

Comparative Annuity Reports

YOUR GUIDE TO COMPARING DATA ON...Single and Flexible Premium Deferred Annuity and Single Premium Immediate Annuity programs.

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EDITOR'S COMMENTS... **Added Comparison Data:** As mentioned previously effective with July 2004 issue we are reporting **Synopsis Data for 1 Year Ago**. **Numbers Summary:** The September average base interest rates on both FPDA and SPDA programs, as well as High Account and Cash Surrender Values, dipped again this month. September FPDA and SPDA rates were near matches to their 2003 counterparts. **Once again, caution must be used regarding our published FPDA and SPDA guaranteed rates; as they can and will vary from state to state.** **SPIA Factors:** Averages for this month dropped slightly below August's, but did narrowly outpace September 2003 payout factors. **Multi Year Guarantee (Certificate/CD) Annuity Rates Update:** The highest **Guaranteed Base Interest Rates for SPDA Multi Year Guarantee/"CD" programs** this month are: 3.80% for a 3 year guarantee period (**ygp**); 3.90% for a 4 **ygp**; 4.40% for a 5 **ygp**; 4.15% for a 6 **ygp**; 4.20% for a 7 **ygp**; 4.25% for an 8 **ygp**; 4.45% for a 9 **ygp**; and 4.65% for a 10 **ygp**. **Note:** Certificate (CD) Annuity Programs will be of far greater value than bank CDs for individuals who do not anticipate an immediate need for the taxable interest income generated by bank CDs; i.e., a Certificate Annuity provides highly competitive interest rates and, more importantly, tax deferral on earned interest until income is needed.

ANNUITY OVERVIEW AND TREND REPORTS

*FLEXIBLE PREMIUM DEFERRED ANNUITY (FPDA) SYNOPSIS				*SINGLE PREMIUM DEFERRED ANNUITY (SPDA) SYNOPSIS				*SINGLE PREMIUM IMMEDIATE ANNUITY (SPIA) SYNOPSIS			
	Current Month	3 Months Ago	1 Year Ago		Current Month	3 Months Ago	1 Year Ago		Current Month	3 Months Ago	1 Year Ago
>Base Interest Rate (Average of Top 100)	3.37%	3.43%	3.39%	>Base Interest Rate (Average of Top 100)	3.82%	3.96%	3.80%	SPIA Factor Averages listed below are derived from top 40 companies surveyed by our study.			
>Highest Annual Base Interest Rate	4.70%	4.80%	5.00%	>Highest Annual Base Interest Rate	4.65%	5.20%	5.00%	Average Annuity Payout Factor, Male Age 70	**7.02	**7.01	**6.98
>High Account Value (in 20 years at \$200 a month/ 12 x per year at current interest rate)	\$78,882	\$83,592	\$81,500	>High Account Value (a \$100,000 deposit in 10 years based on current interest rate)	\$157,540	\$166,020	\$162,880	Average Annuity Payout Factor, Female Age 70	**6.58	**6.56	**6.52
>High Cash (Surrender) Value (in 20 years at \$200 a month/ 12 x per year at current rate)	\$78,882	\$83,592	\$81,500	>High Cash (Surrender) Value (\$100,000 deposit in 10 years based on current interest rate)	\$157,540	\$166,020	\$162,880	Average Annuity Payout Factor, Male Age 75	**7.77	**7.76	**7.74
								Average Annuity Payout Factor Female Age 75	**7.37	**7.33	**7.33

>**NOTE:** Excludes FPDA/ SPDA 2-Tier programs and other programs which do not permit total withdrawal/ rollover of Account Value at retirement.

**** SPIA Factor Note:** SPIA payout factors listed are for the Life & 10 Year Certain Option. To illustrate the value of shopping SPIA factors, the highest female age 75 SPIA factor this month is 7.77. In contrast, the number 40 company's rate is 7.09. By way of explanation, the 7.77 factor (based on \$100,000 of savings) would generate \$777 per month of income for the life of the annuitant, or for up to 10 years from date of issue for the annuitant's beneficiary(ies). Conversely, a factor of 7.09 would produce only \$709 per month using the same \$100,000 amount. The \$68 per month difference (\$777-\$709) would impact a 75 year old female's income by \$12,240 over her normal life expectancy (and of course this lost income potential will increase more dramatically if she outlives her life expectancy). It should be noted that SPIA factors, while generally not quite as high as FPDA and SPDA settlement option rates, are good indicators to use in assessing the viability of a company's FPDA and SPDA settlement option factors. It would be "consumer wise," before accepting any company's FPDA/SPDA payout factors, to shop the SPIA market for a better factor and if found, rolling funds over for increased monthly income using the same amount of dollars.

***Denotes Comparative Annuity Report Synopsis Data on FPDA, SPDA, and SPIA as quoted monthly in Kiplinger's Retirement Report**

AIG Annuity Life Ins Co AIC/FPDA + III	A ++	Y	3.00%		3.00%	B	\$65,536	\$65,536	7 Yrs/ 8-7-6-5-4-3-2-0	>>>	\$50 Mo	85	No	85**	Y*	Y-O	No	Y**
American Fidelity/ B-TA	A +	N	3.00%		3.00%	P	\$65,536	\$65,536	None	>>>	\$25 Mo	70	No	None	Y*	Y**	No	Y**
AmerUs Life/ Multi Choice 6/ 1 Yr	A g	N	3.00%		2.00%	P	\$65,536	\$65,536	6 Yrs/ 10-9-8-7-6-4-0	\$5K	<<<	Q80/N90	No	None	Y*	Y-A	Y**	Y**
* Conseco Annuity Assur./H/k Marquee	B ++	N	3.00%	3.00%	3.00%	B	\$65,536	\$65,536	9 Yrs/ 12-12-11-10-9-8-6-4-2-0	\$2-5K	\$50MoQ	85	No	None	Y**	Y-A	Y**	Y**
Horace Mann Life/Alternative II 5Yr	A	N	3.00%		3.00%	B	\$65,536	\$65,536	5 Yrs/ 8-8-6-4-2-0	\$.05K	\$25 Mo	85	No	85	Y*	Y	No	Y**
ING USA Life & Annuity/ Retirement+N	A+g	N	3.00%		3.00%	B	\$65,536	\$65,536	9 Yrs/ 9-9-8-7-6-5-4-3-2-0	\$.5K	<<< IRA	70	No	None	Y*	Y-O**	No	Y**
John Hancock Life/ Allegiance Prfd.	A ++	N	3.00%		3.00%	B	\$65,536	\$65,536	7 Yrs/8-7-6-5-4-3-2-0	\$10K	<<<	84	No	90	Y*	Y-O	No	Y**
Knights of Columbus/ FPDA	A ++	Y	3.00%		3.00%	P	\$65,536	\$65,536	7 Yrs/ 5-5-4-4-3-2-0	\$.3K	<<<	83	No	None	Y**	Y**	No	Y**
MFS/SunLife/RegattaChoice-7 Yr	A ++	N	3.00%		3.00%	B	\$65,536	\$65,536	7 Yrs/ 7-7-6-6-5-4-3-0	\$10K	**	85	No	95	Y**	Y**	Y**	Y**
Mutual of America Life Ins Co/TSA	A +	N	3.00%		3.00%	P	\$65,536	\$65,536	None	\$.2K	\$10 Mo	None	Y	None	Y	Y	Y	Y
Shenandoah Life/ FPDA-2	A -	N	3.00%		3.00%	B	\$65,536	\$65,536	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	**	**	**	**	**	**	**	**	**
Sun Life Assur. /Regatta-Choice -7Yr	A ++	N	3.00%		3.00%	B	\$65,536	\$65,536	7 Yrs/ 7-7-6-6-5-4-3-0	\$10K	**	85	No	95	Y**	Y**	Y**	Y**
Transamerica Life & Anty/Trans 6	A+g	Y	3.00%		2.00%	B	\$65,536	\$65,536	6 Yrs/8-7-6-5-4-3-2-0	>	\$1K	85	No	90	Y**	Y-A	Y**	Y**
Catholic Knights/ Knight Advantage	NR-5	N	3.00%		3.00%	P	\$65,532	\$65,532	2 Yrs/ 6-3-0	>>>	\$50 Mo	90	No	None	No	Y-A/O	No	Y**
Metropolitan Life/Growth+ Account	A+g	N	3.00%		3.00%	B	\$65,536	\$65,339	7 Yrs Rolling/ 7-6-5-4-3-2-1-0	None	<<<	99	No	None	Y**	Y**	No	Y**
Metropolitan Life/Preference+ Acct	A+g	N	3.00%		3.00%	B	\$65,536	\$65,339	7 Yrs Rolling/ 7-6-5-4-3-2-1-0	None	<<<	99	No	None	Y**	Y**	No	Y**
Thrivent Fin'l for Lutherans/Security+	A ++	N	3.00%		2.50%	B	\$65,483	\$65,287	8 Yrs Rolling/ 6-6-6-6-6-5-4-3-0	>>>	\$50 Mo	95	No	99**	Y*	Y	Y	Y**
Security Benefit Life/ Variflex	A+g	N	3.00%		3.00%	B	\$65,116	\$65,116	8 Yrs/ 8-7-6-5-4-3-2-1-0	\$.5K	\$25 Mo	80**	No	80**	Y*	Y**	Y**	Y**
Great American Life/ TSA VIII Bonus-N	A g	N	3.00%		3.00%	B	\$67,980	\$65,052	15 Yrs/ Starts at 14-22% (age based)	>>>	\$50 Mo	70	No	**	Y**	Y**	Y**	Y**
* AMEX/ Retirement Advisor/Advt Val+	A	N	3.00%	+	3.00%	B	\$64,945	\$64,945	10Yrs/8-8-7-7-6-5-4-3-2-1-0(+=1% prem. bonus)	\$2K	<<<	90**	No	**	Y**	Y**	Y**	Y**
AMEX/ Retirement Advisor/Advt Qual	A	N	3.00%		3.00%	B	\$64,245	\$64,245	7 Yrs/ 7-7-6-5-4-3-2-0	\$2K	\$1K Q	Q69/n90	No	**	Y*	Y**	Y**	Y**
F&G Life/Loyalty Reward E	A g	N	3.00%		3.00%	B	\$65,536	\$63,570	12 Yrs/15-15-15-15-15-14-to0 Yr 12	<<<	\$5K	85	No	90	Y**	Y-A	Y**	Y**
* Allstate Life/ Sure Horizon	A+g	Y	2.90%	1.00%	2.00%	B	\$65,168	\$65,168	6 Yrs/ 8-8-7-6-5-4-0	\$3K	\$100 Mo	90	No	90+	Y**	Y	Y**	Y**
* Keyport Life(Sun - Canada) Value 6	A ++	N	2.85%	1.50%	1.50%	C/ 6Yr	\$64,845	\$64,845	6 Yrs/ 7-6-5-4-3-2-0+MVA	\$5K	\$100+	A85/O100	No	90	Y**	Y-O**	Y**	No
* AIG Annuity Life Ins Co /Bonus Flex 7	A ++	Y	2.80%	3.00%	2.00%	P	\$64,587	\$64,587	7 Yrs/ 9-8-7-6-5-4-2-0	\$.5K	<<<	Q70/N80	No	100	Y**	Y**	Y**	Y**
AIG Annuity Life Ins Co /Future Freedom	A ++	Y	2.80%		2.00%	P	\$64,587	\$64,587	7 Yrs/ 9-8-7-6-5-4-3-0	\$.5K	<<<	Q70/N80	No	100	Y**	Y**	Y**	Y**
* GE Capital Assurance/CapPrv710/2Yr	A+g	N	2.75%	2.00%	2.00%	B	\$64,172	\$64,172	7 Yrs/ 7-7-6-5-4-3-0	\$.5K	<<<	100	No	A85**	Y*	Y-A	Y**	Y**
* National Western Life/ Prevail 7	A -	N	2.70%	7.00%	2.00%	B	\$64,139	\$64,139	10 Yrs/10-10-9-9-8-7-6-555-0	\$.5K	<<<	1	No	**	Y*	Y**	**	No
* National Western Life/ Accumulator 5	A -	N	2.70%	5.00%	2.00%	B	\$64,011	\$64,011	10 Yrs/10-10-9-9-7-5-5-5-5-5-0	\$.5K	<<<	A90/O85	No	**	Y*	Y**	**	No
* National Western Life/ Protector 1	A -	N	2.70%	1.00%	2.00%	B	\$63,759	\$63,759	10 Yrs/10-10-9-9-7-5-5-5-5-5-0	\$.5K	<<<	A90/O85	No	**	Y*	Y**	**	No
* Keyport Life(Sun - Canada) Value 5	A ++	N	2.60%	1.50%	1.50%	C/ 5Yr	\$63,098	\$63,098	5 Yrs/7-6-5-4-3-0+MVA	\$.5K	\$100+	A85/O100	No	90	Y**	Y-O**	Y**	No
Ohio National Life Ins Co/Prime I	A+g	N	2.55%		2.00%	P	\$62,663	\$57,922	7.75% Charge or - Premium/Acct Value last 8 Yrs	\$.75K	\$63 Mo	75	No	85	Y*	Y-O**	No	Y**

Notes: 1. N/A = Program is not available to new purchasers. 2. Due to the numerous and ongoing refinings of Guaranteed Interest Rates, Comparative Annuity Reports cannot guarantee the accuracy of listed rates.

COMPARATIVE ANNUITY REPORT ... September 2004

Single Premium Deferred Annuity (SPDA) Study Sorted by: Alphabetical Order

Additional Annuity Contract Provisions

Insurance Company / Plan Name	AM Best's Rating	V	Interest Rates			Cr Method/ Yr(s) Base Int Rate Guar	Account Value in 10 Years**	Cash Value in 10 Years**	Surrender Charge Schedule Total Number of Years/ and Percent of Charge Year One to End	Min' Prem' \$K	Max' Issue Age	Bail Out Prov'n	Max' Antz'n Age	Free Out Avail'	Accepts Added Premium	Charges Waived At Death	Nursing Home Waiver	Annuitization Waiver
			Base Rate	Yr. 1 Bonus	Guar. Rate													
Aetna Life & Annuity (ING)/ Premier +	A+g	N	3.85%		3.00%	P	\$145,900	\$145,900	7 Yrs/ 8-8-7-6-5-3-2-0	\$5K	100A	No	None	Y**	Y	No	Y**	Y**
AIG Annuity Life Ins Co SRA- 9 Yr	A++g	Y	3.60%		3.00%	C/ 9 Yrs	\$142,420	\$142,420	7 Yrs/ 7-6-5-4-3-2-1-0+MVA Yrs 1-9	\$5K	Q70N85	No	95	Y**	No	Y-O	No	Y**
AIG Annuity Life Ins Co SRA-10Yr	A++g	Y	3.25%		3.00%	C/10 Yrs	\$137,680	\$137,680	7 Yrs/ 7-6-5-4-3-2-1-0+MVA Yrs 1-10	\$5K	Q70N85	No	85+	Y**	Y-1st Yr	Y-O	Y**	Y**
AIG Annuity Life Ins Co/ Fastrak 5	A++g	Y	2.60%		1.50%	C/5 Yrs	\$129,263	\$129,263	5 Yrs/ 7-7-6-5-3-0	\$5K	75A	Y	85	Y**	No	Y-A	No	Y**
Allianz Life NA/ Dominator- 5 Yr	A+g	N	3.00%		3.00%	B	\$134,390	\$134,390	5 Yrs/ 10-9-8-7-6-0 (30 day window)	\$20K	85	No	**	Y*	No	**	Y**	Y**
Allianz Life NA/ Dominator- 6 Yr	A+g	N	3.10%		3.00%	B	\$135,700	\$135,700	6 Yrs/ 10-9-8-7-6-5-0 (30 day window)	\$20K	85	No	**	Y*	No	**	Y**	Y**
Allianz Life NA/ Dominator- 7 Yr	A+g	N	3.20%		3.00%	B	\$137,020	\$137,020	7 Yrs/ 10-9-8-7-6-5-4-0 (30 day window)	\$20K	85	No	**	Y*	No	**	Y**	Y**
Allianz Life NA/ Dominator- 10 Yr	A+g	N	3.50%		3.00%	B	\$141,050	\$141,050	10Yrs/10-9-8-7-6-5-4-3-2-1-0(30 day window)	\$20K	85	No	**	Y*	No	**	Y**	Y**
Allstate Life/ Savers Premier	A+g	Y	4.00%		3.00%	B	\$148,020	\$148,020	7 Yrs/ 8-7-6-5-4-3-2-0	\$.6K	85	No	90	Y**	Y	Y	Y**	Y**
* Allstate Life/ Sure Horizon	A+g	Y	2.90%	1.00%	2.00%	B	\$134,423	\$134,423	6 Yrs/ 8-8-7-6-5-4-0	\$3K	90	No	90+	Y**	Y	Y	Y**	Y**
* American Investors Life/ SP2000+	A g	N	3.80%	1.00%	3.00%	B	\$146,650	\$146,650	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$5K	90A	No	None	Y**	N	Y-A	No	No
American National/PaladiumMYG 3yr	A +	N	N/A		3.00%	C/ 3 Yrs	N/A	N/A	3 Yrs/ 8-8-8--0+MVA	\$5K	85A	No	96	Y**	No	Y-O**	Y**	No
American National/PaladiumMYG 4yr	A +	N	3.00%		3.00%	C/ 4 Yrs	\$134,390	\$134,390	4 Yrs/ 8-8-8-7-0+MVA	\$5K	85A	No	96	Y**	No	Y-O**	Y**	No
* American National/PaladiumMYG 5yr	A +	N	3.15%	1.00%	3.00%	C/ 5 Yrs	\$137,723	\$137,723	5 Yrs/ 8-8-8-7-6-0+MVA	\$5K	85A	No	96	Y**	No	Y-O**	Y**	No
American National/PaladiumMYG 6yr	A +	N	3.90%		3.00%	C/ 6 Yrs	\$146,600	\$146,600	6 Yrs/ 8-8-8-7-6-5-0+MVA	\$5K	85A	No	96	Y**	No	Y-O**	Y**	No
* American National/PaladiumMYG 7yr	A +	N	3.60%	1.00%	3.00%	C/ 7 Yrs	\$143,844	\$143,844	7 Yrs/ 7-7-7-6-5-4-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
American National/PaladiumMYG 8yr	A +	N	3.90%		3.00%	C/ 8 Yrs	\$146,600	\$146,600	8 Yrs/ 7-7-7-6-5-4-3-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
* American National/PaladiumMYG 9yr	A +	N	3.35%	2.00%	3.00%	C/ 9 Yrs	\$141,800	\$141,800	9 Yrs/ 7-7-7-6-5-4-3-2-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
* American National/PaladiumMYG10yr	A +	N	3.40%	1.00%	3.00%	C/ 10 Yrs	\$141,097	\$141,097	10 Yrs/ 7-7-7-6-5-4-3-2-1-0+MVA	\$5K	A85/O99	No	96	Y**	No	Y	Y**	Y**
* American United/ Accum Annuity II	A g	N	3.25%	1.00%	2.00%	B	\$139,057	\$139,057	7 Yrs/ 8-8-7-6-5-4-2-0	\$5K	Q69/N89	No	None	Y**	No	Y-O	No	Y**
* American United/ Accum Annuity II +	A g	N	3.50%	1.00%	2.00%	B	\$142,461	\$142,461	7 Yrs/ 8-8-7-6-5-4-2-0	\$5K	Q69/N89	No	None	Y**	No	Y-O	No	Y**
* American United/ Resolution	A g	N	3.00%	+	2.00%	B	\$135,734	\$135,734	7 Yrs/ 8-8-7-6-5-4-0 (+1% prem. bonus)	\$5K	Q69/N89	No	None	Y**	No	Y-O	No	Y**
Ameritus Variable/ Advantage +	A	Y	3.50%		3.00%	B	\$141,050	\$141,050	6 Yrs/ 9-8-7-6-5-4-0	\$50K	85	No	95	Y*	No	Y-A	Y**	Y**
* Ameritus Variable/ Advantage MVA	A	Y	3.50%	1.00%	3.00%	B	\$142,461	\$142,461	6 Yrs/+MVA 9-8-7-6-5-4-0	\$50K	85	No	95	Y*	Y-25K	Y-A	No	No
AmerUs Life/ Multi-Choice 6/ 1 Yr	A g	N	3.00%		2.00%	P	\$134,390	\$134,390	6 Yrs/ 10-9-8-7-6-4-0	\$5K	Q80/N90	No	None	Y**	Y	Y-A	Y**	Y**
AMEX/ Access Advantage	A	N	3.50%		3.00%	B	\$141,050	\$141,050	10 Yrs/ 10-9-8-7-6-5-4-3-2-2-0	\$2K	Q69/N90	No	**	Y**	No	Y**	Y**	Y**
* AMEX/ Extra Credit Advantage	A	N	3.00%	+	3.00%	B	\$138,421	\$138,421	8 Yrs/ 8-7-6-5-4-3-2-1-0 (+1% prem. bonus)	\$2K	Q69/N90	No	**	Y*	No	Y**	Y**	Y**
* AMEX/ Rate Advantage 1	A	N	3.20%	1.00%	3.00%	B	\$138,390	\$138,390	5 Yrs/ 9-8-7-6-5-0	\$2K	Q69/N90	No	**	Y*	No	Y**	Y**	Y**
* AMEX/ Rate Advantage 3	A	N	3.10%	3.00%	3.00%	B	\$139,771	\$139,771	5 Yrs/ 9-8-7-6-5-0	\$2K	Q69/N90	No	**	Y*	No	Y**	Y**	Y**
AMEX/ Retirement Advisor/Advnt Qual	A	N	3.00%		3.00%	B	\$131,743	\$131,743	7 Yrs/ 7-7-6-5-4-2-0	\$2K	Q69/N90	No	**	Y*	Y	Y**	Y**	Y**
* AMEX/ Retirement Advisor/Advnt Val+	A	N	3.00%	+	3.00%	B	\$134,376	\$134,376	10 Yrs/ 8-8-7-6-5-4-3-2-1-0 (+1% prem. bonus)	\$2K	90**	No	**	Y**	Y	Y**	Y**	Y**
* AMEX/ Value + Advantage	A	N	3.30%	+	3.00%	B	\$139,042	\$139,042	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0 (+1/2% prem. bonus)	\$2K	Q69/N80	No	**	Y**	No	Y**	Y**	Y**
* Aviva Life/ Portfolio Secure	A g	N	3.50%	1.00%	3.00%	P	\$142,813	\$142,813	7 Yrs/ 6-6-5-4-3-2-1-0	\$10K	85A	No	None	Y**	Y	Y-A	Y**	Y**
* Beneficial Life/ Advantage 11B+(A)	A	N	3.80%	3.00%	3.00%	B	\$149,556	\$149,556	11 Yrs/ 9-9-8-7-6-5-4-3-1.8-1.8-9-0	\$5K	90**	No	**	Y*	Y**	Y	Y**	Y**
Catholic Knights/ Knight Elite I	NR-5	N	3.10%		1.50%	C/ 1 Yr	\$135,702	\$135,702	5 Yrs/ 8-7-6-4-2-0	\$100K	90	No	None	Y**	No	Y-A/O	No	Y**
Catholic Knights/ Knight Elite III	NR-5	N	3.25%		1.50%	C/ 3 Yrs	\$137,689	\$137,689	5 Yrs/ 8-7-6-4-2-0	\$100K	90	No	None	Y**	No	Y-A/O	No	Y**
Catholic Knights/ Knight Elite V	NR-5	N	3.50%		1.50%	C/ 5 Yrs	\$141,060	\$141,060	5 Yrs/ 8-7-6-4-2-0	\$100K	90	No	None	Y**	No	Y-A/O	No	Y**
Conseco Annuity Assur./ SPDA- 8	B++g	N	N/A		3.00%	B	N/A	N/A	8 Yrs/ 10-9-8-7-6-4-5-3-1.5-0	\$25K	Q74/N85	No	95	Y*	No	Y-A	Y	No
Conseco Annuity Assur./ Tru Level 6	B++g	N	3.50%		3.00%	C/ 6 Yrs	\$141,050	\$141,050	7 Yrs + MVA/ 8-7-6-5-4-3-0	\$25K	85	No	95	Y*	No	Y-A/O	No	Y**
* Conseco Annuity Assur./H'k Marquee	B++g	N	3.00%	3.00%	3.00%	B	\$138,421	\$138,421	9 Yrs/ 12-12-11-10-9-8-6-4-2-0	\$5K	85	No	None	Y*	Y	No	No	Y**
Country Investors Life/ SP 3	A+r	N	3.00%		1.50%	C/ 3 Yrs	\$134,390	\$134,390	3 Yrs/ 7-6-5-0	\$10K	90	No	None	Y*	No	Y**	No	Y**
Country Investors Life/ SP 5	A+r	N	3.70%		1.50%	C/ 5 Yrs	\$143,800	\$143,800	5 Yrs/ 7-7-6-5-4-0	\$10K	90	No	None	Y*	No	Y**	No	Y**
Country Investors Life/ SP 7	A+r	N	3.85%		1.50%	C/ 7 Yrs	\$145,900	\$145,900	7 Yrs/ 7-7-6-5-4-3-2-0	\$10K	90	No	None	Y*	No	Y**	No	Y**
* EMC National Life Co/ Bonus 3	B++	N	3.80%	3.00%	3.00%	B	\$149,308	\$149,308	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$10K	Q89/N99	No	None	Y**	No	Y-A	Y**	Y**
EMC National Life Co/ Bonus 4	B++	N	N/A		3.00%	B	N/A	N/A	11 Yrs/ 11-10-9-8-7-6-5-4-3-2-1-0	\$10K	Q89/N99	No	None	Y**	No	Y-A	Y**	Y**
EMC National Life Co/ Bonus 6	B++	N	N/A		3.00%	B	N/A	N/A	12 Yrs/ 12-11-10-9-8-7-6-5-4-3-2-1-0	\$10K	Q89/N99	No	None	Y**	No	Y-A	Y**	Y**
EMC National Life Co/ SP 3Yr Guar	B++	N	3.75%		3.00%	C/ 3 Yrs	\$144,500	\$144,500	3 Yrs/ 4-4-4-0	\$5K	Q89/N99	No	None	Y**	No	Y-A	Y**	Y**
EMC National Life Co/ SP 4Yr Guar	B++	N	3.90%		3.00%	C/ 4 Yrs	\$146,600	\$146,600	4 Yrs/ 5-5-5-0	\$5K	Q89/N99	No	None	Y**	No	Y-A	Y**	Y**
EMC National Life Co/ SP 5Yr Guar	B++	N	4.05%		3.00%	C/ 5 Yrs	\$148,730	\$148,730	5 Yrs/ 6-6-6-6-6-0	\$5K	Q89/N99	No	None	Y**	No	Y-A	Y**	Y**
* Equitable Life Assur/GuarGrowth 1Yr	A+g	N	3.50%	+	3.00%	C/ 1 Yr	\$142,461	\$142,461	5 Yrs/ 9-8-7-6-5-0(= 1.00% 1st Yr add)	\$5K	83	No	90	Y*	No	Y-A	Y**	Y**
Equitable Life Assur/GuarGrowth 5Yr	A+g	N	3.25%		3.00%	C/ 5 Yrs	\$137,680	\$137,680	5 Yrs/ 9-8-7-6-5-0	\$5K	83	No	90	Y*	No	Y-A	Y**	Y**
* F & G Life/ Fidelity Platinum+ 5 Yr	A g	N	3.15%	1.00%	3.00%	C/ 5 Yrs	\$137,723	\$137,723	5 Yrs/ 9-8-7-6-5-0(30 day window)	\$10K	85	No	90	Y**	No	Y-A	Y**	Y**
* F & G Life/ Fidelity Platinum+ 7 Yr	A g	N	3.30%	1.00%	3.00%	C/ 7 Yrs	\$139,734	\$139,734	7 Yrs/ 9-8-7-6-5-4-3-0(30 day window)	\$10K	85	No	90	Y**	No	Y-O	Y**	Y**
* F & G Life/ Fidelity Platinum+10 Yr	A g	N	4.20%	1.00%	3.00%	C/ 10 Yrs	\$152,398	\$152,398	10 Yrs/ 9-8-7-6-5-4-2-1-0+MVA	\$10K	85	No	90	Y**	No	Y-O	Y**	Y**
Farm Bureau Life/Select N.M. 3 Yr	A	N	3.00%		3.00%	C/ 3 Yrs	\$134,390	\$134,390	3 Yrs/ 7-4-2-0	\$10K	90	No	**	Y*	No	Y**	Y**	Y**
Farm Bureau Life/Select N.M. 6 Yr	A	N	3.00%		3.00%	C/ 6 Yrs	\$134,390	\$134,390	6 Yrs/ 7-6-5-4-3-2-1-0	\$10K	90	No	**	Y*	No	Y**	Y**	Y**

Farm Bureau of Mich/1 Yr-Guarantee	A	N	3.00%		3.00%	C/ 1 Yr	\$134,390	\$134,390	9+ Yrs/ 8-7-6-5-4-3-3-3-3(See Carrier)	\$5K	90**	No	85**	Y**	Y	Y	No	Y**
Farm Bureau of Mich/3 Yr-Guarantee	A	N	3.40%		3.00%	C/ 3 Yrs	\$139,700	\$139,700	9+ Yrs/ 8-7-6-5-4-3-3-3-3(See Carrier)	\$5K	90**	No	85**	Y**	Y	Y	No	Y**
Farm Bureau of Mich/5 Yr-Guarantee	A	N	4.40%		3.00%	C/ 5 Yrs	\$153,810	\$153,810	9+ Yrs/ 8-7-6-5-4-3-3-3-3(See Carrier)	\$5K	90**	No	85**	Y**	Y	Y	No	Y**
* Fort Dearborn Life/WealthFortifier5Yr	A g	N	3.55%	1.00%	3.00%	C/ 5 Yrs	\$143,157	\$143,157	5 Yrs/8-8-7-6-5-0 (30 day period)	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
* Fort Dearborn Life/WealthFortifier6Yr	A g	N	3.60%	1.00%	3.00%	C/ 6 Yrs	\$143,844	\$143,844	6 Yrs/ 8-8-7-6-5-4-0 (30 day period)	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
* Fort Dearborn Life/WealthFortifier9Yr	A g	N	3.80%	1.00%	3.00%	C/ 9 Yrs	\$146,650	\$146,650	9 Yrs/ 8-8-7-6-5-4-3-2-1-0 (30 day period)	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
* GE Capital Assurance/CapPrv710 2Yr	A+g	N	2.75%	1.00%	2.00%	B	\$132,478	\$132,478	7 Yrs/ 7-7-6-5-4-3-0	\$5K	100	No	85	Y*	Y-\$1K+	Y-A	Y**	
GE Capital Assurance/CapPrv710 3Yr	A+g	N	N/A		2.00%	B	N/A	N/A	7 Yrs/ 7-7-6-5-4-3-0	\$5K	100	No	85	Y*	Y-\$1K+	Y-A	Y**	
GE Capital Assurance/CapPrv710 5Yr	A+g	N	N/A		2.00%	B	N/A	N/A	7 Yrs/ 7-7-6-5-4-3-0	\$5K	100	No	85	Y*	Y-\$1K+	Y-A	Y**	No
* Golden Rule/ Champion Select	A	N	3.00%	2.00%	3.00%	B	\$143,931	\$137,078	9 Yrs/ 10-9-8-7-6-5-4-3-2-0	\$10K	Q75/N80	No	85	Y*	No	Y-A	No	Y**
Golden Rule/ Classic Plus	A	N	N/A		3.00%	B	N/A	N/A	8 Yrs/ 8-7-6-5-4-3-2-1-0	\$7.5K	A70/O100	No	85	Y*	No	Y-A	No	Y**
Golden Rule/ Foundation	A	N	3.50%		3.00%	B	\$141,050	\$141,050	9 Yrs/ 8-8-7-6-5-4-3-2-0	\$10K	A85/O100	No	85	Y*	No	Y-A	No	Y**
* Golden Rule/ Premier Advantage	A	N	3.25%	0.50%	3.00%	B	\$138,360	\$138,360	7 Yrs/ 7-6-5-4-3-2-0	\$5K	Q60/N65	No	85	Y*C	Y-\$2K+	Y-A	Y**	Y**
* Golden Rule/ Ultimate Bonus	A	N	3.25%	3.00%	3.00%	B	\$141,810	\$141,810	8 Yrs/ 8-7-6-5-4-3-2-1-0	\$10K	A70/O100	No	85	Y*	No	Y-A	No	Y**
* Great American Life/ Advantage 15	A g	N	3.00%	+	3.00%	B	\$153,070	\$131,702	12 Yrs/ 12-11-10-9-8-7-6-5-4-3-2-1-0 + prem bonus 15%	\$5K	70	No	85	No	Y-1st Yr	Y**	Y**	Y**
Hartford Life/ CRC Select-6Yr	A +	N	3.80%		3.00%	C/ 6 Yrs	\$145,200	\$145,200	7 Yrs + MVA/ 6-6-5-4-3-0	\$5K	80	No	90	Y**	No	Y-A	No	No
* Hartford Life/ Saver+ 6 Years	A +	N	3.50%	1.00%	3.00%	C/ 6 Yrs	\$142,461	\$142,461	7 Yrs + MVA/ 7-6-5-4-3-2-1-0	\$5K	85	No	90	Y**	No	Y-A	Y**	Y**
Horace Mann Life/Alternative II- 5 Yrs	A	N	3.00%		3.00%	B	\$134,390	\$134,390	5 Yrs/ 8-6-4-2-0	\$2K	85	No	85	Y*	No	Y	No	Y**
Horace Mann Life/Alternative II-10 Yrs	A	N	3.10%		3.00%	B	\$135,700	\$135,700	10 Yrs/ 8-8-6-4-2-0	\$2K	85	No	85	Y*	No	Y	No	Y**
ING USA Life & Anty/ Max Guar- 5Yr	A+g	N	3.25%		1.50%	C/ 5 Yrs	\$137,680	\$137,680	5 Yrs/ 9-8-7-6-5-0+MVA	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
ING USA Life & Anty/ Max Guar- 6Yr	A+g	N	3.65%		1.50%	C/ 6 Yrs	\$143,110	\$143,110	6 Yrs/ 9-8-7-6-5-4-0+MVA	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
ING USA Life & Anty/ Max Guar- 7Yr	A+g	N	4.00%		1.50%	C/ 7 Yrs	\$148,020	\$148,020	7 Yrs/ 9-8-7-6-5-4-3-0+MVA	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
ING USA Life & Anty/ Max Guar- 8Yr	A+g	N	4.25%		1.50%	C/ 8 Yrs	\$151,620	\$151,620	8 Yrs/ 9-8-7-6-5-4-3-2-0+MVA	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
ING USA Life & Anty/ Max Guar- 9Yr	A+g	N	4.45%		1.50%	C/ 9 Yrs	\$154,550	\$154,550	9 Yrs/ 9-8-7-6-5-4-3-2-1-0+MVA	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
ING USA Life & Anty/ Max Guar-10Yr	A+g	N	4.65%		1.50%	C/ 10 Yrs	\$157,540	\$157,540	10 Yrs/ 9-8-7-6-5-4-3-2-1+MVA	\$50K	90	No	**	Y**	No	Y**	Y**	Y**
* ING USA Life & Anty/ MultiSet+/10Yr	A+g	N	3.75%	2.00%	1.50%	C/ 10 Yrs	\$147,390	\$147,390	10Yrs + MVA/ 9-8-7-6-5-4-3-2-1-0	\$50K	85	No	None	Y**	No	Y**	Y**	Y**
ING USA Life & Anty/ Retrmnt+NQ	A+g	N	3.00%		3.00%	B	\$134,390	\$134,390	9 Yrs/ 9-9-8-7-6-5-4-3-2-0	\$5K	70	No	None	Y*	Y	Y-O**	No	Y**
ING USA Life & Anty/ TSA 1	A+g	N	3.80%		3.00%	B	\$145,200	\$130,680	15 Yrs/ 19-18-17-16-15-14-13-12-11-10-9-8->	\$5K	70	No	None	Y*	Y	Y-O**	No	Y**
* Integrity Life/ Momentum Advtge 4Yr	A+g	Y	3.50%	0.75%	1.50%	C/ 4 Yrs	\$142,108	\$142,108	4 Yrs/ 8-8-7-7-0+MVA	\$20K	Q70.5/N86	No	None	Y**	No	Y**	Y**	Y**
* Integrity Life/ Momentum Advtge 5Yr	A+g	Y	3.90%	0.75%	1.50%	C/ 5 Yrs	\$147,699	\$147,699	5 Yrs/ 8-8-7-7-6+MVA	\$20K	Q70.5/N86	No	None	Y**	No	Y**	Y**	Y**
* Integrity Life/ Momentum Advtge 7Yr	A+g	Y	4.15%	0.75%	1.50%	C/ 7 Yrs	\$151,296	\$151,296	7 Yrs/ 8-8-7-7-6-6-5-0+MVA	\$20K	Q70.5/N85	No	None	Y**	No	Y**	Y**	Y**
* Integrity Life/ Momentum Advtge 10Yr	A+g	Y	4.35%	0.75%	1.50%	C/ 10 Yrs	\$154,230	\$154,230	10 Yrs/ 8-8-7-7-6-6-5-5-4-4-0+MVA	\$20K	Q70.5/N83	No	None	Y**	No	Y**	Y**	Y**
* Jackson Nat'l Life/ Bonus Max-1	A+g	N	3.50%	3.75%	2.00%	B	\$146,339	\$146,339	10 Yrs+MVA/9-8-7-6-5-0	\$5-10K	A85/O100	No	85	Y*	No	Y-A	No	Y**
Jackson Nat'l Life/ Max Plan	A+g	N	3.30%		2.00%	B	\$138,350	\$138,350	7Yrs/ 7-6-5-4-3-2-1-0	\$1-10K	A85/O100	No	85	Y*C	Y-1st Yr	Y-A	No	Y**
Jackson Nat'l Life/ Super Max	A+g	N	3.50%		2.00%	B	\$141,050	\$141,050	9 Yrs/ 9-8-7-6-5-4-3-2-1-0	\$5K	A85/O100	No	85	Y*C	Y-1st Yr	Y-A	Y**	Y**
Jackson Nat'l Life/ Target 4 Yr.	A+g	N	N/A		3.00%	C/ 4 Yrs	N/A	N/A	4 Yrs/ 7-7-7-6-0 (30 day period)	\$10K	85	No	85	Y*	Y-\$2K+	Y-A	Y**	Y**
Jackson Nat'l Life/ Target 5 Yr.	A+g	N	N/A		3.00%	C/ 5 Yrs	N/A	N/A	5 Yrs/ 7-7-6-5-0 (30 day period)	\$10K	85	No	85	Y*	Y-\$2K+	Y-A	Y**	Y**
* Jackson Nat'l Life/ Target 9 Yr.	A+g	N	3.55%	3.00%	3.00%	C/ 9 Yrs	\$145,992	\$145,992	9 Yrs/ 7-7-6-5-4-3-2-1-0	\$10K	85	No	85	Y*	Y-\$2K+	Y-A	Y**	Y**
* Jackson Nat'l Life/ Target 10 Yr.	A+g	N	3.70%	1.00%	3.00%	C/ 10 Yrs	\$145,240	\$145,240	9 Yrs/ 7-7-7-6-5-4-3-2-1-0/MVA	\$10K	85	No	85	Y*	Y-\$2K+	Y-A	Y**	Y**
Jefferson Pilot Life/ Pilot Gold 5 MVA	A +gg	Y	N/A		3.00%	C/ 5 Yrs	N/A	N/A	5 Yrs + MVA/ 8-8-7-6-5-0	\$5K	85	No	None	Y*	Y	Y-O	Y**	Y**
* Jefferson Pilot Life/ Pilot Gold 6 MVA	A +gg	Y	3.60%	1.00%	3.00%	C/ 6 Yrs	\$143,844	\$143,844	6 Yrs + MVA/ 8-8-7-5-4-0	\$5K	85	No	None	Y*	Y	Y-O	Y**	Y**
* Jefferson Pilot Life/ Pilot Gold 7 MVA	A +gg	Y	3.60%	1.00%	3.00%	C/ 7 Yrs	\$143,844	\$143,844	7 Yrs + MVA/ 8-8-6-5-4-3-0	\$5K	85	No	None	Y*	Y	Y-O	Y**	Y**
Jefferson Pilot Life/ Single 5	A +gg	Y	N/A		3.25%	C/ 5 Yrs	N/A	N/A	5Yrs/ 7-7-6-5-4-0	\$5K	85	No	None	Y*	Y	Y-O	Y**	Y**
* John Hancock Life/ Allegiance Prfd.	A +gg	N	3.00%	1.00%	3.00%	B	\$135,734	\$135,734	7 Yrs/ 8-8-7-7-7-6-6-0	\$10K	84	No	90	Y*	Y	Y-O	No	Y**
Kansas City Life Select Track 5Yr	A g	N	3.25%		3.00%	C/ 5 Yrs	\$137,680	\$137,680	5 Yrs/ 10-9-8-7-6-0	\$10K	A80/O90	No	None	Y*	No	Y**	Y**	Y**
Kansas City Life Select Track 7Yr	A g	N	3.75%		3.00%	C/ 7 Yrs	\$144,500	\$144,500	7 Yrs/ 10-9-8-7-6-5-4-0	\$10K	A80/O90	No	None	Y*	No	Y**	Y**	Y**
Kansas City Life Select Track 10Yr	A g	N	4.25%		3.00%	C/ 10 Yrs	\$151,620	\$151,620	10Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$10K	A80/O90	No	None	Y*	No	Y**	Y**	Y**
Kemper Investors/ZurichClassic 2-6Yr	A -	N	4.05%		3.00%	C/ 6 Yrs	\$148,730	\$148,730	6 Yrs/ 7-7-6-5-4-2-0+MVA	\$5K	85	No	None	Y*	No	Y-A	Y**	Y**
* Keyport Life/(Sun-Canada) Value 5	A +g	N	2.75%	1.50%	1.50%	C/ 5 Yrs	\$133,133	\$133,133	5 Yrs/ 7-6-5-4-3-0+MVA	\$50K	Q75/N85	No	90	Y*	Y**	Y-A/O	No	Y**
* Keyport Life/(Sun-Canada) Value 6	A +gg	N	3.00%	1.50%	1.50%	C/ 6 Yrs	\$136,405	\$136,405	6 Yrs/ 7-6-5-4-3-2-0+MVA	\$50K	Q75/N85	No	90	Y*	Y**	Y-A/O	No	Y**
* Keyport Life/(Sun-Canada) Value 7	A +gg	N	3.35%	1.50%	1.50%	C/ 7 Yrs	\$141,105	\$141,105	7 Yrs/ 7-6-5-4-3-2-1-0+MVA	\$50K	Q75/N85	No	90	Y*	Y**	Y-A/O	No	Y**
Knights of Columbus/ FPA	A ++	Y	3.75%		3.50%	P	\$144,500	\$144,500	7 Yrs/ 5-5-4-4-3-3-2-0	\$3K	83	No	None	Y**	Y**	Y**	No	Y**
Knights of Columbus/ FPDA	A ++	Y	3.25%		3.00%	P	\$137,680	\$137,680	7 Yrs/ 5-5-4-4-3-3-2-0	\$3K	83	No	None	Y**	Y**	Y**	No	Y**
Layfayette Life Ins. Co./ Horizon S	A u	N	N/A		4.00%	P	N/A	N/A	5 Yrs/ 8-8-6-4-2-0	**	**	**	**	**	**	**	**	**
Liberty National Life Ins. Co./SPDA	A+g	N	4.00%		4.00%	P	\$148,020	\$148,020	3 Yrs/ 8-4-2-0	\$1K	80	No	65**	No	No	Y**	No	Y**
* Life of the Southwest/ SPDA-3	A g	N	3.00%	1.00%	1.50%	B	\$135,734	\$135,734	6 Yrs/ 10-9-8-6-4-2-0	\$5K	A80/O100	No	85	Y*	No	Y-A	Y**	Y**
* Life of the Southwest/Milenium +	A g	N	3.05%	4.00%	1.50%	B	\$140,446	\$140,446	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$5K	A70/O100	No	85	Y*	No	Y-A	Y**	Y**
* Lincoln Benefit /Sav Chce + 5Yr.	A+r	N	4.00%	1.50%	3.00%	B	\$150,240	\$150,240	9 Yrs/ 7-7-7-6-5-4-3-2-1-0	\$5K	A99/O100	No	99	Y*	No	Y-O	Y**	Y**
* Lincoln Benefit/ Tactician+5 Yr MYG	A+r	N	3.25%	2.00%	3.00%	C/ 5 Yrs	\$140,358	\$140,358	5 Yrs/ 8-8-8-7-6-0	\$5K	90	No	99	Y**	Y-\$1K+	Y-O	Y**	No
* Lincoln Benefit/ Tactician+8 Yr MYG	A+r	N	3.45%	2.50%	3.00%	C/ 8 Yrs	\$143,879	\$143,879	8 Yrs/ 8-8-8-7-6-5-4-3-0	\$5K	90	No	99	Y**	Y-\$1K+	Y-O	Y**	No
Metropolitan Life Ins. Co./ Max-1	A+g	N	3.00%		3.00%	P	\$134,390	\$134,390	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	Q75/N85	No	85	Y*	No	Y-O	Y**	Y**
MFS/SunLife/RegattaChoice-7Yr	A +gg	N	3.00%		3.00%	C/ 7 Yrs	\$134,390	\$134,390	7 Yrs/7-7-6-6-5-4-3-0	\$10K	85	No	95	Y**	Y-\$1K+	Y**	Y**	Y**

Midland National Life/ Guar +5Yr	A +	N	3.45%		3.00%	C/ 5 Yrs	\$140,370	\$140,370	5 Yrs+/MVA 10-10-10-10-10-0	\$.1K	90	No	None	Y**	Y	Y-A/O**	Y**	Y**
Midland National Life/ Guar +6Yr	A +	N	3.50%		3.00%	C/ 6 Yrs	\$146,600	\$146,600	6 Yrs+/MVA 10-10-10-10-10-9-0	\$.1K	90	No	None	Y**	Y	Y-A/O**	Y**	Y**
Midland National Life/ Guar +7Yr	A +	N	4.20%		3.00%	C/ 7 Yrs	\$150,890	\$150,890	7 Yrs+/MVA 10-10-10-10-10-9-8-0	\$2-5K	85	No	None	Y*	No	Y**	Y**	Y**
Minnesota Life/ Secure Opt. Extra III	A+g	N	3.80%		2.75%	C/ 3Yrs	\$145,200	\$145,200	10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0	\$5K	85	No	85	Y**	Y-1st Yr	Y-O**	No	Y**
Minnesota Life/ Secure Opt. I	A+g	N	N/A		3.00%	B	N/A	N/A	6 Yrs/ 6-5-4-3-2-1-0	\$5K	85	No	85	Y**	Y-1st Yr	Y-O**	No	Y**
MONY Life Ins Co/ Fixed Annuity 1Yr	A+g	N	N/A		3.00%	C/ 1Yr	N/A	N/A	7 Yrs + MVA/ 7(0-30 day period)	\$2K	85	No	95**	Y**	Y-\$2K+	Y-A**	No	No
* MONY Life Ins Co/ Fixed Annuity 3Yr	A+g	N	3.00%	1.00%	3.00%	C/ 3Yrs	\$135,734	\$135,734	7 Yrs + MVA/ 7-6-5(0-30 day period)	\$2K	85	No	95**	Y**	Y-\$2K+	Y-A**	No	No
* MONY Life Ins Co/ Fixed Annuity 5Yr	A+g	N	3.00%	1.00%	3.00%	C/ 5Yrs	\$135,734	\$135,734	7 Yrs + MVA/ 7-6-5-4-3(0-30 day period)	\$2K	85	No	95**	Y**	Y-\$2K+	Y-A**	No	No
* MONY Life Ins Co/ Fixed Annuity 7Yr	A+g	N	3.45%	1.00%	3.00%	C/ 7Yrs	\$141,773	\$141,773	7 Yrs 7-6-5-4-3-2-1+MVA	\$2K	85	No	95**	Y**	Y-\$2K+	Y-A**	No	No
* MONY Life Ins Co/ Fixed Annuity 8Yr	A+g	N	3.65%	1.00%	3.00%	C/ 8Yrs	\$144,541	\$144,541	7 Yrs 7-6-5-4-3-2-1+MVA	\$2K	85	No	95**	Y**	Y-\$2K+	Y-A**	No	No
* MONY Life Ins Co/ Fixed Annuity10Yr	A+g	N	3.90%	1.00%	3.00%	C/ 10Yrs	\$148,066	\$148,066	7 Yrs 7-6-5-4-3-2-1+MVA	\$2K	85	No	95**	Y**	Y-\$2K+	Y-A**	No	No
Mutual of America Life Ins. Co./IRA	A +	N	3.50%		3.00%	P	\$141,050	\$141,050	None	\$.2K	None	Y	None	Y	Y-\$.2K	Y	Y	Y
Mutual of America Life Ins. Co./TSA	A +	N	3.00%		3.00%	P	\$134,390	\$134,390	None	\$.2K	None	Y	None	Y	Y-\$.2K	Y	Y	Y
National Guardian/ Access +	A -	N	4.40%		3.00%	P	\$153,810	\$153,810	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	80	No	80	Y*	No	Y-O**	No	Y**
National Guardian/ Asset Guard-2 Yr.	A -	N	4.00%		3.00%	B	\$148,020	\$148,020	7 Yrs/ 7-7-7-6-5-4-3-0	\$5K	90	No	90	Y*	No	Y-O**	Y**	Y**
* National Life of Vermont/ Heritage	A g	N	3.25%	1.00%	3.00%	B	\$135,016	\$135,016	6 Yrs/ 7-7-6-5-4-3-0	\$5K	85	No	None	Y**	No	No	Y**	Y**
National Life of Vermont/ Liberty	A g	N	4.50%		3.00%	B	\$155,097	\$155,097	8 Yrs/ 8-7-6-5-4-3-5-2-0	\$5K	85	No	None	Y**	No	No	Y**	Y**
* National Life of Vermont/ Privilege	A g	N	3.75%	1.00%	3.00%	B	\$145,862	\$145,862	9 Yrs/ 9-8-7-6-5-4-3-2-1-0	\$5K	85	No	None	Y**	No	No	Y**	Y**
National Life of Vermont/ Security 5	A g	N	3.00%		3.00%	C/ 5 Yrs	\$134,390	\$134,390	5 Yrs/ 5-5-5-5-5-0	\$5K	85	No	None	Y**	No	Y-A/O	Y**	Y**
* National Western Life/ Confidence/5Yr	A -	N	2.35%	+	2.00%	C/ 5Yrs	\$132,583	\$126,149	5 Yrs/ 9-8-7-6-5-0(+Annuity Value 5.10%)	\$5K	Q75/N85	No	**	Y**	Y-1st Yr	Y-O**	No	Y**
Nationwide Life/ Flex Advantage 1 Yr	A+g	N	N/A		3.00%	B	N/A	N/A	7 Yrs/ 7-7-6-6-5-4-3-0	**	**	**	**	**	**	**	**	**
* Ohio National/ Foundation + 1 Yr.	A+g	N	3.35%	1.50%	2.00%	B	\$141,105	\$141,105	6 Yrs/ 6-5-5-4-3-2-0	\$5K	80	Y**	**	Y**	No	Y-A	No	Y**
Ohio National/ Foundation + 3 Yr.	A+g	N	3.80%		2.00%	B	\$145,200	\$145,200	6 Yrs/ 6-5-5-4-3-2-0	\$5K	80	No	**	Y*	No	Y-A	No	Y**
Pacific Life/ Quest 88-01/1 Yr.	A +gg	N	N/A		4.00%	C/ 1Yr	N/A	N/A	7 Yrs/ 6-6-6-6-5-4-3-0	\$5K	85	No	95	Y**	No	Y-A	No	Y**
Pacific Life/ Quest 88-01/3 Yr.	A +gg	N	N/A		4.00%	C/ 3Yrs	N/A	N/A	7 Yrs/ 6-6-6-6-5-4-3-0	\$5K	85	No	95	Y*	No	Y-A	No	Y**
Pacific Life/ Quest 88-01/5 Yr.	A +gg	N	N/A		4.00%	C/ 5 Yrs	N/A	N/A	7 Yrs/ 6-6-6-6-5-4-3-0	\$5K	85	No	95	Y*	No	Y-A	No	Y**
* Penn Mutual Life/Penn Fixed Advtg	A+g	N	3.20%	1.00%	3.00%	B	\$138,390	\$138,390	7 Yrs/ 9-8-7-6-5-4-3-0	\$50K	<<<	85	No	90**	Y**	Y**	Y**	Y**
Penn Mutual Life/Penn Freedom-1Yr	A+g	N	N/A		3.00%	C/ 1 Yr	N/A	N/A	4 Yrs/ 8-7-6-5-0	\$50K	<<<	85	No	90**	Y**	Y**	Y**	Y**
Penn Mutual Life/Penn Freedom-3Yr	A+g	N	3.00%		3.00%	C/ 3 Yr	\$134,390	\$134,390	4 Yrs/ 8-7-6-5-0	\$50K	<<<	85	No	90**	Y**	Y**	Y**	Y**
Penn Mutual Life/Penn Freedom-5Yr	A+g	N	3.00%		3.00%	C/ 5 Yr	\$134,390	\$134,390	4 Yrs/ 8-7-6-5-0	\$50K	<<<	85	No	90**	Y**	Y**	Y**	Y**
Penn Mutual Life/Penn Freedom-7Yr	A+g	N	3.00%		3.00%	C/ 7 Yr	\$134,390	\$134,390	4 Yrs/ 8-7-6-5-0	\$50K	<<<	85	No	90**	Y**	Y**	Y**	Y**
Peoples Benefit Life/ Adv Edge Sel I	A+g	Y	1.50%		1.50%	P	\$116,181	\$115,019	90 day loss of interest	\$10K	80	No	85	Y**	Y-\$2KQ	Y**	Y**	Y**
Peoples Benefit Life/ Advisors Edge I	A+g	Y	1.50%		1.50%	P	\$116,181	\$115,019	90 day loss of interest	\$10K	80	No	85	Y**	Y-\$2KQ	Y**	Y**	Y**
Physicians Life/ Custom Direct 3	A g	N	3.00%		3.00%	C/ 3 Yrs	\$134,390	\$134,390	3 Yrs/ 9-9-8-0 (30 day period)	\$2K	75	No	100	Y*	No	Y-O	Y**	Y**
* Physicians Life/ Custom Direct 4	A g	N	3.30%	1.00%	3.00%	C/ 4 Yrs	\$140,410	\$140,410	4 Yrs/ 9-9-8-7-0 (30 day period)	\$2K	75	No	100	Y*	No	Y-O	Y**	Y**
* Physicians Life/ Custom Direct 5	A g	N	3.40%	1.00%	3.00%	C/ 5 Yrs	\$141,097	\$141,097	5 Yrs/ 9-9-8-7-6-0(30 day period)	\$5K	75	No	100	Y**	No	Y-O	Y**	Y**
* Physicians Life/ Custom Direct 6	A g	N	3.25%	2.00%	3.00%	C/ 6 Yrs	\$140,344	\$140,344	6 Yrs/ 9-9-8-7-6-5-0 (30 day period)	\$2K	75	No	100	Y**	No	Y-O	Y**	Y**
Physicians Life/ Custom Direct 7	A g	N	3.90%		3.00%	C/ 7 Yrs	\$153,173	\$153,173	7 Yrs/ 9-9-8-7-6-5-4-0(30 day period)	\$5K	75	No	100	Y**	No	Y-O	Y**	Y**
* Physicians Life/ Custom Direct 8	A g	N	4.15%	2.00%	3.00%	C/ 8 Yrs	\$150,170	\$150,170	8 Yrs/ 9-9-8-7-6-5-4-3-0 (30 day period)	\$2K	75	No	100	Y**	No	Y-O	Y**	Y**
Physicians Life/ Custom Direct 9	A g	N	4.25%		3.00%	C/ 9 Yrs	\$151,620	\$151,620	9 Yrs/ 9-9-8-7-6-5-4-3-2-0	\$2K	75	No	100	Y**	No	Y-O	Y**	Y**
* Physicians Life/ Custom Direct 10	A g	N	4.25%	1.50%	3.00%	C/ 10 Yrs	\$153,894	\$153,894	10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0	\$5K	75	No	100	Y*	No	Y-O	Y**	Y**
Presidential Life Ins. Co./ Secure 4	B +	N	3.85%		3.00%	C/ 4 Yrs	\$145,900	\$145,900	4 Yrs/ 7-6-6-5-0	\$1.5K	80	No	+	Y**	No	Y-A	No	Y**
Presidential Life Ins. Co./ Secure 6	B +	N	4.15%		3.00%	C/ 6 Yrs	\$150,170	\$150,170	6 Yrs/ 7-7-7-6-5-4-0	\$1.5	80	No	+	Y**	No	Y-A	No	Y**
* Reliance Standard/ Apollo - MVA	A -g	N	3.50%	1.50%	3.00%	P	\$143,166	\$143,166	7 Yrs + MVA/ 9-8-7-6-5-4-2-0	\$5K	85	No	A85**	Y*	No	Y-A	Y**	Y**
* Reliance Standard/ Apollo - SP	A -g	N	3.50%	1.50%	3.00%	P	\$143,166	\$143,166	7 Yrs/ 9-8-7-6-5-4-2-0	\$5K	99	No	A85**	Y*	No	Y-A	Y**	Y**
Security Benefit Life/ Choice - 5Yr.	A+g	N	4.00%		2.00%	C/ 5 Yrs	\$148,020	\$148,020	5 Yrs/ 7-7-7-6-6-0	\$2-5K	90	No	Y**	Y	Y**	Y**	Y**	Y**
Security Benefit Life/ Variflex	A+g	N	3.00%		3.00%	B	\$134,390	\$134,390	8 Yrs/ 8-7-6-5-4-3-2-1-0	\$.5K	80**	No	80**	Y*	Y*	Y**	Y**	Y**
Security Mutual Life/ SPA2000-1yr	A	N	3.50%		3.00%	P	\$141,050	\$141,050	7 Yrs/ 7-7-7-6-5-4-3-0	\$5K	85	No	90	Y*	No	Y-A	No	Y**
Security Mutual Life/ SPA2000-3yr	A	N	3.50%		3.00%	C/ 3 Yrs	\$141,050	\$141,050	7 Yrs/ 7-7-7-6-5-4-3-0	\$5K	85	No	90	Y*	No	Y-A	No	Y**
Security Mutual Life/ SP-1 Yr	A	N	3.50%		3.00%	B	\$141,050	\$141,050	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	80	No	90	Y**	No	Y-A	No	Y**
Security Mutual Life/ SP-III Yr	A	N	3.50%		3.00%	B	\$141,050	\$141,050	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	80	No	90	Y**	No	Y-A	No	Y**
Sentry Life Ins. Co./ Payback	A g	N	3.25%		3.00%	B	\$137,680	\$137,680	10 Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$2K	74	No	100**	Y**	No	Y**	Y**	Y**
Shenandoah Life/ SPDA-2	A -	N	3.00%		3.00%	P	\$134,390	\$134,390	8 Yrs/ 8-7-6-5-4-3-2-1-0	**	**	**	**	**	**	**	**	**
* Shenandoah Life/ SPDA-2 Bonus	A -	N	3.00%	1.00%	3.00%	P	\$135,671	\$135,671	9 Yrs/ 9-8-7-6-5-4-3-2-1-0	**	**	**	**	**	**	**	**	**
Sun Life Assur. /Regatta-Choice -7Yr	A +gg	N	3.00%		3.00%	C/ 4 Yrs	\$134,390	\$134,390	7 Yrs/7-7-6-6-5-4-3-0	\$10K	85	No	95	Y**	Y-\$1K+	Y**	Y**	Y**
SunAmerica Life/ Sterling Select-5Yr	A +gg	Y	N/A		3.00%	C/ 5 Yrs	N/A	N/A	5 Yrs/ 6-6-5-5-4-0+MVA	\$5K	85	No	None	Y**	No	Y-O	No	Y**
SunAmerica Life/ Sterling Select-7Yr	A +gg	Y	N/A		3.00%	C/ 7 Yrs	N/A	N/A	7 Yrs/ 6-6-5-5-4-3-2-0+MVA	\$5K	85	No	None	Y**	No	Y-O	No	Y**
Sunset Life Ins. Co./ SelecTrack 5Yr	A g	N	3.25%		3.00%	C/ 5 Yrs	\$137,680	\$137,680	5 Yrs/ 10-9-8-7-6-0	\$10K	A80/O90	No	None	Y*	No	Y**	Y**	Y**
Sunset Life Ins. Co./ SelecTrack 7Yr	A g	N	3.75%		3.00%	C/ 7 Yrs	\$144,500	\$144,500	7 Yrs/ 10-9-8-7-6-5-4-0	\$10K	A80/O90	No	None	Y*	No	Y**	Y**	Y**
Sunset Life Ins. Co./ SelecTrack 10Yr	A g	N	4.25%		3.00%	C/ 10 Yrs	\$151,620	\$151,620	10Yrs/ 10-9-8-7-6-5-4-3-2-1-0	\$10K	A80/O90	No	None	Y*	No	Y**	Y**	Y**
Teachers Ins. & Annuity/ IRA	A +gg	Y	3.15%		3.00%	B	\$136,360	\$136,360	None	**	**	Y**	**	Y**	Y	Y**	Y**	Y**
Teachers Ins. & Annuity/ RA	A +gg	Y	4.50%		3.00%	P	\$155,290	NAF	NAF = Not Available for Full Cashout	**	**	Y**	**	Y**	Y	Y**	Y**	Y**

Teachers Ins. & Annuity/ SRA	A ++g	Y	3.15%		3.00%	P	\$136,360	\$136,360	None	**	**	Y**	**	Y**	Y	Y**	Y**	Y**
* Thrivent Fin'l for Lutherans/MYG 5	A ++g	N	3.20%	1.00%	2.50%	C/ 5 Yrs	\$138,390	\$138,390	5 Yrs/ 7-7-7-6-5-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
* Thrivent Fin'l for Lutherans/MYG 6	A ++g	N	3.35%	1.00%	2.50%	C/ 6 Yrs	\$140,410	\$140,410	6 Yrs/ 7-7-7-6-5-4-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
* Thrivent Fin'l for Lutherans/MYG 7	A ++g	N	3.70%	1.00%	2.50%	C/ 7 Yrs	\$145,240	\$145,240	7 Yrs/ 7-7-7-6-5-4-3-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
* Thrivent Fin'l for Lutherans/MYG 8	A ++g	N	3.85%	1.00%	2.50%	C/ 8 Yrs	\$147,390	\$147,390	8 Yrs/ 7-7-7-6-5-4-3-2-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
* Thrivent Fin'l for Lutherans/MYG 9	A ++g	N	3.95%	1.00%	2.50%	C/ 9 Yrs	\$148,783	\$148,783	9 Yrs/ 7-7-7-6-5-4-3-2-1-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
* Thrivent Fin'l for Lutherans/MYG 10	A ++g	N	4.10%	1.00%	2.50%	C/ 10 Yrs	\$150,940	\$150,940	10 Yrs/ 7-7-7-6-5-4-3-2-1-1-0	\$2K	90	No	90	Y**	Y	Y**	Y**	Y**
Thrivent Fin'l for Lutherans/Security I	A ++g	N	3.55%		2.50%	B	\$141,740	\$141,740	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	99	No	99	Y*	No	Y**	Y**	Y**
* Thrivent Fin'l for Lutherans/Security I+	A ++g	N	3.55%	1.00%	2.50%	B	\$143,157	\$143,157	9 Yrs/ 7-7-7-6-5-4-3-2-1	\$5K	99	No	99	Y*	No	Y**	Y**	Y**
Transamerica Life&Anty/ Mach 6	A+g	Y	N/A		3.00%	B	N/A	N/A	6 Yrs/ 6-6-6-6-6-6-0	\$5K	Q70/N75	No	98	Y**	Y-1st Yr	Y-A/O	No	Y**
Transamerica Life&Anty/SecValue 5	A+g	Y	N/A		3.00%	C/ 5 Yrs	N/A	N/A	5 Yrs/ 9-8-7-6-5-0+MVA	\$15K	85	No	98	Y**	No	Y-O	No	Y**
Transamerica Life&Anty/SecValue 6	A+g	Y	N/A		3.00%	C/ 6 Yrs	N/A	N/A	6 Yrs/ 9-8-7-6-5-4-0+MVA	\$15K	85	No	85	Y**	No	Y-Q	No	Y**
Transamerica Life&Anty/SecValue 8	A+g	Y	N/A		3.00%	C/ 8 Yrs	N/A	N/A	8 Yrs/ 9-8-7-6-5-4-3-2-0+MVA	\$15K	85	No	85	Y**	No	Y-Q	No	Y**
Transamerica Life&Anty/SecValue 10	A+g	Y	3.75%		3.00%	C/ 10 Yrs	\$144,500	\$144,500	10 Yrs/ 9-8-7-6-5-4-3-2-1-0+MVA	\$15K	85	No	85	Y**	No	Y-Q	No	Y**
Travelers Insurance Co./ T-Flex-NQ	A ++g	N	N/A		3.50%	B	N/A	N/A	5 Yrs/ 7-7-7-7-7-0	\$1K	100	No	85	Y**	Y	Y-O**	No	Y**
Travelers Insurance Co./ T-Flex-TSA	A ++g	N	N/A		3.50%	B	N/A	N/A	5 Yrs/ 7-7-7-7-7-0	\$1K	100	No	85	Y**	Y	Y-O**	No	Y**
Union Central Life/ SPDA2000-1Yr	A -	N	4.50%		2.00%	B	\$155,290	\$155,290	6 Yrs/ 7-6-5-4-3-2-0	\$5K	85	No	A85**	Y*	No	Y-A**	Y**	Y**
Union Central Life/ SPDA2000-6Yr	A -	N	3.15%		2.00%	C/ 6 Yrs	\$136,360	\$136,360	6 Yrs/ 7-6-5-4-3-2-0	\$5K	85	No	A85**	Y*	No	Y-A**	Y**	Y**
* United Heritage Mutual/ Eagle-8	A -	N	3.50%	1.00%	1.50%	P	\$142,461	\$142,461	10 Yrs/ 8-8-8-7-6-5-4-3-2-1-0	\$8K	90	No	None	Y*	No	Y-A	Y**	Y**
United Heritage Mutual/Sec Value 5	A -	N	3.50%		1.50%	C/ 5 Yrs	\$141,050	\$141,050	5 Yrs/ 7-7-6-5-4-0	\$5K	85	No	None	Y*	No	Y-A	Y**	Y**
United Investors Life/ Century I+	A+g	N	3.50%		3.50%	P	\$141,050	\$141,050	8 Yrs/ 8-7-6-5-4-3-2-1-0	**	80	No	None	No	Y	Y-A	No	Y**
* United of Omaha/ Ultra Annuity 1 Yr	A g	N	3.20%	1.00%	2.00%	P	\$138,390	\$138,390	6 Yrs/ 7-7-7-6-4-2-0	\$5K	89	No	95	Y*	Y-1/2 Yr	Y-O**	Y**	Y**
United of Omaha/ Ultra Annuity 3 Yr	A g	N	N/A		2.00%	P	N/A	N/A	6 Yrs/ 7-7-7-6-4-2-0 (* =.35% for 3 Yrs)	\$5K	89	No	95	Y*	No	Y-O**	Y**	Y**
USAA Life Ins. Co./ Ext'd Guar- 2 Yr	A ++g	Y	N/A		2.00%	C/ 2 Yrs	N/A	N/A	2 Yrs/ 8-8-0	\$50K	100	No	100	Y*	No	Y-A	No	Y**
USAA Life Ins. Co./ Ext'd Guar- 5 Yr	A ++g	Y	3.01%		2.00%	C/ 5 Yrs	\$134,521	\$134,521	5 Yrs/ 8-8-7-6-5-2-0	\$20K	100	No	100	Y*	No	Y-A	No	Y**
USAA Life Ins. Co./ Ext'd Guar- 10 Yr	A ++g	Y	3.70%		2.00%	C/ 10 Yrs	\$143,800	\$143,800	10 Yrs/ 8-8-7-6-5-2-4-3-2-1-1-0	\$20K	100	No	100	Y*	No	Y-A	No	Y**
* USAA Life Ins. Co./ Per'l Pension	A ++g	Y	5.60%	+	2.00%	P	\$174,160	N/S	N/S= None Surrenderable (+1% Prem Bonus)	\$5K	85	No	100	No	Y**	No	No	Y**
* USAA Life Ins. Co./ SPA II	A ++g	Y	4.25%	+	2.00%	P	\$153,130	\$148,427	10 Yrs/ 9-9-8-7-6-5-4-3-2-1-0	\$10K	100	No	100	Y*	No	Y-A	No	Y**
VALIC/ Portfolio Director	A ++g	Y	4.00%		3.00%	B	\$148,020	\$146,540	5 Yrs Rolling 5%	\$1K	None	No	None	Y**	Y-\$1K	Y**	No	Y**
VALIC/ V-Plan	A ++g	Y	4.50%		4.50%	B	\$155,290	\$153,737	5 Yrs Rolling 5%	\$1K	None	No	None	Y**	Y-\$1K	Y**	No	Y**
* Western United/DiscoverMaxVoygr.	NR-5	N	4.00%	3.00%	3.00%	B	\$152,461	\$152,461	6 Yrs/ 8-8-7-6-5-4-0 (Bailout@3%)	\$5K	100	Y	100	Y**	No	Y-A	Y**	Y**
William Penn Life of NY/ SPDA-1Yr	A ++g	N	3.50%		1.50%	P	\$141,050	\$141,050	7 Yrs/ 7-6-5-4-3-2-1-0	\$2K	80	No	85	Y*	Y**	Y**	No	Y**
Woodmen of the World Life/Basic	A +	N	3.75%		3.00%	P	\$144,486	\$144,486	9 Yrs/ 7-7-7-6-5-4-3-2-1-0	\$5K	85	No	None	Y**	No	Y**	Y**	No

Notes: 1. N/A = Program is not available to new purchasers. 2. Due to the numerous and ongoing refilings of Guaranteed Interest Rates, Comparative Annuity Reports cannot guarantee the accuracy of listed rates.

* Jefferson Pilot Life/ Pilot Gold 7 MVA	A ++g	Y	3.60%	1.00%	3.00%	C/ 7 Yrs	\$143,844	\$143,844	7 Yrs + MVA/ 8-8-6-5-4-3-0	\$5K	85	No	None	Y*	Y	Y-O	Y**	Y**
* AIG Annuity Life Ins Co SRA- 9 Yr	A ++g	Y	3.60%		3.00%	C/ 9 Yrs	\$142,420	\$142,420	7 Yrs/ 7-6-5-4-3-2-1-0+MVA Yrs 1-9	\$5K	Q70N85	No	95	Y**	No	Y-O	No	Y**
* Jackson Nat'l Life/ Target 9 Yr	A+g	N	3.55%	3.00%	3.00%	C/ 9 Yrs	\$145,992	\$145,992	9 Yrs/ 7-7-6-5-4-3-2-1-0	\$10K	85	No	85	Y*	Y-\$2K+	Y-A	Y**	Y**
* Fort Dearborn Life/WealthFortifier5Yr	A g	N	3.55%	1.00%	3.00%	C/ 5 Yrs	\$143,157	\$143,157	5 Yrs/8-8-7-6-5-0 (30 day period)	\$1K	85	No	95	Y*	No	Y-A/O	Y**	Y**
* Thrivent Fin'l for Lutherans/Security I+	A ++g	N	3.55%	1.00%	2.50%	B	\$143,157	\$143,157	9 Yrs/ 7-7-7-6-5-4-3-2-1	\$5K	99	No	99	Y*	No	Y**	Y**	Y**
* Thrivent Fin'l for Lutherans/Security I	A ++g	N	3.55%		2.50%	B	\$141,740	\$141,740	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	99	No	99	Y*	No	Y**	Y**	Y**
* Midland National Life/ Guar +6Yr	A +	N	3.50%		3.00%	C/ 6 Yrs	\$146,600	\$146,600	6 Yrs/+MVA 10-10-10-10-10-9-0	\$1K	90	No	None	Y**	Y	Y-A/O**	Y**	Y**
* Jackson Nat'l Life/ Bonus Max-1	A+g	N	3.50%	3.75%	2.00%	B	\$146,339	\$146,339	10 Yrs/+MVA/9-8-7-6-5-0	\$5-10K	A85/O100	No	85	Y*	No	Y-A	No	Y**
* Reliance Standard/ Apollo - MVA	A -g	N	3.50%	1.50%	3.00%	P	\$143,166	\$143,166	7 Yrs + MVA/ 9-8-7-6-5-4-2-0	\$5K	85	No	A85**	Y*	No	Y-A	Y**	Y**
* Reliance Standard/ Apollo - SP	A -g	N	3.50%	1.50%	3.00%	P	\$143,166	\$143,166	7 Yrs/ 9-8-7-6-5-4-2-0	\$5K	99	No	A85**	Y*	No	Y-A	Y**	Y**
* Aviva Life/ Portfolio Secure	A g	N	3.50%	1.00%	3.00%	P	\$142,813	\$142,813	7 Yrs/ 6-6-5-4-3-2-1-0	\$10K	85A	No	None	Y**	Y	Y-A	Y**	Y**
* American United/ Accum Annuity II +	A g	N	3.50%	1.00%	2.00%	B	\$142,461	\$142,461	7 Yrs/ 8-8-7-6-5-4-2-0	\$5K	Q69/N89	No	None	Y**	No	Y-O	No	Y**
* Ameritus Variable/ Advantage MVA	A	Y	3.50%	1.00%	3.00%	B	\$142,461	\$142,461	6 Yrs/+MVA 9-8-7-6-5-4-0	\$50K	85	No	95	Y*	Y-.25K	Y-A	No	No
* Equitable Life Assur/GuarGrowth 1Yr	A+g	N	3.50%	+	3.00%	C/ 1 Yr	\$142,461	\$142,461	5 Yrs/ 9-8-7-6-5-0(+= 1.00% 1st Yr add)	\$5K	83	No	90	Y**	No	Y-A	Y**	Y**
* Hartford Life/ Saver+ 6 Years	A +	N	3.50%	1.00%	3.00%	C/ 6 Yrs	\$142,461	\$142,461	7 Yrs + MVA/ 7-6-5-4-3-2-1-0	\$5K	85	No	90	Y**	No	Y-A	Y**	Y**
* United Heritage Mutual/ Eagle-8	A -	N	3.50%	1.00%	1.50%	P	\$142,461	\$142,461	10 Yrs/ 8-8-8-7-6-5-4-3-2-1-0	\$8K	90	No	None	Y*	No	Y-A	Y**	Y**
* Integrity Life/ Momentum Advtge 4Yr	A+g	Y	3.50%	0.75%	1.50%	C/ 4 Yrs	\$142,108	\$142,108	4 Yrs/ 8-8-7-7-0+MVA	\$20K	Q70.5/N86	No	None	Y**	No	Y**	Y**	Y**
* Catholic Knights/ Knight Elite V	NR-5	N	3.50%		1.50%	C/ 5 Yrs	\$141,060	\$141,060	5 Yrs/ 8-7-6-4-2-0	\$100K	90	No	None	Y**	No	Y-A/O	No	Y**
* Allianz Life NA/ Dominator- 10 Yr	A+g	N	3.50%		3.00%	B	\$141,050	\$141,050	10Yrs/10-9-8-7-6-5-4-3-2-1-0(30 day window)	\$20K	85	No	**	Y*	No	**	Y**	Y**
* Ameritus Variable/ Advantage +	A	Y	3.50%		3.00%	B	\$141,050	\$141,050	6 Yrs/ 9-8-7-6-5-4-0	\$50K	85	No	95	Y*	No	Y-A	Y**	Y**
* AMEX/ Access Advantage	A	N	3.50%		3.00%	B	\$141,050	\$141,050	10 Yrs/ 10-9-8-7-6-5-4-3-2-2-0	\$2K	Q69/N90	No	**	Y**	No	Y**	Y**	Y**
* Consec Annuity Assur./ Tru Level 6	B ++g	N	3.50%		3.00%	C/ 6 Yrs	\$141,050	\$141,050	7 Yrs + MVA/ 8-7-6-5-4-3-0	\$25K	85	No	95	Y*	No	Y-A/O	No	Y**
* Golden Rule/ Foundation	A	N	3.50%		3.00%	B	\$141,050	\$141,050	9 Yrs/ 8-8-8-7-6-5-3-2-0	\$10K	A85/O100	No	85	Y*	No	Y-A	No	Y**
* Jackson Nat'l Life/ Super Max	A+g	N	3.50%		2.00%	B	\$141,050	\$141,050	9 Yrs/ 9-8-7-6-5-4-3-2-1-0	\$5K	A85/O100	No	85	Y*C	Y-1st Yr	Y-A	Y**	Y**
* Mutual of America Life Ins. Co./IRA	A +	N	3.50%		3.00%	P	\$141,050	\$141,050	None	\$.2K	None	Y	None	Y	Y-\$.2K	Y	Y	Y
* Security Mutual Life/ SPA2000-1yr	A	N	3.50%		3.00%	P	\$141,050	\$141,050	7 Yrs/ 7-7-7-6-5-4-3-0	\$5K	85	No	90	Y*	No	Y-A	No	Y**
* Security Mutual Life/ SPA2000-3yr	A	N	3.50%		3.00%	C/ 3 Yrs	\$141,050	\$141,050	7 Yrs/ 7-7-7-6-5-4-3-0	\$5K	85	No	90	Y*	No	Y-A	No	Y**
* Security Mutual Life/ SP-I Yr	A	N	3.50%		3.00%	B	\$141,050	\$141,050	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	80	No	90	Y**	No	Y-A	No	Y**
* Security Mutual Life/ SP-III Yr	A	N	3.50%		3.00%	B	\$141,050	\$141,050	7 Yrs/ 7-6-5-4-3-2-1-0	\$5K	80	No	90	Y**	No	Y-A	No	Y**
* United Heritage Mutual/Sec Value 5	A -	N	3.50%		1.50%	C/ 5 Yrs	\$141,050	\$141,050	5 Yrs/ 7-7-6-5-4-0	\$5K	85	No	None	Y*	No	Y-A	Y**	Y**
* United Investors Life/ Century I+	A+g	N	3.50%		3.50%	P	\$141,050	\$141,050	8 Yrs/ 8-7-6-5-4-3-2-1-0	**	80	No	None	No	Y	Y-A	No	Y**
* William Penn Life of NY/ SPDA-1Yr	A ++g	N	3.50%		1.50%	P	\$141,050	\$141,050	7 Yrs/ 7-6-5-4-3-2-1-0	\$2K	80	No	85	Y*	Y**	Y**	No	Y**
* Lincoln Benefit/ Tactician+8 Yr MYG	A+r	N	3.45%	2.50%	3.00%	C/ 8 Yrs	\$143,879	\$143,879	8 Yrs/ 8-8-8-7-6-5-4-3-0	\$5K	90	No	99	Y**	Y-\$1K+	Y-O	Y**	No
* MONY Life Ins Co/ Fixed Annuity 7Yr	A+g	N	3.45%	1.00%	3.00%	C/ 7Yrs	\$141,773	\$141,773	7 Yrs 7-6-5-4-3-2-1+MVA	\$2K	85	No	95**	Y**	Y-\$2K+	Y-A**	No	No

Notes: 1. N/A = Program is not available to new purchasers. 2. Due to the numerous and ongoing refills of Guaranteed Interest Rates, Comparative Annuity Reports cannot guarantee the accuracy of listed rates.

Comparison of Single Premium Immediate Annuity (SPIA) Programs

Single Premium Immediate Annuity (SPIA)...What is its Purpose and Value? **SPIAs are designed for people who need a guaranteed income on a regular basis.** See our Annuity Overview and Trend Reports SPIA notes for more details regarding their purchase, and clarification of pertinent evaluation procedures to achieve maximum return (income) on SPIA purchase price.

SPIA Factors Male and Female, Age 70 Life and 10 Years Certain on September 1, 2004

SPIA Factors Male and Female, Age 75 Life and 10 Years Certain on September 1, 2004

Rank	Company/Program	Male Factor	Rank	Company/Program	Female Factor
1	USAA Life Insurance Company	7.46	1	USAA Life Insurance Company	6.98
2	Farm Bureau Life of Michigan	7.40	2	AXA/Equitable Life Assurance Co	6.86
3	Farm Bureau Life Ins Co	7.37	3	Farm Bureau Life of Michigan	6.80
4	AXA/Equitable Life Assurance Co	7.23	4	Horace Mann Life Ins Co	6.80
5	Penn Mutual Life	7.23	5	United of Omaha Life Ins Co	6.78
6	United of Omaha Life Ins Co	7.21	6	Integrity Life Insurance	6.76
7	Western United Life Assur	7.21	7	Western United Life Assur	6.76
8	Minnesota Life Ins Co	7.18	8	Kansas City Life Ins Co	6.67
9	Fidelity & Guaranty Life	7.15	9	Lincoln Benefit Life Company	6.67
10	Integrity Life Insurance	7.14	10	Sunset Life Ins Co of America	6.67
11	Kansas City Life Ins Co	7.13	11	First Colony Life Ins. Co.	6.66
12	Sunset Life Ins Co of America	7.13	12	GE Capital Assurance	6.66
13	Presidential Life Ins Co	7.12	13	Presidential Life Ins Co	6.66
14	First Colony Life Ins. Co.	7.10	14	Fidelity & Guaranty Life	6.65
15	GE Capital Assurance	7.10	15	National Integrity Life	6.65
16	Catholic Knights Insurance	7.09	16	Catholic Knights Insurance	6.63
17	MONY Life Ins Co	7.07	17	MONY Life Ins Co	6.63
18	John Hancock Life	7.05	18	Physicians Life Ins Co	6.63
19	Lincoln Benefit Life Company	7.05	19	John Hancock Life	6.59
20	National Integrity Life	7.03	20	Penn Mutual Life	6.58
21	Life Ins Co of the Southwest	7.01	21	Minnesota Life Ins Co	6.57
22	Sentry Life Insurance Co	7.00	22	American National Ins Co	6.54
23	American National Ins Co	6.98	23	EMC National Life Co	6.51
24	EMC National Life Co	6.94	24	AIG American General Life Ins Co	6.50
25	United Heritage Mutual Life	6.93	25	Sentry Life Insurance Co	6.50
26	Peoples Benefit Life (Aegon)	6.92	26	Allianz Life Ins Co of N.A.	6.48
27	Physicians Life Ins Co	6.91	27	Peoples Benefit Life (Aegon)	6.48
28	AMEX Life	6.89	28	Great American Life Ins Co	6.47
29	AIG American General Life Ins Co	6.87	29	AMEX Life	6.45
30	Thrivent Fincl for Lutherans	6.87	30	Thrivent Fincl for Lutherans	6.44
31	Jackson National Life Ins Co	6.85	31	Transamerica Life & Annuity	6.44
32	Woodmen of the World Life	6.85	32	Farm Bureau Life Ins Co	6.43
33	Allianz Life Ins Co of N.A.	6.84	33	Jackson National Life Ins Co	6.43
34	Horace Mann Life Ins Co	6.80	34	Principal Life	6.43
35	Transamerica Life & Annuity	6.80	35	Woodmen of the World Life	6.43
36	Great American Life Ins Co	6.78	36	Life Ins Co of the Southwest	6.42
37	Jefferson Pilot Life Ins Co	6.76	37	National Life Ins of Vermont	6.39
38	National Life Ins of Vermont	6.76	38	United Heritage Mutual Life	6.39
39	Principal Life	6.75	39	Teachers Ins & Anty of America	6.37
40	Golden Rule Insurance Co	6.72	40	Hartford Life Ins Co	6.35

Rank	Company/Program	Male Factor	Rank	Company/Program	Female Factor
1	Farm Bureau Life of Michigan	8.20	1	Farm Bureau Life Ins Co	7.77
2	Farm Bureau Life Ins Co	8.15	2	Horace Mann Life Ins Co	7.67
3	USAA Life Insurance Company	8.13	3	Western United Life Assur	7.65
4	Western United Life Assur	8.04	4	Farm Bureau Life of Michigan	7.64
5	Minnesota Life Ins Co	7.98	5	USAA Life Insurance Company	7.63
6	Penn Mutual Life	7.94	6	AXA/Equitable Life Assurance Co	7.55
7	Catholic Knights Insurance	7.91	7	Integrity Life Insurance	7.52
8	Fidelity & Guaranty Life	7.89	8	Minnesota Life Ins Co	7.52
9	Kansas City Life Ins Co	7.89	9	Catholic Knights Insurance	7.50
10	Sunset Life Ins Co of America	7.89	10	Kansas City Life Ins Co	7.47
11	AXA/Equitable Life Assurance Co	7.87	11	Sunset Life Ins Co of America	7.47
12	Presidential Life Ins Co	7.87	12	United of Omaha Life Ins Co	7.46
13	First Colony Life Ins. Co.	7.86	13	MONY Life Ins Co	7.45
14	GE Capital Assurance	7.86	14	Fidelity & Guaranty Life	7.44
15	Integrity Life Insurance	7.86	15	Presidential Life Ins Co	7.42
16	MONY Life Ins Co	7.83	16	First Colony Life Ins. Co.	7.40
17	Sentry Life Insurance Co	7.83	17	GE Capital Assurance	7.40
18	United of Omaha Life Ins Co	7.83	18	American National Ins Co	7.39
19	United Heritage Mutual Life	7.79	19	Lincoln Benefit Life Company	7.39
20	American National Ins Co	7.77	20	Sentry Life Insurance Co	7.39
21	Physicians Life Ins Co	7.77	21	AIG American General Life Ins Co	7.36
22	EMC National Life Co	7.75	22	EMC National Life Co	7.36
23	Life Ins Co of the Southwest	7.75	23	Physicians Life Ins Co	7.35
24	Lincoln Benefit Life Company	7.73	24	Penn Mutual Life	7.34
25	John Hancock Life	7.72	25	United Heritage Mutual Life	7.31
26	National Integrity Life	7.70	26	AMEX Life	7.29
27	AMEX Life	7.69	27	John Hancock Life	7.29
28	AIG American General Life Ins Co	7.68	28	Thrivent Fincl for Lutherans	7.26
29	Horace Mann Life Ins Co	7.67	29	Keypart Life (Sun-Canada) Ins Co	7.25
30	Thrivent Fincl for Lutherans	7.65	30	Woodmen of the World Life	7.25
31	Woodmen of the World Life	7.63	31	Allianz Life Ins Co of N.A.	7.21
32	Golden Rule Insurance Co	7.57	32	Life Ins Co of the Southwest	7.20
33	Peoples Benefit Life (Aegon)	7.57	33	Golden Rule Insurance Co	7.17
34	Security Benefit Life Ins Co	7.50	34	Teachers Ins & Anty of America	7.16
35	Jefferson Pilot Life Ins Co	7.49	35	Principal Life	7.14
36	Transamerica Life & Annuity	7.49	36	Transamerica Life & Annuity	7.14
37	Allianz Life Ins Co of N.A.	7.48	37	Peoples Benefit Life (Aegon)	7.13
38	Keypart Life (Sun-Canada) Ins Co	7.47	38	Jefferson Pilot Life Ins Co	7.11
39	Security Mutual Life of NY	7.47	39	Great American Life Ins Co	7.10
40	Jackson National Life Ins Co	7.43	40	National Life Ins of Vermont	7.09

Notes of Explanation on Flexible Premium Deferred Annuity (FPDA) and Single Premium Deferred Annuity (SPDA) Studies

***** Indicates program has a **1st year only Bonus Rate** added to the Base Rate. The **Base Rate** is the true projected rate of interest to be applied in **years 2-20** for the **Flexible Premium Deferred Annuity (FPDA)** and **years 2-10** for the **Single Premium Deferred Annuity (SPDA)** programs. Any first year bonus program should be examined carefully to determine what value (if any) it provides to the consumer, i.e., the Base Rate is far more important in determining a program's ultimate value.

****** **Projected Account and Cash Values for Flexible Premium Deferred Annuity (FPDA)** are based on a **\$200 per month deposit** (12 per year) for **20 years**; and for **Single Premium Deferred Annuity (SPDA)** programs projected values are based on a **one-time deposit of \$100,000** held for **10 years**. **Note**, all values quoted are computed using the plan's **current base interest rate** for the above deposit amounts. Please note, all total dollar amounts **do include** any accrueable **year one bonus** amounts. By way of explanation the **Projected Account Value** is the amount available **only for use on a payout (retirement) option with that company**. The **Projected Cash Value** is the amount payable to the annuity holder **in cash or for transfer (rollover) to another annuity or if qualified funds to a mutual fund company**. (See **** Added Note** at bottom of next column).

VR Column: VR=Verification of Rating; i.e., the purpose of this column is to indicate whether the AM Best's Rating **is/is not** supported by another financial rating agency (Standard & Poors; Moody's; Fitch (formerly Duff & Phelps); or Weiss Research).

The Letter **Y= "Yes" rating verified at same or higher level**. **N= "No"**, the AM Best rating **not verified** at same level by another rating agency.

Cr Method/Yr(s) Base Int Rate Guar = Crediting Method utilized on a given annuity program/and the number of years that Base Rate is Guaranteed in the annuity contract. Please note, **with the exception of Certificate/CD type annuity programs**, there is **normally only a one year guarantee on an annuity's interest rate**; therefore, **only Certificate/CD Annuity (C) programs will display the number of years the Base Interest Rate is guaranteed**.

B=Banded or Blended Method crediting i.e., interest credited depending on the time of the deposit—to illustrate rate quoted on new money (new deposits) is not necessarily credited to money already on deposit for more than one year ("old money").

P=Portfolio method of crediting, i.e., all funds whether new deposits or those previously deposited earn the same interest rate.

C=Certificate or CD Type Annuity, i.e., the **Certificate or CD type annuity is a recently developed special class of fixed annuity**. The "CD" type annuity warrants its **special crediting classification as the time period of its Base Interest Rate is guaranteed for a specified number of years (3-5-6-7 yrs., etc.)**; and by contract the **Base Interest Rate cannot change either up or down during this time frame**. Surrender charge percentage rate will vary from carrier to carrier, but will match in years the guarantee period (3-5-6-7 yrs., etc.). At end of guarantee period annuitant will normally have a 30-day period to either withdraw or rollover funds with no penalty—if no action taken, during the 30-day window, funds will automatically renew for same period of years as previous contract **at a new guaranteed Base Interest Rate** (including restarting same penalty schedule).

Editor's Note: Each crediting method has its own potential advantages or disadvantages; however, the portfolio and certificate/CD types are clearly easier to understand. **The CD annuity also provides, by contract, a known Base Interest Rate for a specified number of years**.

Surrender Charge Schedule Modifier Definitions:

MVA: **MVA=Market Value Adjustment** can impact surrender charges by either increasing or decreasing them depending on movement of interest rates after annuity purchase date. (MVA charges not normally applicable if funds held to end of surrender charge period.)

Rolling (R): **Rolling or R= A Rolling Surrender charge** on annuity deposits means **each deposit** has a surrender charge schedule applied to it...as opposed to the normal procedure of establishing the penalty schedule **on the start date of the annuity contract** and all surrender charges ceasing in "X" amount of years regardless of the date of subsequent deposits.

RP: **RP=Return of Premium**; i.e., in lieu of actual surrender charge your funds are returned to you without interest.

**** Added Note: Projected Account and Cash Values** in our studies are based on amounts listed (\$200 per month FPDA/ \$100,000 single deposit to SPDA); carriers in some cases will pay a higher or lower rate depending on size of deposit or account balance.

Notes of Explanation on Additional Annuity Contract Provisions

FPDA Notes of Explanation

** See SPDA important note, regarding use of these symbols.

Minimum Premium per \$K = Minimum Premium per Thousand Dollars carrier will accept to issue the contract on a Non-Qualified annuity: Unlike SPDA carriers will deviate from this amount for **Qualified Funds (IRA, 401K, 403 (b), etc.)**. If >>> appear in this column it means the next column governs the minimum premium regardless of the source funds.

Min' \$ Amount EFT or Payroll Deduction = Minimum Dollar amount carrier will accept via Electronic Funds Transfer or Payroll Deduction. The amount mentioned in most instances is less than the Minimum Premium per \$K and is so listed. If the amount is followed by letter "Q" it signifies only Qualified funds accepted in this lower amount. When <<< appears in the column the EFT/Payroll deduction amount is identical to the amount given in the "Minimum Premium per \$K" column.

Bail Out Prov'n = Bail Out Provision: See SPDA notes on Bail Out Provision (explanation identical).

Max' Antz'n Age = Maximum Annuity Age: See SPDA notes on this subject (identical explanation). Note: please remember many FPDA contracts are on Qualified money (IRA, 401K, 403 (b), etc.) and these programs have Required Minimum Distribution (RMD) provisions which must begin at attainment of age 70.5.

Free Out Avail' = Free Out of a portion of Funds Available while Surrender Charge Schedule is in effect: Again, see SPDA notes for identical explanation of this annuity contract provision.

Charges Waived at Death /Nursing Home Waiver /Annuity Waiver: Consult SPDA explanations of these features as they are all identical for FPDA annuity programs.

SPECIAL NOTE APPLICABLE TO BOTH FPDA AND SPDA PROGRAMS: A symbol of "+" in any column indicates data not available from carrier at time of study's publication.

SPDA Notes of Explanation

**** Important Note: The use of ** in any column indicates carrier utilizes multiple criteria relative to this item and thus carrier must be contacted for specifics.**

Min' Prem' \$K = Minimum Premium Dollars (per thousand): i.e., \$5K means \$5,000 is the minimum amount carrier will accept to issue the annuity contract. Note if two amounts are listed (\$2-10K) it indicates the carrier will either: accept a lower amount for a qualified plan such as an IRA (regular or Roth); **or** carrier will credit a higher interest rate if premium amount equals or exceeds the higher listed amount.

Max' Issue Age = Maximum Attained Age the carrier will accept for issue of annuity contract. Please note the variances in age for specific categories. The modifiers are as follows: "A" = annuitant; "O" = Owner; "Q" = Qualified Annuity i.e., IRA, 401K, 403(b), etc.; "N" = Non-Qualified (funds from CD's sale of home or other property, etc.). If an age is listed **with no modifier it indicates all contracts use this age without exception.**

Bail Out Prov'n = Bail Out Provision. A few annuity contracts permit the annuity purchaser to withdraw their funds from the annuity without penalty ("Bail Out"), should the interest rate, at time of purchase, drop by a contractually specified amount before Surrender Charge Schedule has run its course. It should be noted, as a general rule annuity programs with a Bail Out Provision offer a lower starting interest rate...one could conclude there are very few annuity contracts with Bail Out Provisions because the lower interest rate lacks market appeal.

Max'Antz'n Age = Maximum Annuity Age is the latest attained age the owner or annuitant can annuitize the amount accumulated in the contract i.e., receive a guaranteed payout from the carrier for life or a specified period of time. Failure to annuitize before the maximum age specified in the contract could result in the annuity holder's income stream ceasing before death. The modifiers are identical to those found under **Maximum Issue Age**. Again, if no modifier to age listed, all forms of contracts use this age for that carrier.

Free Out Avail': Free Out Available while surrender charge schedule is in effect. To illustrate, Company "A" has a surrender

charge schedule that lasts 8 years. The annuitant/owner, in spite of the 8 year penalty period, may withdraw a specified amount each year without incurring a penalty. **The most frequent Free Out provision is 10% of account value each year after contract is in effect for one year.** A "Y**" in this column means 10% Free Out each year. A "Y***" mean there is a Free Out, but it differs from the 10% and annuitant/owner should contact carrier for specifics of its Free Out provision. "No" means contract has no Free Out provision.

Accepts Added Premium: A "Y" in this column means "Yes" carrier will accept additional premium into the account after contact is issued. As this is by definition a **Single Premium Deferred Annuity** most carriers do not accept additional funds hence the preponderance of "No's". A "Y" means no restriction on adding funds and "Y's" with modifiers are self explanatory.

Charges Waived at Death: Surrender charges in early years of contract are waived upon death of Owner "O" or Annuitant "A" as specified in contract. "No" of course means carrier does not waive surrender charges in event of death prior to annuity's surrender charges expiring. A "Y-O" = yes if owner dies; a "Y-A" = yes if annuitant dies; a "Y-A/O" refers to yes upon death of either annuitant or owner; and finally a "Y***" means carrier permits some form of withdrawal but carrier must be contacted for specifics.

Nursing Home Waiver: Again surrender charges can be waived if nursing home care is required prior to surrender charge schedule expiring. Because of the many variations on the waiver we indicated either "No" waiver or "Y***" which indicates "Yes", but carrier must be contacted to verify extent of its waiver.

Annuity Waiver: Refers to whether annuity carrier will waive surrender charges prior to their expiration if contract is annuitized for payout by owner/annuitant. A majority of carriers will agree to this scenario; however, as there are many variations of acceptability, all carriers who waive surrender charges are listed as "Y***" i.e., "Yes" there is waiver, however, carrier must be contacted for their waiver specifications. "No" indicates carrier will not waive penalties.