

Index Performance Designed to Grow Your Clients' Benefits Base S&P 500® Index

Competitive
EDGE

Retirement Stages 7® Fixed Index Annuity

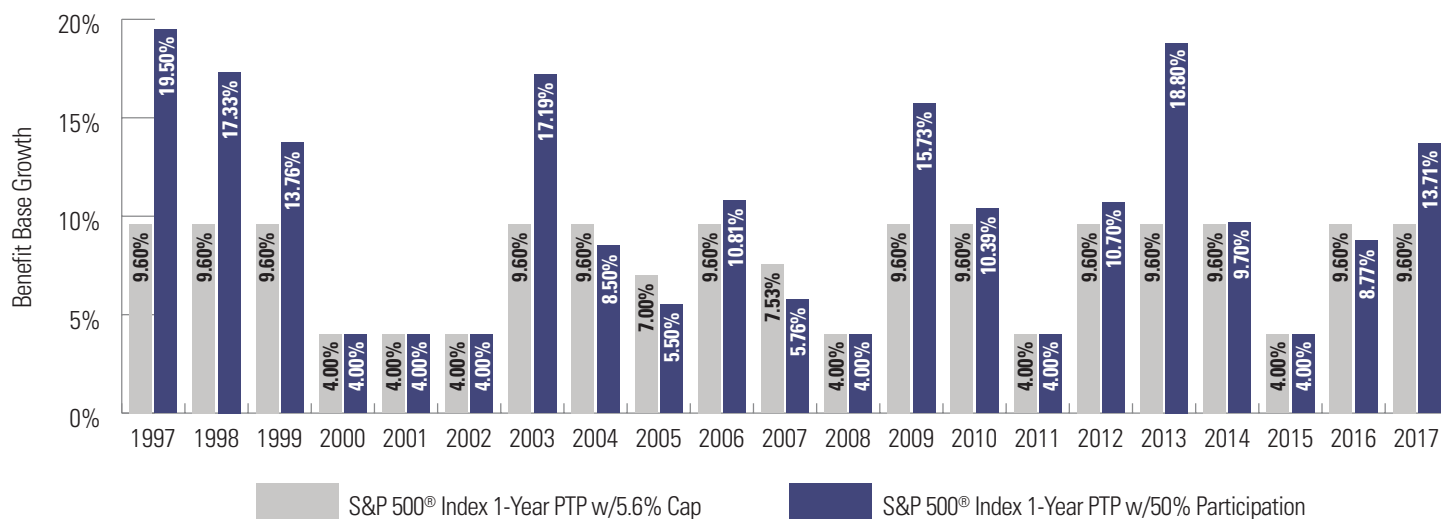
Delaware Life's Retirement Stages 7® Fixed Index Annuity ("FIA") offers a variety of strategies for your clients to earn interest and grow their account values. One option, the S&P 500® Index is comprised of 500 stocks and is widely regarded as a premier benchmark for the domestic stock market. It contains stocks from 500 large, leading companies in various industries. The Index is sponsored by Standard & Poor's, and:

- Uses a market cap methodology, giving a higher weighting to larger companies
- Stocks are chosen based on market size, liquidity and industry grouping¹

Index Performance Comparison²

The S&P 500® is an option that is commonly elected by FIA owners.³ When combined with the Retirement Stages 7® optional STAIR® (Stacked Accumulation Income Rider®)⁴ — which grows your clients' benefit base by a guaranteed 4% per year — the Index could translate to significant guaranteed lifetime income for your clients.

Shown below is a performance comparison of the S&P 500® 1-year point-to-point with a 5.6% cap and the S&P 500® 1-year point-to-point with a 50% participation rate.

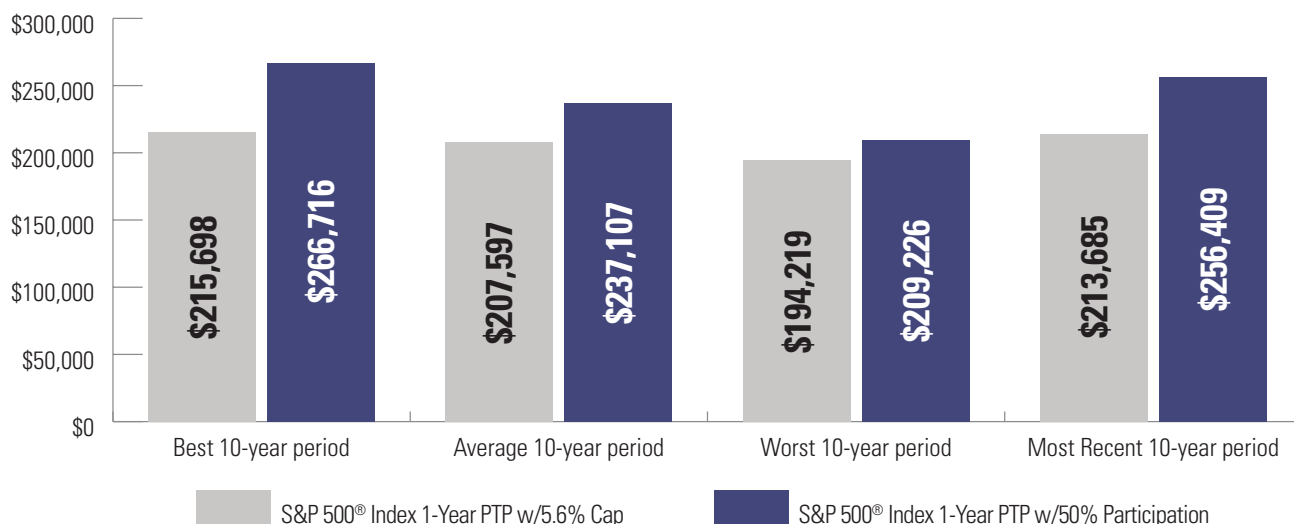


Compound Annual Returns

	S&P 500® Index 1-Year PTP w/5.6% Cap	S&P 500® Index 1-Year PTP w/50% Participation
Best 10-year period	7.99%	10.31%
Average 10-year period	7.58%	9.02%
Worst 10-year period	6.86%	7.66%
Most Recent 10-year period	7.89%	9.87%

Benefit Base Growth²

The performance of the S&P 500® Index crediting method chosen will impact your clients' benefit base as shown in this example illustrating the potential growth of \$100,000.



Which, in turn, could translate to a difference in retirement income potential as illustrated below:

Annual Lifetime Income at Age 70

	S&P 500® Index 1-Year PTP w/5.6% Cap	S&P 500® Index 1-Year PTP w/50% Participation
Best 10-year period	\$11,863	\$14,669
Average 10-year period	\$11,418	\$13,041
Worst 10-year period	\$10,682	\$11,507
Most Recent 10-year period	\$11,753	\$14,103

Retirement Stages 7® is currently approved for sale in all states except NY.

Delaware Life Insurance Company is authorized to transact business in all states except New York, as well as in the District of Columbia, Puerto Rico and the U.S. Virgin Islands, and is a member of Group One Thousand One.

Start Building Your Clients' Retirement Today!

These S&P 500 Index® crediting methods are available through Delaware Life's Retirement Stages 7® Fixed Index Annuity. Learn more about Retirement Stages 7® at www.retirementstages7.com or 844-DEL-SALE (844-335-7253).

¹ The annuity does not own shares in any index, index fund or equity or bond investment.

² Past performance is not necessarily indicative of how the Index will perform in the future.

Illustrated values represent benefit base growth with election of optional STAIR® rider, available for 0.95% annual account value fee based on policy account value.

Lifetime income represents policy purchase at age 60 with an initial premium of \$100,000, deferred for 10 years with no withdrawals prior to age 70, based on single life payout factors.

Best 10-year period defined as highest compound yield over 10 consecutive calendar year-end periods in the discrete period illustrated from 1/1/1997 through 12/31/2017. Best 10-year period for the S&P 500® 1-year point-to-point crediting method with a 5.6% annual earnings cap was achieved in three periods (1/1/2003-12/31/2012, 1/1/2004-12/31/2013 & 1/1/2005-12/31/2014). Best 10-year period for the S&P 500® 1-year point-to-point crediting method with a 50% participation rate, was 1/1/1997-12/31/2006.

Average 10-year period defined as average compound yield over 10 consecutive calendar year-end periods in the discrete period illustrated from 1/1/1997 through 12/31/2017.

Worst 10-year period defined as lowest compound yield over 10 consecutive calendar year-end periods in the discrete period illustrated from 1/1/1997 through 12/31/2017. Worst 10-year period for the S&P 500® 1-year point-to-point crediting method with a 5.6% annual earnings cap was achieved in two periods (1/1/1999-12/31/2008 & 1/1/2000-12/31/2009). Worst 10-year period for the S&P 500® 1-year point-to-point crediting method with a 50% participation rate, was 1/1/1999-12/31/2008.

Most Recent 10-year period defined as compound yield over the most recent 10 consecutive calendar year-end periods (1/1/2008-12/31/2017).

³ The S&P 500® index currently represents approximately 51.9% of indexed annuity sales according to *Wink's Sales & Market Report* Third Quarter, 2017 published by Wink, Inc.

⁴ Available for an additional fee.

This communication is for informational purposes only. It is not intended to provide, and should not be interpreted as individualized investment, legal or tax advice. To obtain such advice, please consult with an appropriate professional.