Indexed Annuities
Last update January 1, 2012

| Company | American General Life |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Product/Type | $\begin{gathered} \hline \hline \text { AG HorizonIndex } 9 \\ \text { SPDA } \end{gathered}$ | AG Horizonlndex 12 SPDA | AG VisionMaximizer SPDA | AG VisionAdvantage 7 SPDA | AG VisionAdvantage 9 SPDA |
| Issue Ages | Ages 0-85 NQ/Q | Ages 0-85 NQ/Q | Ages 0-75 NQ/Q | Ages 0-85 NQ/Q | Ages 0-80 NQ/Q |
| Ratings | A AM Best <br> A+ Standard \& Poors <br> 82 Comdex | A AM Best <br> A + Standard \& Poors <br> 82 Comdex | A AM Best <br> A+ Standard \& Poors <br> 82 Comdex | A AM Best <br> A+ Standard \& Poors <br> 82 Comdex | A AM Best <br> A+ Standard \& Poors <br> 82 Comdex |
|  | 6.75\% 2 Yr Pt-to-Pt Cap <br> $1.50 \%$ 1 Year Monthly Cap <br> $1.20 \%$ Fixed Account (yrs 1-6) | 6.75\% 2 Yr Pt-to-Pt Cap <br> 1.50\% 1 Year Monthly Cap <br> 1.35\% Fixed Account (yrs 1-9) | $3.00 \% \quad 100 \%$ Participation Rate <br> 8.00\% Monthly Avg Spread <br> 30.00\% Annual Par Rate No Cap <br> 1.30\% Fixed Account | $3.50 \% 100 \%$ Participation Rate <br> 3.75\% 80\% Participation Rate <br> 8.00\% Monthly Avg Spread <br> 30.00\% Annual Par Rate No Cap <br> 1.45\% Fixed Account | 4.50\% 100\% Participation Rate <br> 4.75\% 80\% Participation Rate <br> 7.00\% Monthly Avg Spread <br> 30.00\% Annual Par Rate No Cap <br> 2.00\% Fixed Account |
|  | Rates vary in the states of California and Ohio. Please call for the current rates for CA \& OH. |  |  |  |  |
|  | 4\% Premium Bonus | 5\% Premium Bonus | 5\% Premium Bonus |  |  |
| Indexing Method | 2 Year Point-to-Point/Monthly Point-to-Point |  | Annual Point-to-Point/Monthly Average |  |  |
|  | 9 Years | 12 years | 10 Years | 7 Years | 9 Years |
| Minimum Premium | \$5,000 NQ/Q | \$5,000 NQ/Q | \$20,000 NQ/Q | \$15,000 NQ/Q | \$15,000 NQ/Q |
| Free Withdrawals | 10\% After the first Policy Year | 10\% After the first Policy Year | 10\% Beginning the first Policy Year | 10\% Beginning the first Policy Year | 10\% Beginning the first Policy Year |
| Minimum Guarantees | 2.00\% on 90\% of Premium | 2.00\% on 90\% of Premium | 2.00\% on 90\% of Premium | 2.00\% on 90\% of Premium | 2.00\% on 90\% of Premium |
| States Not Approved | AK, MN, NJ, NY, OK, OR, VT | AK, CT, MN, NJ, NY, OK, OR, TX, UT, VT, WA | AK, DE, IL, MN, MS, NJ, NY, OR, PA, UT, VT, WA | CT, DE, MN, NJ, NY, OR, PA, UT, VT, WA | AK, CT, DE, MN, NJ, NY, OR, PA, TX, UT, VT, WA |
| Surrender Charges <br> (\%) | 10,10,9,8,7,6,5,4,2 | 12,12,12,12,12,11,10,9,8,7,5,3 | 17,16,15,14,13,10,9,8,7,6 | 9,8,7,6,5,4,3 | 10,9,8,7,6,5,4,3,2 |
| Remarks | Market Value Adjustment 4\% Premium Bonus Accumulated Value Death Benefit Annuitization available after 5th policy year | Market Value Adjustment <br> 5\% Premium Bonus Accumulated Value Death Benefit Annuitization available after 5th policy year | Market Value Adjustment Accumulated Value Death Benefit Annuitization available after 5th policy year | Market Value Adjustment Accumulated Value Death Benefit Annuitization available after 5th policy year | Market Value Adjustment Accumulated Value Death Benefit Annuitization available after 5th policy year |
| Please verify rate before submitting application. <br> Information is subject to change without notice. |  |  | Jacobs Financial Services Agency |  | 815 Crocker Road, Suite 10-D <br> Westlake, OH 44145 <br> 440-250-0125 ~ 800-359-4818 <br> Fax: 440-250-0177 |

Indexed Annuities
Last update January 1, 2012

| Company | American National | Avi |  |  | ING |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Product/Type | Equity Index Annuity SPDA | Income Preferred Bonus FPDA | Income Preferred 10 SPDA | Secure Index Five FPDA | Secure Index Seven FPDA |
| Issue Ages | Ages 0-85 NQ/Q | Ages 0-78 NQ/Q (0-64 in FL) | Ages 0-78 NQ/Q | Ages 0-80 NQ/Q | Ages 0-80 NQ/Q |
| Ratings | A AM Best <br> A+ Standard \& Poors <br> 86 Comdex | A AM Best <br> A + Standard \& Poors <br> 87 Comdex | A AM Best <br> A+ Standard \& Poors <br> 87 Comdex | A AM Best <br> A Standard \& Poors <br> 79 Comdex | A AM Best <br> A Standard \& Poors <br> 79 Comdex |
|  | 3.00\% Specified Rate <br> Rate Guaranteed for entire term |  | \$5,000 - \$74,999  <br> $2.00 \%$ Ann Pt-to-Pt Cap <br> $2.000 \%$ Monthly Average Cap <br> $1.05 \%$ Year Monthly Cap <br> $1.00 \%$ Fixed Account <br>  \$75,000 + <br> $3.25 \%$ Ann Pt-to-Pt Cap <br> $3.25 \%$ Monthly Average Cap <br> $1.60 \%$ 1 Year Monthly Cap <br> $1.40 \%$ Fixed Account | $\$ 75 \mathrm{Skand}$  <br> $3.00 \%$ Ann Pt-to-Pt Cap <br> $1.40 \%$ 1 Year Monthly Cap <br> $3.50 \%$ Interest Rate Benchmark <br> $1.50 \%$ Fixed Account <br> Return of Premium Option  <br> $\$ 75 \mathrm{Band}$  <br> $2.50 \%$ Ann Pt-to-Pt Cap <br> $1.30 \%$ 1 Year Monthly Cap <br> $2.75 \%$ Interest Rate Benchmark <br> $1.25 \%$ Fixed Account |  \$15,000 Band <br> $3.25 \%$ Ann Pt-to-Pt Cap <br> $1.50 \%$ 1 Year Monthly Cap <br> $4.00 \%$ Interest Rate Benchmark <br> $1.50 \%$ Fixed Account <br>  $\quad \$ 75,000$ Band <br>  $\underline{\text { An }}$ <br> $4.25 \%$ Ann Pt-to-Pt Cap <br> $1.90 \%$ 1 Year Monthly Cap <br> $5.50 \%$ Interest Rate Benchmark <br> $1.50 \%$ Fixed Account |
| Indexing Method | All or Nothing Interest Credit | APP, MPP, MAVG, Fixed | Annual Pt-to-Pt, Monthly Average | Annual Point-to-Point Cap/Monthly Point-to-Point/Fixed Account |  |
| Term | 6 Years | 10 years | 10 Years | 5 Years | 7 years |
| Minimum Premium | \$10,000 NQ/Q | \$10,000 NQ/Q \$1,000 Additional | \$10,000 NQ/Q \$1,000 Additional | \$75,000 NQ/Q | \$15,000 NQ/Q |
| Free Withdrawals | 10\% Atter the first Policy Year | 10\% After the first Policy Year | 10\% Atter the first Policy Year | 10\% After the first Policy Year | 10\% After the first Policy Year |
| Minimum Guarantees | 1\%-3\% on 90\% of Premium | 1.00\% - 3.00\% on 87.50\% of Prem | 1.00\% - 3.00\% on 87.50\% of Prem | 1.00\% on $87.50 \%$ of Premium | 1.00\% on 87.50\% of Premium |
| States Not Approved | MN, NY, ND, OK, OR, WA | AK, CT, DE, MN, NJ, NY, OR, PA, UT, WA | $A K, C T, D E, M N, N J, N Y, O R, P A$, $W A$ | NY, OR | NY, OR |
| Surrender Charges (\%) | 8,8,7,6,4,2 | 12,12,12,11,10,9,8,7,6,4 | 10,9,8,7,6,5,4,3,2,1 | 8,7.5,6.5,5.5., 4. | 10,10,10,10,9,8,7 |
| Remarks | All or Nothing Crediting Method <br> If market is up they receive the specified rate. If the market is down they receive a zero. | Nursing Home Waiver Terminal Illness Waiver | Market Value Adjustment Nursing Home Waiver Terminal Illness Waiver | Great Short-Term product <br> Great Return of Premium Product |  |

Please verify rate before submitting application. Information is subject to change without notice.

815 Crocker Road, Suite 10-D

## Indexed Annuities

| Company | ING | Liberty Life Insurance Company (Formerly RBC) |  |  |  | Life of the Southwest |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Product/Type | Secure Index Opp. Plus SPDA | Choice 10 SPDA | Enhanced Choice 8 SPDA | Enhanced Choice 12 SPDA |  | Secure Plus Gold FPDA |
| Issue Ages | Ages 0-80 NQ/Q | Ages 0-80 NQ/Q | Ages 0-80 NQ/Q | Ages 0-80 NQ/Q |  | Ages 0-85 NQ/Q |
| Ratings | A AM Best <br> A Standard \& Poors <br> 79 Comdex |  |  |  | $\begin{aligned} & \hline \mathrm{A} \\ & \mathrm{~A} \\ & 82 \\ & \hline \end{aligned}$ | AM Best <br> Standard \& Poors Comdex |
|  |  \$15,000 Band <br> $2.00 \%$ Ann Pt-to-Pt Cap <br> $1.10 \%$ 1 Year Monthly Cap <br> $2.25 \%$ Interest Rate Benchmark <br> $1.50 \%$ Fixed Account <br>   <br>  \$75,000 Band <br> $3.50 \%$ Ann Pt-to-Pt Cap <br> $1.50 \%$ 1 Year Monthly Cap <br> $4.00 \%$ Interest Rate Benchmark <br> $1.50 \%$ Fixed Account | 3.50\% Qrtly Pt-to-Pt Cap (DJIA) <br> 7.25\% Monthly Avg Cap (DJIA) <br> 7.25\% Ann Pt-to-Pt Cap (S\&P500) <br> 3.75\% 1 Year Mo Cap (S\&P 500) <br> 4.00\% Fixed Account Yr 1 | $3.25 \%$ Qrtly Pt-to-Pt Cap (DJIA) <br> $6.25 \%$ Mo Avg Cap (DJIA) <br> $6.25 \%$ Ann Pt-to-Pt (S\&P500) <br> $3.50 \%$ 1 Yr Mo Cap (S\&P 500) <br> $3.25 \%$ Fixed Account Yr 1 <br> $2.25 \%$ Fixed Account Yrs 2-8 <br> 2\% Premium Bonus | $3.00 \%$ Qrtly Pt-to-Pt Cap (DJIA) <br> $6.00 \%$ Monthly Avg Cap (DJIA) <br> $5.75 \%$ Ann Pt-to-Pt Cap (S\&P500) <br> $3.00 \%$ 1 Year Mo Cap (S\&P 500) <br> $3.00 \%$ Fixed Account Yr 1 <br> $2.00 \%$ Fixed Account Yrs 2-8 <br>   <br>  5\% Premium Bonus | 4.00\% <br> 30.00\% <br> 1.75\% | Ann Pt-to-Pt Cap Daily Avg Par Rate Fixed Account |
| Indexing Method | APP/MPP/Fixed Account | Quarterly Point-to-Point/M | verage/Annual Ponit-to-Point/Mon | Point-to-Point/Fixed Account |  | Annual Point-to-Point/Daily Average |
| Term | 10 Years | 10 Years | 8 Years | 12 Years |  | 10 Years |
| Minimum Premium | \$15,000 NQ/Q | \$5,000 NQ/Q | \$5,000 NQ/Q | \$5,000 NQ/Q |  | $\begin{gathered} \hline \$ 5,000 \mathrm{NQ} / \$ 3,000 \mathrm{Q} \\ \$ 50 \text { per month EFT } \end{gathered}$ |
| Free Withdrawals | 10\% After the first Policy Year | 10\% After the first Policy Year | 10\% After the first Policy Year | 10\% After the first Policy Year |  | 10\% After the first Policy Year |
| Minimum Guarantees | 2.00\% on $87.50 \%$ of Premium | 1\%-3\% on $87.50 \%$ of Premium | 1\%-3\% on 87.50\% of Premium | 1\% - $3 \%$ on $87.50 \%$ of Premium |  | 1\%-3\% on 90\% of Premium |
| States Not Approved | AK, CT, DE, MN, NJ, NY, OR, WA | AK, CT, DE, HI, MN, | Y, OK, OR, PA, UT | AK, CT, DE, HI, MN, NJ, NY, OK, OR, PA, TX, UT, WI |  | AK, NJ, NY, OR |
| Surrender Charges <br> (\%) | 10,10,10,10,9,8,7,6,5,4 | $10,10,9.5,9,8,7,6,5,4,3,2,1$ CA, WA \& TX: $9,9,8,7,6,5,4,3,2,1$ | $\begin{gathered} 10,9,8,7,6,5,4,2 \\ \text { CA \& WA: } 9,8,7,6,5,4,3,2 \\ \hline \end{gathered}$ | 14,13,12,11,10,9,8,7,6,5,4,3 CA: 12,11,10,9,8,7,6,5,4,3,2,1 |  | 10,9,8,7,6,5,4,3,2,1 |
| Remarks | 5\% Premium Bonus | THE RBC PRODUCT Nursing Home Waiver Confinement Waiver | Nursing Home Waiver Confinement Waiver | $\qquad$ |  | Nursing Home Waiver <br> Unique crediting for flexible premiums |

Please verify rate before submitting application.
nformation is subject to change without notice

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15 Crocker Road, Suite 10-D
Westlake, OH 44145
440-250-0125 ~ 800-359-4818
Fax: 440-250-0177

Indexed Annuities
Last update January 1, 2012

| Company | Life of the Southwest |  | Lincoln Financial Group |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Product/Type | Secure Plus Platinum FPDA | Secure Accumulator 5 SPDA | Lincoln New Directions 6 SPDA | Lincoln New Directions 8 SPDA | Lincoln OptiChoice 5 FPDA |
| Issue Ages | Ages 0-80 NQ/Q | Ages 0-80 NQ/Q | Ages 0-85 NQ/Q | Ages 0-85 NQ/Q | Ages 0-85 NQ/Q |
| Ratings | A AM Best <br> A Standard \& Poors <br> 82 Comdex | A AM Best <br> A Standard \& Poors <br> 82 Comdex | A+ AM Best <br> AA- Standard \& Poors <br> 89 Comdex | A+ AM Best <br> AA- Standard \& Poors <br> 89 Comdex | A+ AM Best <br> AA- Standard \& Poors <br> 89 Comdex |
|  | 5.00\% Ann Pt-to-Pt Cap <br> 40.00\% Daily Avg Par Rate <br> 2.25\% Fixed Account | 4.75\% Ann Pt-to-Pt Cap <br> 35.00\% Daily Avg Par Rate <br> 2.45\% Fixed Account <br> 5\% Interest Rate Bonus | Below $\mathbf{\$ 1 0 0 , 0 0 0}$  <br> $7.00 \%$ 2 Yr Pt-to-Pt Cap <br> $2.50 \%$ Perf. Triggered Rate <br> $1.40 \%$ Fixed Account <br>  $\mathbf{\$ 1 0 0 , 0 0 0 ~ + ~}$ <br> 7.00\% 2 Yr Pt-to-Pt Cap <br> 2.65\% Perf. Triggered Rate <br> $\mathbf{1 . 5 5 \%}$ Fixed Account |  Below \$100,000 <br> $7.00 \%$ 2 Yr Pt-to-Pt Cap <br> $3.00 \%$ Perf. Triggered Rate <br> $1.70 \%$ Fixed Account <br>  $\boldsymbol{\$ 1 0 0 , 0 0 0 +}$ <br> $7.45 \%$ 2 Yr Pt-to-Pt Cap <br> $3.20 \%$ Perf. Triggered Rate <br> $1.85 \%$ Fixed Account |  Below \$100,000 <br> $1.40 \%$ 1 Year Monthly Cap <br> $2.50 \%$ Perf. Triggered Rate <br> $1.00 \%$ Fixed Account <br>   <br>  $\underline{\$ 100,000+}$ <br> $1.50 \%$ 1 Year Monthly Cap <br> $2.50 \%$ Perf. Triggered Rate <br> $1.15 \%$ Fixed Account |
| Indexing Method | Annual Point-to-Point/Daily Average |  | 2 Year Point-to-Point, Annual Reset All or Nothing interest credit |  | Ann Pt-to-Pt/Mo Pt-to-Pt/Mo Avg |
| Term | 15 Years | 15 Years | 6 Years | 8 Years | 5 Years |
| Minimum Premium | $\$ 5,000 \mathrm{NQ} / \$ 3,000 \mathrm{Q}$ $\$ 50$ per month EFT | \$15,000 NQ/Q | \$10,000 NQ/Q | \$10,000 NQ/Q | \$5,000 NQ/ \$2,000 Q |
| Free Withdrawals | 10\% Atter the first Policy Year | 10\% After the first Policy Year | 10\% Beginning the first Policy Year | 10\% Beginning the first Policy Year | 10\% Beginning the first Policy Year |
| Minimum Guarantees | 1\% - $3 \%$ on 87.50\% of Premium | 1\% - 3\% on 87.50\% of Premium | 1.00\% on 100\% of Premium | Varies. Call for details | Varies. Call for details |
| States Not Approved | AK, CT, NJ, NY, OR, WA | AL, AK, CT, GA, IL, MN, NJ, NY, OR, PA,UT, WA | NY | NY | NY |
| Surrender Charges (\%) | 14,14,13,12,11,10,9,8,7,6,5,4,3,2,1 | 14,14,13, 12,11,10,9,8,7,6,5,4,3,2,1 | 9,8,7,6,4.75,3.50 | 9,8,7,6,4.75, , 3.50,2,0.75 | 9,8,7,6,5 |
| Remarks | Nursing Home Waiver Unique crediting for flexible premiums | Nursing Home Waiver Death Benefit is the Accumulated Value | Death Benefit is the Accumulated Value | Death Benefit is the Accumulated Value | Market Value Adjustment <br> Death Benefit is the Accumulated Value |
| Please verify rate before submitting application. <br> Information is subject to change without notice. <br> AGENT USE ONLY |  |  |  |  | 815 Crocker Road, Suite 10-D Westlake, OH 44145 $440-250-0125 \sim 800-359-4818$ Fax: 440-250-0177 |

## Indexed Annuities

Last update January 1, 2012

| Company | Lincoln Financial Group |  |  |  | NACOLAH |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Product/Type | Lincoln OptiChoice 7 FPDA | Lincoln OptiChoice 9 FPDA | Lincoln OptiPoint 8 FPDA | Lincoln OptiPoint 10 FPDA | No. Amer. Charter 7 FPDA |
| Issue Ages | Ages 0-85 NQ/Q | Ages 0-80 NQ/Q | Ages 0-85 NQ/Q | Ages 0-80 NQ/Q | Ages 0-85 NQ/Q |
| Ratings | A+ AM Best <br> AA- Standard \& Poors <br> 89 Comdex | A+ AM Best <br> AA- Standard \& Poors <br> 89 Comdex | A+ AM Best <br> AA- Standard \& Poors <br> 89 Comdex | A+ AM Best <br> AA Standard \& Poors <br> 89 Comdex | A+ AM Best <br> A+ Standard \& Poors <br> 93 Comdex |
|  |  Below \$100,000 <br> $1.45 \%$ 1 Year Monthly Cap <br> $2.50 \%$ Perf. Triggered Rate <br> $1.05 \%$ Fixed Account <br>   <br>  $\boldsymbol{\$ 1 0 0 , 0 0 0 +}$ <br> $1.55 \%$ 1 Year Monthly Cap <br> $2.50 \%$ Perf. Triggered Rate <br> $1.20 \%$ Fixed Account |  Below \$100,000 <br> $\mathbf{1 . 5 0 \%}$ 1 Year Monthly Cap <br> $2.50 \%$ Perf. Triggered Rate <br> $\mathbf{1 . 1 5 \%}$ Fixed Account <br>   <br>  $\mathbf{\$ 1 0 0 , 0 0 0 +}$ <br> $1.60 \%$ 1 Year Monthly Cap <br> $\mathbf{2 . 5 0 \%}$ Perf. Triggered Rate <br> $1.30 \%$ Fixed Account | 2.25\% 2 Yr Monthly Cap <br> 7.00\% 2 Yr Pt-to-Pt Cap <br> 2.50\% Perf. Triggered Rate <br> 1.00\% Fixed Account <br> Premium Bonus <br> $3.00 \%$ Yrs 1-3 Below $\$ 100,000$ <br> 4.00\% Yrs 1-3 \$100,000+ | 2.25\% 2 Yr Monthly Cap <br> 7.00\% 2 Yr Pt-to-Pt Cap <br> 2.50\% Perf. Triggered Rate <br> 1.00\% Fixed Account <br> Premium Bonus <br> 4.00\% Yrs 1-4 Below \$100,000 <br> 5.00\% Yrs 1-4 \$100,000+ |  Daily Avg Cap/Ann Pt-to-Pt Cap <br> 1 $2.40 \% / 2.25 \%$ <br> 2 $2.15 \% / 2.00 \%$ <br> 3 $2.00 \% / 2.00 \%$ <br> 4 $2.00 \% / 2.00 \%$ <br> 5 N/A/2.00\% <br> 6 N/A/2.20\% <br> $1.20 \%$ Fixed Account <br>  Monthly Pt-to-Pt <br> $1.40 \%$ S\&P 500 (NASDAQ 1.20\%) |
| Indexing Method | Annual Point-to-Point/Monthly Point-to-Point/Monthly Average |  | $2 \mathrm{YrPt-to-Pt/2} \mathrm{Year} \mathrm{MPP/Alll} \mathrm{or} \mathrm{Nothing}$ |  | Daily Avg/Annual Pt-to-Pt/Mo Pt-to-Pt |
| Term | 7 years | 9 Years | 8 Years | 10 years | 7 Years |
| Minimum Premium | \$5,000 NQ/ \$2,000 Q | \$5,000 NQ/ \$2,000 Q | \$5,000 NQ/ \$2,000 Q | \$5,000 NQ/ \$2,000 Q | \$10,000 NQ/ \$2,000 Q |
| Free Withdrawals | 10\% Beginning the first Policy Year | 10\% Beginning the first Policy Year | 10\% Beginning the first Policy Year | 10\% Beginning the first Policy Year | 10\% After the first Policy Year |
| Minimum Guarantees | 1.00\% on 100\% of Premium | 1.00\% on 100\% of Premium | 1.00\% on 100\% of Premium | 1.00\% on 100\% of Premium | 1\% - $3 \% \%$ on $87.50 \%$ of Premium |
| States Not Approved | MN, NY, OR, UT | NY | MN, NY, OR, UT | AK, MN, NY, OR, UT | AL, AK, DE, MN, NY, OR, UT |
| Surrender Charges (\%) | 9,8,7,6,5,4,3,2 | 9,8,7,6,5,4,3,2,1 | 9,8,7,6,5,4,3,2 | 10,9,8,7,6,5,4,3,2,1 | 10,9,8,7,6,4,2 |
| Remarks | Market Value Adjustment <br> Death Benefit is the Accumulated Value | Market Value Adjustment <br> Death Benefit is the Accumulated Value | Death Benefit is the Accumulated Value | Death Benefit is the Accumulated Value | $\quad$ Account Discription \#1 - S\&P 500 \#2 - DJIA \#3 - S\&P Midcap 400 \#4 - Russell 2000 \#5 - NASDAQ 100 \#6 - DJ EuroSTOXX 50 |
| Please verify rate before submitting application. <br> Information is subject to change without notice. <br> AGENT USE ONLY |  |  |  |  | 815 Crocker Road, Suite 10-D <br> Westlake, OH 44145 <br> 440-250-0125 ~ 800-359-4818 <br> Fax: 440-250-0177 |

Indexed Annuities
Last update January 1, 2012

| Company | NACOLAH (North American Company of Life and Health) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Product/Type | No. Amer. Charter 10 FPDA | No. Amer. Charter 14 FPDA | NA Paramount Choice Ten FPDA | Performance Choice 8 Plus FPDA | Performance Choice 12 Plus FPDA |
| Issue Ages | Ages 0-79 NQ/Q | Ages 0-75 NQ/Q | Ages 0-79 NQ/Q | Ages 0-85 NQ/Q | Ages 0-75 NQ/Q |
| Ratings | A+ AM Best <br> A+ Standard \& Poors <br> 93 Comdex | A+ AM Best <br> A+ Standard \& Poors <br> 93 Comdex | A+ AM Best <br> A+ Standard $\&$ Poors <br> 93 Comdex | A+ AM Best <br> A+ Standard \& Poors <br> 93 Comdex | A+ AM Best <br> A+ Standard \& Poors <br> 93 Comdex |
|  | Daily Avg Cap/Ann Pt-to-Pt Cap  <br> 1 $3.30 \% / 3.10 \%$ <br> 2 $3.10 \% / 2.85 \%$ <br> 3 $2.80 \% / 2.75 \%$ <br> 4 $2.80 \% / 2.75 \%$ <br> 5 N/A/2.75\% <br> 6 N/A/3.15\% <br> $1.60 \%$ Fixed Account <br>  Monthly Pt-to-Pt <br> $1.85 \%$ S\&P 500 (NASDAQ 1.65\%) <br> $5.00 \%$ Premium Bonus  | Daily Avg Cap/Ann Pt-to-Pt Cap  <br>  $3.75 \% / 3.55 \%$ <br> 2 $3.60 \% / 3.30 \%$ <br> 3 $3.30 \% / 3.20 \%$ <br> 4 $3.30 \% / 3.20 \%$ <br> 5 N/A/3.20\% <br> 6 N/A/3.70\% <br> $1.85 \%$ Fixed Account <br>  Monthly Pt-to-Pt <br> $2.10 \%$ S\&P 500(NASDAQ 1.85\%) <br> 10.00\% Premium Bonus  |  |  Ann Pt-to-Pt Cap <br> 1 $3.50 \%$ <br> 2 $3.25 \%$ <br> 3 $3.15 \%$ <br> 4 $3.15 \%$ <br> 5 $3.15 \%$ <br> 6 $3.65 \%$ <br> $1.85 \%$ Fixed Account <br>  Monthly Pt-to-Pt <br> 2.05\% S\&P 500 (NASDAQ 1.85\%) <br> $5.00 \%$ Premium Bonus  |  Ann Pt-to-Pt/Cap <br> 1 $4.05 \%$ <br> 2 $3.80 \%$ <br> 3 $3.70 \%$ <br> 4 $3.70 \%$ <br> 5 $3.65 \%$ <br> 6 $4.25 \%$ <br> $2.10 \%$ Fixed Account <br>  Monthly Pt-to-Pt <br> 2.30\%  <br> S\&P 500(NASDAQ 2.10\%)  <br> 8.00\% Premium Bonus  |
| Indexing Method | Annual Pt-to-Pt/Monthly Pt-to-Pt | Daily Avg/Annual Pt-to-Pt/Mo Pt-to-Pt | Monthly Avg/Annual Pt-to-Pt/Mo Pt-to-f |  | Pt-to-Pt/Mo Pt-to-Pt |
| Term | 10 Years | 14 Years | 10 Years | 8 Years | 12 years |
| Minimum Premium | \$10,000 NQ/\$2,000 Q | \$10,000 NQ/\$2,000 Q | \$10,000 NQ/\$2,000 Q | \$10,000 NQ/ \$2,000 Q | \$10,000 NQ/\$2,000 Q |
| Free Withdrawals | 10\% Atter the first Policy Year | 10\% Atter the first Policy Year | 10\% Atter the first Policy Year | 10\% Atter the first Policy Year | 10\% After the first Policy Year |
| Minimum Guarantees | 1\%-3\%\% on $87.50 \%$ of Premium | 1\%-3\%\% on $87.50 \%$ of Premium | 1\%-3\%\% on $87.50 \%$ of Premium | $1 \%-3 \% \%$ on $87.50 \%$ of Premium | $1 \%$ - $3 \% \%$ on $87.50 \%$ of Premium |
| States Not Approved | AL, AK, CT, DE, MN, NY, OR, UT, WA |  | AL, AK, CT, DE, MN, NV, NY, OR, TX, UT, WA | AL, AK, CT, DE, MA, MN, MO, NV, NY, OH, OR, SC, UT, VA, WA |  |
| Surrender Charges (\%) | 15,14,13,12,11,10,8,6,4,2 | 10,9,8,7,6,4,2 | 9,9,8,7,6,5,4,3,2,1 | 10,10,10,10,9,8,5,3 | 10,10,10,10,10,9,8,7,6,5,4,2 |
| Remarks | ```Account Description \#1-S\&P 500 \#2 - DJIA \#3 - S\&P Midcap 400 \#4 - Russell 2000 \#5 - NASDAQ 100 \#6 - DJ EuroSTOXX 50 \\ Bonus recapture during surrender period for Paramount Choice Ten, Performance Choice 8 Plus \& 12 Plus``` |  |  |  |  |
| Please verify rate before submitting application. <br> Information is subject to change without notice. <br> AGENT USE ONLY |  |  |  |  | $\begin{aligned} & 315 \text { Crocker Road, Suite 10-D } \\ & \text { Nestlake, OH } 44145 \\ & \text { 40-250-0125 ~ 800-359-4818 } \\ & \text { ax: 440-250-0177 } \end{aligned}$ |

