Delaware Life℠

Straightforward benefits, honest value:

Debunking four myths about annuities

Issued by Delaware Life Insurance Company

Don't let these four assumptions keep you from taking a closer look at how today's annuities can add value and stability to your retirement saving and income strategies.

Myth 1: Annuities are only for old people.

Reality: Deferred annuities can add real value and diversity to your retirement savings strategy at just about any age.

In addition to providing guaranteed* income when you retire, deferred annuities have the potential to grow your assets while you're saving on a tax-deferred basis. In your prime earning years, a fixed rate or fixed index annuity also can be a good alternative to other conservative savings options such as CDs and traditional fixed-income securities. (Plus, most annuities are available to anyone between the ages of 18 and 85!)

Myth 2: Their fees are too high.

Reality: Annuity fees pay for benefits that you cannot get with any other financial product, including guaranteed* death benefits, protection of your principal, and lifetime income.

Because annuities today also offer a variety of options for interest rates, guarantee periods, and retirement income benefits, the actual fees you pay will also vary according to the options you select. For example, depending on the annuity you choose, you also can purchase optional add-ons or "riders" for an extra fee to guarantee* that:

- The entire cash value of your annuity will be returned to you at any time, free of any early withdrawal charges.
- The cash value of your annuity will be "locked in" each year and will never decrease, regardless of what the market does.
- You will receive steady, reliable income for the rest of your life.

*Guarantees are backed by the financial strength and claims-paying ability of Delaware Life Insurance Company (Waltham, MA).

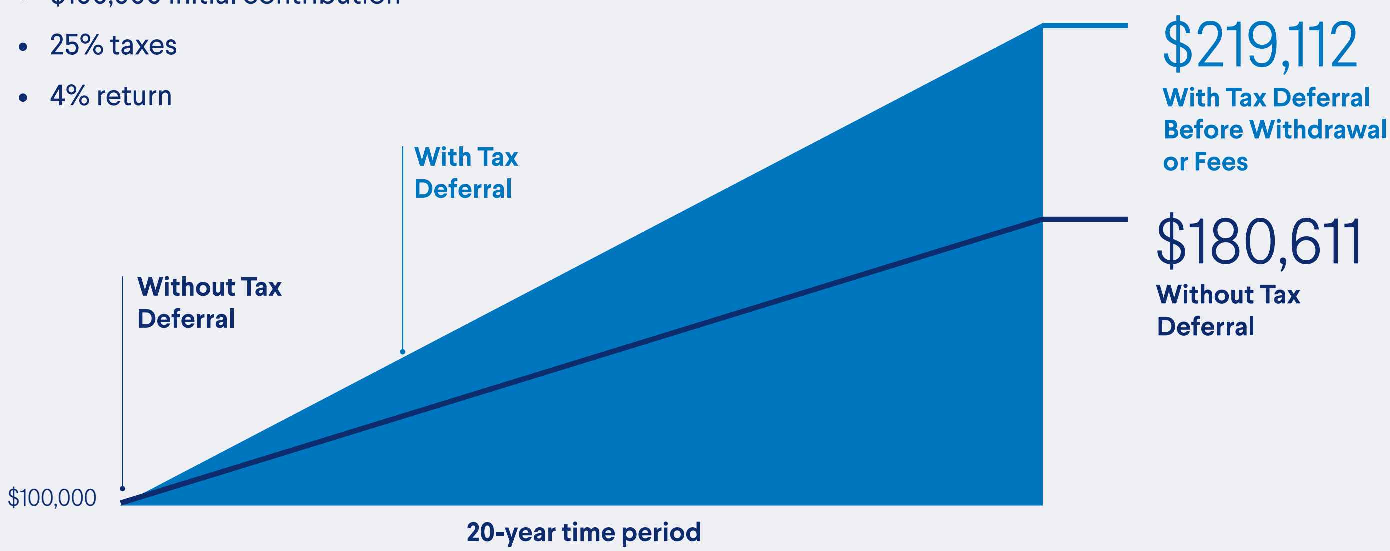
Myth 3: Their interest rates are too low to help my money grow.

Reality: Today's annuities offer a variety of interest rate and interest crediting options to help your assets grow over time by compounding interest on a tax-deferred basis.

Some annuities guarantee* a fixed rate of return over the life of the contract. Others, like fixed index annuities, offer the potential to earn interest based on the performance of the market index you select. A fixed indexed annuity does not actually invest in any index, but rather may earn interest based on the index's performance. Even annuities that guarantee* a lower interest rate give your money the potential to grow over time with tax-deferral and compound interest, as shown in the chart below. Your withdrawals of taxable amounts are subject to ordinary income tax, and, if taken before age 59½, you may have to pay a 10% federal tax penalty.

Hypothetical assumptions:

- $100,000 initial contribution
- 25% taxes
- 4% return



Source: TradeWell Tax & Financial. http://tradewelltax.com/solutions/retirement-planning
This chart is hypothetical and for illustrative purposes only. This example illustrates tax deferral and does not represent the past or future performance of any product. Actual results will vary.

A lower tax rate on capital gains and dividends would reduce the favorable impact from the tax-deferred account. Changes in tax rates may impact these results. You should work with your personal advisor. **The hypothetical 4% rate of return shown is not guaranteed and should not be viewed as indicative of the past or future performance of any particular product.**

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Myth 4: I can't get my money if I need it.

Reality: It depends on how much you need—and why you need it. Most annuities allow you to withdraw a portion of the contract's value each year (after the first year) without paying any extra fees or surrender charges.

Usually that means you can withdraw up to 10% of the annuity's value each year without paying any extra fees. You also can withdraw money to cover a required minimum distribution (RMD) or to pay for long-term medical care expenses without incurring early surrender charges (restrictions may apply).

Any other amounts you take out in excess of the annual limit will incur "surrender" fees, which decrease to zero over a specified number of years. After that, you can tap your annuities' cash value without paying any surrender charges. (But remember, all withdrawals are subject to income taxes and can affect the amount of benefits you ultimately receive.)

Annuities are long-term investment vehicles designed for retirement purposes. Contracts have limitations, exclusions, charges, terminations provisions and terms for keeping them in force. Withdrawals of taxable amounts are subject to ordinary income tax and, if made before age 59½, may be subject to a 10% federal income tax penalty. Withdrawals may reduce certain benefits and the account value. Withdrawals may be subject to withdrawal charges. You should speak with a financial professional for advice about your particular situation.

Products, riders and features may vary by state and may not be available in all states. Ask your financial professional for more information.

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