

# AssuranceSelect Series

Great American Life Insurance Company®

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# AssuranceSelect Series

## Annuity Features



Issue ages	<b>AssuranceSelect 5<sup>SM</sup></b> <b>AssuranceSelect 5<sup>SM</sup> Plus</b> <ul style="list-style-type: none"> <li>• Qualified: 18–89</li> <li>• Non-qualified: 0–89</li> <li>• Inherited IRA: 18–75</li> <li>• Inherited non-qualified: 0–75</li> </ul>	<b>AssuranceSelect 7<sup>SM</sup></b> <b>AssuranceSelect 7<sup>SM</sup> Plus</b> <ul style="list-style-type: none"> <li>• Qualified: 18–85</li> <li>• Non-qualified: 0–85</li> <li>• Inherited IRA: 18–75</li> <li>• Inherited non-qualified: 0–75</li> </ul>
Tax qualifications	<ul style="list-style-type: none"> <li>• Non-qualified &amp; qualified</li> </ul>	
Purchase payments	<ul style="list-style-type: none"> <li>• Initial purchase payment of \$10,000 or more</li> </ul> <p><i>Maximum:</i></p> <ul style="list-style-type: none"> <li>• \$1,000,000 for ages 0–75</li> <li>• \$750,000 for ages 76–80</li> <li>• \$500,000 for ages 81+</li> </ul>	
Additional purchase payments	<b>AssuranceSelect 5<sup>SM</sup></b> <b>AssuranceSelect 5<sup>SM</sup> Plus</b> <ul style="list-style-type: none"> <li>• During the first two contract months, with minimum of at least \$2,000</li> </ul>	<b>AssuranceSelect 7<sup>SM</sup></b> <b>AssuranceSelect 7<sup>SM</sup> Plus</b> <ul style="list-style-type: none"> <li>• During the first 10 years of contract, with minimum of at least \$2,000</li> </ul>

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## Annuity Features



Term	<ul style="list-style-type: none"> <li>Each strategy offers a one-year term</li> </ul>
Interest crediting strategies	<p><b>AssuranceSelect 5<sup>SM</sup></b></p> <ul style="list-style-type: none"> <li>Declared rate</li> <li>S&amp;P 500<sup>®</sup> 1-year point-to-point with cap</li> <li>iShares U.S. Real Estate 1-year point-to-point with cap               <ul style="list-style-type: none"> <li>iShares U.S. Real Estate refers to iShares U.S. Real Estate EFT (IYR)</li> </ul> </li> </ul> <p><b>AssuranceSelect 5<sup>SM</sup> Plus</b></p> <ul style="list-style-type: none"> <li>Declared rate</li> <li>S&amp;P 500<sup>®</sup> 1-year point-to-point with cap</li> <li>S&amp;P 500 Risk Control 1-year point-to-point with participation rate</li> <li>S&amp;P U.S. Retiree Spending 1-year point-to-point with participation rate</li> <li>iShares U.S. Real Estate 1-year point-to-point with cap</li> <li>SPDR Gold Shares 1-year point-to-point with cap               <ul style="list-style-type: none"> <li>iShares U.S. Real Estate refers to iShares U.S. Real Estate EFT (IYR)</li> <li>S&amp;P 500 Risk Control refers to S&amp;P 500 Average Daily Risk Control 10% USD Price Return Index (SPXAV10P)</li> </ul> </li> </ul>

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## Annuity Features



### Term

- Each strategy offers a one-year term

### Interest crediting strategies

#### AssuranceSelect 7<sup>SM</sup>

- Declared rate
- S&P 500<sup>®</sup> 1-year point-to-point with cap
- S&P 500<sup>®</sup> 1-year monthly averaging with cap
- S&P 500 Risk Control 1-year point-to-point with participation rate
- SPDR Gold Shares 1-year point-to-point with cap
  - S&P 500 Risk Control refers to S&P 500 Average Daily Risk Control 10% USD Price Return Index (SPXAV10P)

#### AssuranceSelect 7<sup>SM</sup> Plus

- Declared rate
- S&P 500<sup>®</sup> 1-year point-to-point with cap
- S&P 500 Risk Control 1-year point-to-point with participation rate
- S&P U.S. Retiree Spending 1-year point-to-point with participation rate
- iShares U.S. Real Estate 1-year point-to-point with cap
- SPDR Gold Shares 1-year point-to-point with cap
  - iShares U.S. Real Estate refers to iShares U.S. Real Estate EFT (IYR)
  - S&P 500 Risk Control refers to S&P 500 Average Daily Risk Control 10% USD Price Return Index (SPXAV10P)

# AssuranceSelect Series

## Annuity Features



### Guaranteed minimum surrender value (GMSV)

- The amount payable to your client upon surrender of the contract will never be less than the Guaranteed Minimum Surrender Value (GMSV)
- This means, in certain situations when the contract earns no interest due to flat or declining index performance, the amount payable upon surrender may still be greater than the amount of money the client contributed to the annuity
- It's important to remember the GMSV is reduced by prior withdrawals and applicable EWCs

#### **AssuranceSelect 5<sup>SM</sup> and AssuranceSelect 7<sup>SM</sup>**

- The GMSV is based on 100% of the purchase payments, minus EWCs and withdrawals (except those made to pay rider charges), plus interest credited daily at a guaranteed minimum interest rate of 1%, and minus the amount equal to the applicable EWC rate multiplied by the account value

#### **AssuranceSelect 5<sup>SM</sup> Plus and AssuranceSelect 7<sup>SM</sup> Plus**

- The GMSV is based on 87.50% of the purchase payments, minus withdrawals (except those made to pay rider charges, EWCs, or a negative MVA), and plus interest credited daily at a guaranteed minimum interest rate of 1%

# AssuranceSelect Series

## Annuity Features



### Market value adjustment (MVA)

#### **AssuranceSelect 5<sup>SM</sup> Plus and AssuranceSelect 7<sup>SM</sup> Plus**

- During the initial five-year term for the AssuranceSelect 5 Plus and the initial seven-year term for the AssuranceSelect 7 Plus, a market value adjustment (MVA) will also apply if surrendering the contract
- The MVA is calculated by comparing the interest rate environment when your client purchased the contract to the environment when your client chooses to surrender the contract
- This can result in an increase to the surrender value during a period of decreasing rates, or a decrease to the surrender value during a period of increasing rates
- The MVA will also apply to withdrawals in excess of the 10% free-withdrawal allowance during the initial five-year term for the AssuranceSelect 5 Plus and the initial seven-year term for the AssuranceSelect 7 Plus

### Non-MVA states

- The following states do not allow an MVA feature on the contract:
  - Alaska, California, Pennsylvania, Utah, and Virginia

\* There may be other limitations on the MVA feature. Please check with your financial institution about the availability of the MVA feature with this product and applicable limitations.

# AssuranceSelect Series

## Annuity Features



### Penalty-free withdrawals

- During the first contract year, the client may withdraw up to 10% of purchase payments
- **AssuranceSelect 5 and AssuranceSelect 5 Plus:** After the first contract year, 10% of the account value on the most recent contract anniversary may be withdrawn
- **AssuranceSelect 7 and AssuranceSelect 7 Plus:** After the first contract year, 10% of the account value on the most recent contract anniversary, plus purchase payments received since that contract anniversary, may be withdrawn
- Amounts withdrawn in excess of the penalty-free withdrawal allowance may be subject to early withdrawal charges and a market value adjustment

# AssuranceSelect Series

## Annuity Features



### Early withdrawal charges

#### AssuranceSelect 5<sup>SM</sup> and AssuranceSelect 5<sup>SM</sup> Plus

- During the first five contract years, an early withdrawal charge starting at 9% is applied to surrenders and withdrawals that exceed the 10% penalty-free amount
- All charges end after five years

Contract Year	1	2	3	4	5	6+
Early Withdrawal Charge	9%	8%	7%	6%	5%	0%

### Early withdrawal charges

#### AssuranceSelect 7<sup>SM</sup> and AssuranceSelect 7<sup>SM</sup> Plus

- During the first seven contract years, an early withdrawal charge starting at 9% is applied to surrenders and withdrawals that exceed the 10% penalty-free amount
- All charges end after seven years

Contract Year	1	2	3	4	5	6	7	8+
Early Withdrawal Charge	9%	8%	7%	6%	5%	4%	3%	0%



# AssuranceSelect Series

## Annuity Features



### AssuranceSelect 5<sup>SM</sup> State variation

#### Texas:

- During the first five contract years, an early withdrawal charge starting at 9% is applied to surrenders and withdrawals that exceed the 10% penalty-free amount
- All charges end after five years

Contract Year	1	2	3	4	5	6+
Early Withdrawal Charge	9%	8%	7%	6%	4%	0%

### AssuranceSelect 7<sup>SM</sup> State variation

- Additional purchase payments only accepted in first contract year:
  - Massachusetts, New Jersey, and Oregon

#### Oregon:

- The GMSV is based on 90% of the purchase payments, minus withdrawals (except those made to pay rider charges, EWCs, or a negative MVA), and plus interest credited daily at a guaranteed minimum interest rate of 1%

#### Complete Terms and Conditions

Please refer to the contract and riders for definitions and complete terms and conditions that apply to this annuity product.  
The terminology used in this training may vary from the terminology used in the contract and riders.

# AssuranceSelect Series

## Annuity Features



### Included waiver riders

- Extended care waiver rider:
  - After the first contract year, if the client is confined to a nursing home or long-term care facility for at least 90 consecutive days, the client has the option to withdraw up to 100% of the account value without incurring an early withdrawal charge
- Terminal illness waiver rider:
  - After the first contract year, if the client is diagnosed by a physician as having a terminal illness, the client has the option to withdraw up to 100% of the account value without incurring an early withdrawal charge
  - A terminal illness is defined as having a prognosis of survival of 12 months or less, or a longer period as required by state law

### State variations

- Waiver riders are **not** available in Massachusetts
- In California, the Extended Care Waiver Rider has been replaced with the Waiver of Early Withdrawal Charges for Facility Care or Home Care or Community-Based Services Rider, which provides for a waiver of early withdrawal charges under an expanded variety of circumstances

# AssuranceSelect Series

## Annuity Features



Income payout options	<ul style="list-style-type: none"> <li>• Fixed period:             <ul style="list-style-type: none"> <li>• Income benefit payments for a fixed period of time</li> </ul> </li> <li>• Life or life with a minimum fixed period:             <ul style="list-style-type: none"> <li>• Income benefit payments for life</li> <li>• If the client selects a minimum fixed period of time and passes away before the end of the period, the remaining income benefit payments are paid to the person designated by the client</li> </ul> </li> <li>• Joint and one-half survivor:             <ul style="list-style-type: none"> <li>• Income benefit payments are guaranteed for the life of the client and the life of a designated joint annuitant</li> <li>• If the client is survived by the joint annuitant, he or she will receive 50% of the income benefit payment for life</li> </ul> </li> </ul>
Death benefit	<ul style="list-style-type: none"> <li>• The death benefit is based on the account value, but will never be less than the GMSV</li> <li>• It is payable as a lump sum or as payments under the payout options</li> </ul>
Optional riders	<ul style="list-style-type: none"> <li>• <b>AssuranceSelect 5 and AssuranceSelect 5 Plus:</b> none</li> <li>• <b>AssuranceSelect 7 and AssuranceSelect 7 Plus:</b> see next slide</li> </ul>

# Optional Riders

## Available Income & Death Benefit Riders



Not available in all states	INCOME IncomeSecure <sup>SM</sup>	DEATH BENEFIT Inheritance Enhancer <sup>SM</sup>
Rider elected at issue only	✓	✓
Resets available on first contract anniversary	✓	✓
Increasing income percentages before start of rider income payments	✓	
Guaranteed death benefit		✓
Lump sum or annuitized payment options available for guaranteed death benefit		✓
Refund of rider charges available upon death	✓*	✓**

\* Rider charges will be refunded if insured dies before start of rider income payment's. \*\* Rider charges will be refunded if death benefit is paid under the base contract because of death of the insured during the first five contract years or the death of the non-insured joint owner at any time.

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