee period annuitant will normally have a 30-day period to either withdraw or rollover funds with no penalty—if no action taken, during the 30-day window, funds will automatically renew for same period of years as previous contract **at a new guaranteed Base Interest Rate** (including restarting same penalty schedule).

Editor's Note: Each crediting method has its own potential advantages or disadvantages; however, the portfolio and certificate/CD types are clearly easier to understand. **The CD annuity also provides, by contract, a known Base Interest Rate for a specified number of years**.

Surrender Charge Schedule Modifier Definitions:

MVA: **MVA=Market Value Adjustment** can impact surrender charges by either increasing or decreasing them depending on movement of interest rates after annuity purchase date. (MVA charges not normally applicable if funds held to end of surrender charge period.)

Rolling (R): **Rolling or R= A Rolling Surrender charge** on annuity deposits means **each deposit** has a surrender charge schedule applied to it...as opposed to the normal procedure of establishing the penalty schedule **on the start date of the annuity contract** and all surrender charges ceasing in "X" amount of years regardless of the date of subsequent deposits.

RP: **RP=Return of Premium**; i.e., in lieu of actual surrender charge your funds are returned to you without interest.

**** Added Note: Projected Account and Cash Values** in our studies are based on amounts listed (\$200 per month FPDA/ \$100,000 single deposit to SPDA); carriers in some cases will pay a higher or lower rate depending on size of deposit or account balance.

Notes of Explanation on Additional Annuity Contract Provisions

FPDA Notes of Explanation

** See SPDA important note, regarding use of these symbols.

Minimum Premium per \$K = Minimum Premium per Thousand Dollars carrier will accept to issue the contract on a Non-Qualified annuity: Unlike SPDA's carriers will deviate from this amount for Qualified Funds (IRA, 401K, 403 (b), etc.). If >>> appear in this column it means the next column governs the minimum premium regardless of the source funds.

Min' \$ Amount EFT or Payroll Deduction = Minimum Dollar amount carrier will accept via Electronic Funds Transfer or Payroll Deduction. The amount mentioned in most instances is less than the Minimum Premium per \$K and is so listed. If the amount is followed by letter "Q" it signifies only Qualified funds accepted in this lower amount. When <<< appears in the column the EFT/Payroll deduction amount is identical to the amount given in the "Minimum Premium per \$K" column.

Bail Out Prov'n = Bail Out Provision: See SPDA notes on Bail Out Provision (explanation identical).

Max' Antz'n Age = Maximum Annuitization Age: See SPDA notes on this subject (identical explanation). Note: please remember many FPDA contracts are on Qualified money (IRA, 401K, 403 (b), etc.) and these programs have Required Minimum Distribution (RMD) provisions which must begin at attainment of age 70.5.

Free Out Avail' = Free Out of a portion of Funds Available while Surrender Charge Schedule is in effect: Again, see SPDA notes for identical explanation of this annuity contract provision.

Charges Waived at Death /Nursing Home Waiver /Annuitization Waiver: Consult SPDA explanations of these features as they are all identical for FPDA annuity programs.

SPECIAL NOTE APPLICABLE TO BOTH FPDA AND SPDA PROGRAMS: A symbol of "+" in any column indicates data not available from carrier at time of studv's publication.

SPDA Notes of Explanation

**** Important Note: The use of ** in any column indicates carrier utilizes multiple criteria relative to this item and thus carrier must be contacted for specifics.**

Min' Prem' \$K = Minimum Premium Dollars (per thousand): i.e., \$5K means \$5,000 is the minimum amount carrier will accept to issue the annuity contract. Note if two amounts are listed (\$2-10K) it indicates the carrier will either: accept a lower amount for a qualified plan such as an IRA (regular or Roth); **or** carrier will credit a higher interest rate if premium amount equals or exceeds the higher listed amount.

Max' Issue Age = Maximum Attained Age the carrier will accept for issue of annuity contract. Please note the variances in age for specific categories. The modifiers are as follows: "A" = annuitant; "O" = Owner; "Q" = Qualified Annuity i.e., IRA, 401K, 403(b), etc.; "N" = Non-Qualified (funds from CD's sale of home or other property, etc.). If an age is listed with no modifier it indicates all contracts use this age without exception.

Bail Out Prov'n = Bail Out Provision. A few annuity contracts permit the annuity purchaser to withdraw their funds from the annuity without penalty("Bail Out"), should the interest rate, at time of purchase, drop by a contractually specified amount before Surrender Charge Schedule has run its course. It should be noted, as a general rule annuity programs with a Bail Out Provision offer a lower starting interest rate...one could conclude there are very few annuity contracts with Bail Out Provisions because the lower interest rate lacks market appeal.

Max'Antz'n Age = Maximum Annuitization Age is the latest attained age the owner or annuitant can annuitize the amount accumulated in the contract i.e., receive a guaranteed payout from the carrier for life or a specified period of time. Failure to annuitize before the maximum age specified in the contract could result in the annuity holder's income stream ceasing before death. The modifiers are identical to those found under **Maximum Issue Age**. Again, if no modifier to age listed, all forms of contracts use this age for that carrier.

Free Out Avail': Free Out Available while surrender charge schedule is in effect. To illustrate, Company "A" has a surrender

charge schedule that lasts 8 years. The annuitant/owner, in spite of the 8 year penalty period, may withdraw a specified amount each year without incurring a penalty. **The most frequent Free Out provision is 10% of account value each year after contract is in effect for one year.** A "Y**" in this column means 10% Free Out each year. A "Y***" mean there is a Free Out, but it differs from the 10% and annuitant/owner should contact carrier for specifics of its Free Out provision. "No" means contract has no Free Out provision.

Accepts Added Premium: A "Y" in this column means "Yes" carrier will accept additional premium into the account after contact is issued. As this is by definition a **Single Premium Deferred Annuity** most carriers do not accept additional funds hence the preponderance of "No's". A "Y" means no restriction on adding funds and "Y's" with modifiers are self explanatory.

Charges Waived at Death: Surrender charges in early years of contract are waived upon death of Owner "O" or Annuitant "A" as specified in contract. "No" of course means carrier does not waive surrender charges in event of death prior to annuity's surrender charges expiring. A "Y-O" = yes if owner dies; a "Y-A" = yes if annuitant dies; a "Y-A/O" refers to yes upon death of either annuitant or owner; and finally a "Y***" means carrier permits some form of withdrawal but carrier must be contacted for specifics.

Nursing Home Waiver: Again surrender charges can be waived if nursing home care is required prior to surrender charge schedule expiring. Because of the many variations on the waiver we indicated either "No" waiver or "Y***" which indicates "Yes", but carrier must be contacted to verify extent of its waiver.

Annuitization Wavier: Refers to whether annuity carrier will waive surrender charges prior to their expiration if contract is annuitized for payout by owner/annuitant. A majority of carriers will agree to this scenario; however, as there are many variations of acceptability, all carriers who waive surrender charges are listed as "Y***" i.e., "Yes" there is waiver, however, carrier must be contacted for their waiver specifications. "No" indicates carrier will not waive penalties.