



Delaware Life Masters Prime Variable AnnuitySM

Get clients on course for retirement income



A variable annuity can help keep clients on course for their retirement journey. It can help ensure they have enough money to fund retirement, keep their retirement savings growing, and enable them to leave a legacy to loved ones.

It does what variable annuities were designed to do:

- **Grow assets.** Our annuity lets clients invest in a variety of investment options, providing the opportunity for growth.
- **Defer taxes.** Clients don't pay taxes on annuity earnings or growth until withdrawing money or receiving lifetime income—generally in retirement.
- **Build a retirement income stream.** A variable annuity can be converted into guaranteed, lifetime income with the optional GLWB rider (available at an additional cost).
- **Create a legacy.** A variable annuity with a guaranteed death benefit can help clients pass their assets on to a loved one.

Offers a Guaranteed Lifetime Withdrawal Benefit (GLWB) for lifetime income

- The GLWB (an optional benefit available for an additional fee) guarantees that clients will receive retirement income payments for life, even if the annuity account cash value drops to zero.¹
- A valuable combination of a benefit base bonus and market step-up potential.

Benefit base bonuses for 10 years - maybe more

The optional GLWB offers a powerful feature that can help grow your clients' future income even more.

Whenever the account value's highest quarter during the year is greater than what the benefit base would be with a 6.25% bonus, the benefit base "steps up" to the higher amount and a **new 10-year bonus period begins**. (The bonus increases the benefit base amount and not the account value.)

This would be important for those who will be accumulating longer before taking income—particularly for a younger client (even as young as age 45).

Features a select investment option lineup

- Well-known investment managers and the opportunity to participate in a high level of equity-based investment options—even with a living benefit.
- The engine to help deliver real opportunity for step-ups; your clients' income potential can increase more than once with our bonus period reset (available with our GLWB).

Provides standard death benefit and offers two optional death benefit riders at an additional cost

- Return of Premium (ROP) rider
- Highest Anniversary Value (HAV) rider*

All from a company you know and trust

- Strongly rooted in the former Sun Life U.S. business, we became Delaware Life in 2013.
- Over 40 years in U.S. annuities with a history of innovation (in the VA space for 37 years).
- Long-tenured employee base with extensive annuity experience.

Visit [Delawarelife.com](https://delawarelife.com) or call 844.DEL.SALE for more information.

*Highest Anniversary Value (HAV) death benefit rider not available in CA.

¹ This is only true if clients do not take withdrawals above the lifetime withdrawal percentage amount during a contract year. For financial professional use only. Not for use with the general public. (See the other side for important information.)

About Delaware Life

Delaware Life is a member of Group One Thousand One, LLC, a dynamic network of businesses making insurance more useful, logical, and accessible for everyone. Together with its subsidiary, Delaware Life Insurance Company of New York, Delaware Life is a leading provider of annuity and life insurance products in the United States, managing nearly 350,000 active annuity and life insurance policies.

Variable annuities are subject to investment risks, including the possible loss of principal. Variable annuities are long-term investments designed for retirement purposes. Variable annuities have limitations, exclusions, charges, termination provisions and terms for keeping them in force. The contract value is subject to market fluctuations and investment risk so that, when withdrawn, it may be worth more or less than its original value, even when an optional living benefit is elected. All product guarantees, including optional living and death benefits, are subject to the claims-paying ability and financial strength of the issuing insurance company and do not protect the value of underlying investment options within a variable annuity, which are subject to risk.

You should carefully consider a variable annuity's risks, charges, limitations and investment goals of underlying investment options and read all prospectuses prior to making any investment decisions or sending money for your clients. This and other information is available in the product prospectus, as well as the underlying investment option prospectuses. Prospectuses are available from your annuity wholesaler or by calling 844-DEL-SALE (844-335-7253). Read them carefully before investing.

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. Distributions of taxable amounts from a nonqualified annuity may also be subject to an additional 3.8% federal tax on net investment income. Withdrawals will reduce the contract value and may reduce the living and death benefits and any optional riders. Withdrawals may be subject to withdrawal charges. Under current law, a nonqualified annuity that is owned by an individual is generally entitled to tax deferral. IRAs and qualified plans—such as 401(k)s and 403(b)s—are already tax-deferred. Therefore, a deferred annuity should only be used to fund an IRA or qualified plan to benefit from the annuity's features other than tax deferral. These include lifetime income, death benefit options, and the ability to transfer among investment options without sales or withdrawal charges. The Optional Benefits discussed are available for additional charges: 1.20% for the GLWB, 0.20% for the ROP Death Benefit, and 0.40% for the HAV Death Benefit.

The optional riders may be canceled at any time. Upon cancellation, all benefits and rider fees shall cease. However, a pro-rated fee is assessed at the time of cancellation. The death benefit is subject to adjustments for applicable charges and taxes.

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 the appropriate professional. The Masters Prime Variable AnnuitySM is issued by Delaware Life Insurance Company and distributed by Clarendon Insurance Agency, Inc. (member FINRA). Both companies are members of Group One Thousand One, LLC.

Issued on Contract: ICC18-DLIC-VA-C-01 (state variations may apply)

Rider Numbers: ICC18-DLIC-VA-GLWB-01, ICC18-DLIC-VAHAVDB, ICC18-DLIC-VAROPDB, ICC18-DLIC-VANHW, ICC18-DLIC-VATIW (state variations may apply)

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