

# Mutual of Omaha Individual Annuities

## Annuity Portfolio and Certification Course



# Annuity Overview

These are consumer's main retirement objectives:

- Maintain their current lifestyle at retirement, and
- Provide for adequate health care

# Annuity Overview

The importance of retirement planning has escalated in recent years due to concerns of:

- Potential inadequacy of Social Security benefits
- The demise of traditional employer-provided pensions

## Annuity Overview

Now, more than ever, people are aware of the need to plan for a financially secure retirement.

They recognize that they will have to rely primarily on company pensions, personal savings and investments for retirement.

# Annuity Overview

Annuities are one of the best ways to accumulate money for retirement and provide guaranteed income after retirement.

Annuities are specifically designed for two important retirement planning aspects:

1. Maximum accumulation of funds before retirement
2. A reliable source of income after retirement

# Annuity Overview

Fixed annuities offer your clients these important benefits:

- Lifetime income
- Security of principal
- Tax-deferred accumulation
- Consistent investment return
- Sound investment management
- Flexible features of distribution and accumulation
- Low risk

# Annuity Overview

Annuities can be a valuable tool in helping your clients succeed in achieving their retirement planning goals.

# Mutual of Omaha's Annuity Products\*

\* Underwritten by United of Omaha Life  
Insurance Company

Accumulation Annuities	Payout Annuities
Ultra Advantage <sup>SM</sup> FIA	Ultra Income
Ultra-Premier <sup>SM</sup> Annuity	Income Access
Ultra-Secure <sup>®</sup> Plus	Deferred Income Protector <sup>SM</sup>
Bonus Flexible Annuity	

# Accumulation Annuities

Ultra Advantage<sup>SM</sup> FIA, Ultra-Premier<sup>SM</sup> Annuity,  
Ultra-Secure<sup>®</sup> Plus, and Bonus Flexible Annuity



> Ultra Advantage<sup>SM</sup> FIA

## Ultra Advantage<sup>SM</sup> FIA

Ultra Advantage<sup>SM</sup> FIA is a single premium deferred annuity (SPDA). It is considered a fixed indexed annuity, or FIA.

It is designed for long-term tax-deferred growth that can be used to accumulate both tax-qualified and nonqualified funds and offers interest crediting rates tied to a market index.

## Ultra Advantage<sup>SM</sup> FIA

Ultra Advantage<sup>SM</sup> FIA is focused on accumulating funds for retirement. Guaranteed withdrawal benefits are not provided.

Being a “fixed” annuity means its value is protected from potential negative downturns in the market. This differentiates an FIA from a variable annuity or a registered index linked annuity (RILA) which can have negative returns.

# Ultra Advantage<sup>SM</sup> FIA

Ultra Advantage<sup>SM</sup> FIA provides opportunity to participate in equity market returns without risk of loss

- Crediting options include market indexes tied to market indexes
- However, minimum guaranteed crediting rate for each index is 0%
- Potential to earn a higher return than a traditional fixed deferred annuity in exchange for some return volatility

In addition, Ultra Advantage<sup>SM</sup> FIA provides a fixed account option that provides a fully guaranteed crediting option

- Client can allocate funds between the fixed account and the stock market indexes based on their personal risk tolerance

# Ultra Advantage<sup>SM</sup> FIA – Index Crediting Options

Ultra Advantage<sup>SM</sup> FIA offers 5 index crediting strategies.

1. S&P 500<sup>®</sup> One-Year 100% Participation<sup>1</sup>
2. S&P 500<sup>®</sup> 100% Participation with Guaranteed Cap<sup>1</sup>
3. S&P 500<sup>®</sup> One-Year Uncapped<sup>1</sup>
4. S&P 500<sup>®</sup> One-Year Performance Trigger<sup>1</sup>
5. BoA U.S. Agility Index: One-Year Uncapped<sup>2</sup>

All index crediting strategies use an annual point-to-point crediting methodology

- Crediting rate is determined by comparing the index value when the index crediting segment was created to the index value one year later.

1 – See disclaimer on next slide

2 – See disclaimer on next slide

# Ultra Advantage<sup>SM</sup> FIA – Index Disclaimers

1 – The S&P 500<sup>®</sup> Index is a product of S&P Dow Jones Indices LLC or its affiliates (“SPDJI”) and has been licensed for use by United of Omaha Life Insurance Company. Standard & Poor’s<sup>®</sup> and S&P<sup>®</sup> are registered trademarks of Standard & Poor’s Financial Services LLC (“S&P”); Dow Jones<sup>®</sup> is a registered trademark of Dow Jones Trademark Holdings LLC (“Dow Jones”); and these trademarks have been licensed for use by SPDJI and sublicensed for certain purposes by United of Omaha Life Insurance Company. United of Omaha Life Insurance Company’s fixed indexed annuity product(s) is not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, their respective affiliates, and none of such parties make any representation regarding the advisability of investing in such product(s) nor do they have any liability for any errors, omissions, or interruptions of the S&P 500<sup>®</sup> Index.

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# Ultra Advantage<sup>SM</sup> FIA – Index Crediting Parameters

Amounts allocated to an index crediting strategy will receive the index return as the crediting rate subject to these parameters:

- Participation rate
  - Percentage of the index return applied to the crediting rate
- Cap rate
  - The maximum index return applied to the crediting rate
- Trigger rate
  - The crediting rate to be applied if the index return is positive
- Floor rate
  - The minimum crediting rate for the index crediting strategy
  - The floor rate is 0% for all index crediting strategies, guaranteeing the crediting rate will never be negative

# Ultra Advantage<sup>SM</sup> FIA – Index Crediting Options

## S&P 500<sup>®</sup> One-Year 100% Participation<sup>1</sup> strategy

- Declared cap rate guaranteed for one year
- Participation rate guaranteed to be 100%
- Guaranteed minimum on renewal cap rates is 1%

## S&P 500<sup>®</sup> 100% Participation with Guaranteed Cap<sup>1</sup> strategy

- Declared cap rate guaranteed for the entire surrender charge period
- Participation rate guaranteed to be 100%
- Guaranteed minimum on renewal cap rates beyond the surrender charge period is 1%
- Available for new money only – no transfers in allowed

## S&P 500<sup>®</sup> One-Year Uncapped<sup>1</sup> strategy

- Declared participation rate guaranteed for one year
- Guaranteed minimum on renewal participation rates is 10%

# Ultra Advantage<sup>SM</sup> FIA – Index Crediting Options

## S&P 500<sup>®</sup> One-Year Performance Trigger<sup>1</sup> strategy

- Credits the trigger rate if the S&P 500 return is positive
- Declared trigger rate guaranteed for one year
- Guaranteed minimum on renewal trigger rates is 1%

## BoA US Agility Index: One-Year Uncapped<sup>2</sup> strategy

- Volatility control index, uncapped
- Declared participation rate guaranteed for one year
- Guaranteed minimum on renewal participation rates is 25%

# Ultra Advantage<sup>SM</sup> FIA – Index Crediting Examples

Assume the S&P 500<sup>®</sup> index value at the beginning of the annual point-to-point index crediting segment is 5,000. The table below shows the various interest crediting rates that would result from various index return values and index crediting strategies.

Index Value	Index return	Crediting Rate		
		100% Par 8% Cap	50% Par Uncapped	100% Par 5% Trigger
6,000	20.00%	8.00%	10.00%	5.00%
5,500	10.00%	8.00%	5.00%	5.00%
5,250	5.00%	5.00%	2.50%	5.00%
5,001	0.02%	0.02%	0.01%	5.00%
4,900	-2.00%	0.00%	0.00%	0.00%

# Ultra Advantage<sup>SM</sup> FIA

## Issue ages:

- 5-year: 0-85
- 7-year: 0-85
- 10-year: 0-80

## Premiums:

- \$10,000 is the minimum purchase amount
- \$3 million is the maximum purchase amount. Higher amounts are possible but require home office approval.
- Policy additions are allowed within the first policy year only, with a minimum amount of \$500 per addition.

# Ultra Advantage<sup>SM</sup> FIA – Surrender Charges

## Surrender Charges

5-Year	Year 1	Year 2	Year 3	Year 4	Year 5
Charge	9%	9%	8%	7%	6%

7-Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Charge	9%	9%	8%	7%	6%	5%	4%

10-Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Charge	9%	9%	8%	7%	6%	5%	4%	3%	2%	1%

Surrender charges do not reset, so become 0% beyond the years shown above.

# Ultra Advantage<sup>SM</sup> FIA – Free Withdrawals

Ultra Advantage<sup>SM</sup> FIA offers a cumulative free withdrawal provision

- Free withdrawal amount is 10% of premium in first policy year
- Any unused portion of the free withdrawal amount at the end of a policy year is carried over to the next policy year – the cumulative free withdrawal amount
- Free withdrawal amount for each renewal year equals
  - 10% of the accumulation value at the end of the previous policy year
  - Plus the cumulative free withdrawal amount
- Free withdrawal amount is capped at 25% of the accumulation value

## Ultra Advantage<sup>SM</sup> FIA – **Optional** Return of Premium (ROP)

- Ultra Advantage<sup>SM</sup> FIA offers an optional return of premium (ROP) benefit via a rider. The rider provides the following benefits:
  - Surrender value will never be less than the purchase payments\*
  - 100% of remaining premiums can be returned at any time\*
- There is no fee for the rider, but the interest crediting parameters will generally be lower than for policies without the ROP rider

\*Minus any withdrawals and any applicable premium tax

# Ultra Advantage<sup>SM</sup> FIA – Market Value Adjustment (MVA)

A market value adjustment, or MVA, may apply to a cash surrender or partial withdrawal.

- The MVA is determined based on changes to the U.S. Treasury rate corresponding to the term (length of surrender charge period) of the policy. So, the 5-year U.S. Treasury rate is used for a policy using the 5-year surrender charge period, etc.
- If the applicable U.S Treasury rate at the time of the surrender or withdrawal is **higher** than it was at policy issue, the MVA will be **downward**.
- If the applicable U.S Treasury rate at the time of the surrender or withdrawal is **lower** than it was at policy issue, the MVA will be **upward**.
- The MVA is not applied to the free withdrawal amount or any death benefit. In addition, there will be no MVA after the surrender charge period ends or if the contract is annuitized after the second policy year.

# Ultra Advantage<sup>SM</sup> FIA – Waiver of Withdrawal Charges

Surrender charges or market value adjustment will **NOT** apply if the withdrawal is for any of the following\*:

- Confinement to a Hospital, Nursing Home or Long-Term Care Facility
- Unemployment
- Disability
- Terminal illness
- Death of a Spouse or Minor Dependent
- Damage to Residence
- Transplant Surgery

\* Waiver provisions have some restrictions and limitations which are described in the contract.

## Ultra Advantage<sup>SM</sup> FIA – Death Benefit

The death benefit equals the accumulation value on the date of the owner's death, minus any applicable premium taxes. No withdrawal charges apply to the death benefit.

## Ultra Advantage<sup>SM</sup> FIA – Maturity

Contracts mature no later than the policy anniversary following the annuitant's age 95. At maturity, the policy owner must either annuitize or surrender the policy for its full surrender value.

The contract owner may elect to annuitize earlier than the maturity date.

> Ultra-Premier<sup>SM</sup> Annuity

## Ultra-Premier<sup>SM</sup> Annuity

Ultra-Premier<sup>SM</sup> Annuity is a single premium deferred annuity (SPDA) with either a five-year or a seven-year rate guarantee. It is considered a multi-year guarantee annuity, or MYGA.

It is designed for long-term tax-deferred growth that can be used to accumulate both tax-qualified and nonqualified funds and offers our most competitive interest crediting rate.

# Ultra-Premier<sup>SM</sup> Annuity

## Issue ages:

- 5-year: 0-89
- 7-year: 0-88

## Premiums:

- \$25,000 is the minimum purchase amount
- \$3 million is the maximum purchase amount. Higher amounts are possible but require home office approval.
- Policy additions are allowed within the first policy year only, with a minimum amount of \$500 per addition.

# Ultra-Premier<sup>SM</sup> Annuity – Surrender Charges

## Surrender Charges

5-Year	Year 1	Year 2	Year 3	Year 4	Year 5
Charge	9%	9%	8%	7%	6%

7-Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Charge	9%	9%	8%	7%	6%	5%	4%

“Free Withdrawals” – Annual withdrawals of up to 10% of the account value with no surrender charge are available immediately.

Ultra-Premier does **NOT** have a return of premium (ROP) feature.

# Ultra-Premier<sup>SM</sup> Annuity – Market Value Adjustment (MVA)

A market value adjustment, or MVA, may apply to a cash surrender or partial withdrawal.

- If the current new money interest rate at the time of the surrender or withdrawal is **higher** than the multi-year guaranteed interest rate, the MVA will be **downward**.
- If the current new money interest rate at the time of the surrender or withdrawal is **lower** than the multi-year guaranteed interest rate, the MVA will usually be **upward**.
- The MVA is not applied to the 10% free withdrawal amount or any death benefit. In addition, there will be no MVA during the renewal period or if the contract is annuitized after the second policy year.
- The MVA does not apply to policies issued in California.

# Ultra-Premier<sup>SM</sup> Annuity – Waiver of Withdrawal Charges

Surrender charges or market value adjustment will **NOT** apply if the withdrawal is for any of the following\*:

- Confinement to a Hospital, Nursing Home or Long-Term Care Facility
- Unemployment
- Disability
- Terminal illness
- Death of a Spouse or Minor Dependent
- Damage to Residence
- Transplant Surgery

\* Waiver provisions have some restrictions and limitations which are described in the contract. Not available in all states.

# Ultra-Premier<sup>SM</sup> Annuity – Renewal Options

Ultra-Premier<sup>SM</sup> Annuity has a 30-day renewal period at the end of the multiyear guarantee period. During this 30-day window, the owner of the annuity has three choices:

1. Begin a new multiyear guarantee period of the same length (surrender charge schedule and market value adjustment provisions restart)
2. Begin a one-year guarantee period (the surrender charge schedule and market value adjustment provisions no longer apply)
3. Surrender the contract or annuitize without any charges

## Ultra-Premier<sup>SM</sup> Annuity – Death Benefit

The death benefit equals the accumulation value on the date of the owner's death, minus any applicable premium taxes. No withdrawal charges apply to the death benefit.

## Ultra-Premier<sup>SM</sup> Annuity – Maturity

Contracts mature no later than the policy anniversary following the annuitant's age 95. At maturity, the policy owner must either annuitize or surrender the policy for its full surrender value.

The contract owner may elect to annuitize earlier than the maturity date.

> Ultra-Secure<sup>®</sup> Plus

## Ultra-Secure<sup>®</sup> Plus

Ultra-Secure<sup>®</sup> Plus is a single premium deferred annuity (SPDA) with either a five-year or a seven-year rate guarantee. It is considered a multi-year guarantee annuity, or MYGA.

It is designed for long-term tax-deferred growth that can be used to accumulate both tax-qualified and nonqualified funds with a competitive long-term interest rate.

# Ultra-Secure<sup>®</sup> Plus

Issue ages:

- 5-year: 0-89
- 7-year: 0-88

Premiums:

- \$5,000 is the minimum purchase amount
- \$3 million is the maximum purchase amount. Higher amounts are possible but require home office approval.
- Policy additions are allowed within the first policy year only, with a minimum amount of \$500 per addition.

# Ultra-Secure<sup>®</sup> Plus – Crediting Rates

## Ultra-Secure<sup>®</sup> Plus interest crediting rates:

- Client chooses either a five- or seven-year fixed rate guarantee period
- An additional 0.15%\* is added to the crediting rate when accumulation values are \$50,000 or higher

\* Additional rate subject to change.

# Ultra-Secure<sup>®</sup> Plus – Surrender Charges

“Free Withdrawals” – Annual withdrawals of up to 10% of the account value with no surrender charge are available immediately.

## Surrender Charges

5-Year	Year 1	Year 2	Year 3	Year 4	Year 5
Charge	6%	6%	6%	6%	5%

7-Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Charge	6%	6%	6%	6%	5%	4%	3%

# Ultra-Secure® Plus – Market Value Adjustment (MVA)

A market value adjustment, or MVA, may apply to a cash surrender or partial withdrawal.

- If the current new money interest rate at the time of the surrender or withdrawal is **higher** than the multi-year guaranteed interest rate, the MVA will be **downward**.
- If the current new money interest rate at the time of the surrender or withdrawal is **lower** than the multi-year guaranteed interest rate, the MVA will usually be **upward**.
- The MVA does not apply to the 10% free withdrawal amount or any death benefit. In addition, there will be no MVA during the renewal period or if the contract is annuitized after the first 2 policy years.

# Ultra-Secure® Plus – Waiver of Withdrawal Charges

Surrender charges or market value adjustment will **NOT** apply if the withdrawal is for any of the following\*:

- Confinement to a Hospital, Nursing Home or Long-Term Care Facility
- Unemployment
- Disability
- Terminal illness
- Death of a Spouse or Minor Dependent
- Damage to Residence
- Transplant Surgery

\* Waiver provisions have some restrictions and limitations which are described in the contract. Not available in all states.

# Ultra-Secure<sup>®</sup> Plus – Return of Premium (ROP)

- Ultra-Secure Plus has a return of premium, or ROP, benefit.
  - Surrender value will never be less than the purchase payments\*
  - 100% of remaining premiums can be returned at any time\*
  - Renews at time of contract renewal and guarantees the client the accumulation value at the time of the most recent renewal date\*

\*Minus any withdrawals and any applicable premium tax

# Ultra-Secure® Plus – Renewal Options

Ultra-Secure® Plus has a 30-day renewal period at the end of the multiyear guarantee period. During this 30-day window, the owner of the annuity has three choices:

1. Begin a new multiyear guarantee period of the same length (surrender charge schedule and market value adjustment provisions restart)
2. Begin a one-year guarantee period (the surrender charge schedule and market value adjustment provisions no longer apply)
3. Surrender or annuitize the contract without any charges

## Ultra-Secure® Plus – Death Benefit

The death benefit equals the accumulation value on the date of the owner's death, minus any applicable premium taxes. No withdrawal charges apply to the death benefit.

## Ultra-Secure<sup>®</sup> Plus – Maturity

Contracts mature no later than the policy anniversary following the annuitant's age 95. At maturity, the policy owner must either annuitize or surrender the policy for its full surrender value.

The contract owner may elect to annuitize earlier than the maturity date.

# Ultra-Premier<sup>SM</sup> Annuity vs. Ultra-Secure<sup>®</sup> Plus

Benefits	Ultra-Premier <sup>SM</sup> Annuity	Ultra-Secure <sup>®</sup> Plus
Description	Single Premium Deferred Annuity	Single Premium Deferred Annuity
Issue Ages	5-year: 0-89 7-year: 0-88	5-year: 0-89 7-year: 0-88
Minimum Premium	\$25,000 minimum initial deposit with \$500 minimum additions in first policy year	\$5,000 minimum initial deposit with \$500 minimum additions in first policy year
Return of Premium	No	Yes
Interest Bonus	None	Additional interest added to accumulation values of \$50,000 or higher
Liquidity	10% annual withdrawal with no withdrawal charges	10% annual withdrawal with no withdrawal charges
Death Benefit	Accumulation value less any applicable premium taxes	Accumulation value less any applicable premium taxes
Withdrawal Charges	Surrender charge and market value adjustment applicable during Guarantee Period (5/7 years)	Surrender charge and market value adjustment applicable during Guarantee Period (5/7 years)
Other Benefits	<ul style="list-style-type: none"> <li>Higher credited rates than Ultra-Secure Plus</li> </ul>	<ul style="list-style-type: none"> <li>Competitive crediting rates</li> <li>Better liquidity than Ultra-Premier with return of premium provision and lower surrender charges</li> </ul>

> Bonus Flexible Annuity

## Bonus Flexible Annuity

**Bonus Flexible Annuity**, or BFA, is designed specifically for the accumulation of funds for both tax-qualified and nonqualified plans.

It is a flexible premium deferred annuity with a fixed interest rate and flexible contribution options.

# Bonus Flexible Annuity

Issues ages: 0-89

- Premium:
  - \$1,200 minimum annual contribution for recurring premiums
  - \$5,000 minimum for single premium
  - \$1 million is the maximum purchase amount. Higher amounts are possible but require home office approval.

Contributions are flexible and may be increased or decreased at any time subject to a minimum of \$100 per month.

# Bonus Flexible Annuity – Crediting Rates

- Cash value accumulates at a current interest rate
- Contributions receive an additional 1%\* in addition to the current rate during the first 12 months for all new deposits made
- After 12 months, the deposits receive the stated current interest rate, but not the first year additional 1%\*
- Additional 0.15%\* added to the interest rate on accumulation values of \$50,000 or more

\* These values are subject to change.

# Bonus Flexible Annuity – Surrender Charges

- Up to 10% of the cash value can be withdrawn **annually** with no surrender charge
- Minimum withdrawal is \$100
- The accumulation value cannot be less than \$5,000 after the withdrawal
- Withdrawals in excess of the annual 10% free withdrawal amount are subject to applicable surrender charges in the first 8 policy years (shown below)
- There is no market value adjustment on this product

## Surrender Charges

Year	1	2	3	4	5	6	7	8
Charge	8%	8%	7%	6%	5%	4%	3%	2%

# Bonus Flexible Annuity – Systematic Withdrawals

- A systematic withdrawal feature can provide a regular income stream
- Systematic withdrawal options are **interest only** or **fixed amount**
- The income withdrawals can be as low as \$100 and can be monthly, quarterly, semiannually or annually
- Withdrawal charges apply to systematic income withdrawals that exceed 10% of the accumulation value during the first 8 policy years
- The request for systematic withdrawals can be made at any time by completing the appropriate form

## Bonus Flexible Annuity – Death Benefit

- The death benefit is equal to the accumulation value less any applicable premium taxes. No withdrawal charges apply to the death benefit.

# Deferred Annuity Portfolio Recap

Benefits	Ultra-Premier <sup>SM</sup> Annuity	Ultra-Secure <sup>®</sup> Plus	Bonus Flexible Annuity
<b>Description</b>	Single Premium Deferred Annuity	Single Premium Deferred Annuity	Flexible Premium Deferred Annuity
<b>Issue Ages</b>	5-year: 0-89 7-year: 0-88	5-year: 0-89 7-year: 0-88	0-89
<b>Minimum Premium</b>	\$25,000 minimum initial deposit with \$500 minimum additions in first policy year	\$5,000 minimum initial deposit with \$500 minimum additions in first policy year	\$1,200 annual contribution, or \$5,000 for single premium
<b>Return of Premium</b>	No	Yes	No
<b>Interest Bonus</b>	None	0.15%* additional interest added to accumulation values \$50,000 or higher	1%* additional interest rate in the first year. 0.15%* additional interest added to accumulation values of \$50,000 or higher
<b>Liquidity</b>	10% annual withdrawal with no withdrawal charges	10% annual withdrawal with no withdrawal charges	10% annual withdrawal with no surrender charge
<b>Death Benefit</b>	Accumulation value less any applicable premium taxes	Accumulation value less any applicable premium taxes	Accumulation value less any applicable premium taxes
<b>Withdrawal Charges</b>	Surrender charge and market value adjustment applicable during Guarantee Period (5/7 years)	Surrender charge and market value adjustment applicable during Guarantee Period (5/7 years)	Surrender charge applicable through year 8
<b>Other Benefits</b>	<ul style="list-style-type: none"> <li>Higher credited rates than Ultra-Secure Plus</li> </ul>	<ul style="list-style-type: none"> <li>Competitive rates</li> <li>Better liquidity than Ultra-Premier with return of premium provision and lower surrender charges</li> </ul>	<ul style="list-style-type: none"> <li>Flexible payment options</li> <li>Systematic withdrawal options</li> <li>Competitive payouts</li> </ul>

\* Additional interest rates are subject to change

# Payout Annuities

Ultra Income, Income Access, and  
Deferred Income Protector<sup>SM</sup>



# Payout Annuities

- Single Premium Immediate Annuities (SPIA)
  - **Ultra Income** – Traditional SPIA with multiple payout options
  - **Income Access** – Unique SPIA with liquidity and enhanced payout features
- Deferred Income Annuity (DIA)
  - **Deferred Income Protector<sup>SM</sup>** – Traditional DIA with multiple payout options

> Ultra Income

# Ultra Income

**Ultra Income** is a Single Premium Immediate Annuity (SPIA).

The owner chooses when Income Payments begin, as early as the very next month, or they may be postponed up to 13 months.

# Ultra Income

- Issue ages: 0-85
- Premiums
  - The minimum single premium is \$10,000
  - The maximum single premium is \$3,000,000. Higher amounts are possible but require Home Office approval.

# Ultra Income – Income Payments

- Income payments may be made monthly, quarterly, semiannually, or annually
- The minimum payment is \$100
- Income payments must begin between 1 and 13 months of the purchase date
- An optional annual cost-of-living adjustment is available up to 6% of the initial annual income payment

# Ultra Income – Payout Options

- Life Only
  - Income payments continue until the annuitant's death
  - There is no death benefit
- Life with Period Certain
  - Income payments continue at least until the annuitant's death
  - Upon the annuitant's death, income payments continue to the beneficiary until the policy has been in force for the specified certain period
  - If the annuitant dies after the certain period has expired, there is no death benefit
  - The certain period can be a minimum of 5 years and a maximum of 20 years
- Guarantee Period Only
  - Income payments continue for the specified certain period – they are not life contingent
  - If the annuitant dies before the certain period has expired, income payments continue to the beneficiary for the remainder of the certain period
  - The certain period can be a minimum of 5 years and a maximum of 20 years

# Ultra Income – Payout Options

- Installment refund
  - Income payments continue at least until the annuitant's death
  - Upon the annuitant's death, income payments continue to the beneficiary until the original premium has been recovered
  - If the annuitant dies after the original premium has already been recovered, there is no death benefit
- Joint and survivor life
  - Income payments continue until the second joint annuitant dies
  - Upon the first death, income payments continue to the surviving annuitant at 50-100% of the initial income payment (survivorship percentage selected at policy issue)
  - There is no death benefit after the second death
- Joint and survivor life with period certain
  - The certain period can be a minimum of 5 years and a maximum of 20 years
- Temporary (life contingent)

# Ultra Income – Age Rating

- Age Rating for Impaired Risk/Substandard
  - Age rating increases the monthly payments for clients with health problems and a medical history that lowers their life expectancy. Twelve months of medical records are required for Underwriting to determine a rated age.
- Example
  - A 65-year-old man has severe emphysema
  - Underwriting reviews his medical history and determines his life expectancy is like that of a 72-year-old and assigns him a Rated Age of 72
  - Using the **Rated Age** of 72, his benefit is higher than it would have been using his actual age of 65

## > Income Access

## Income Access

**Income Access** is a Single Premium Immediate Annuity (SPIA) that provides a lifetime guaranteed income with a return of remaining premium death benefit that provides its owner liquidity and enhanced payout options.

It offers a package of several optional benefits.

# Income Access

- Issue ages: 0-75
- Premiums
  - The minimum single premium is \$10,000
  - The maximum single premium is \$1,000,000. Higher amounts are possible but require Home Office approval.

# Income Access

- Benefit payments may be made monthly, quarterly, semiannually or annually
- The minimum periodic payment is \$100
- Payouts must begin between 1 and 13 months of the purchase date
- Income Access offers a guaranteed lifetime income payout to the annuitant. Generally, the lifetime income from Income Access will be less than the comparable lifetime income from Ultra Income due to the death benefit and liquidity features offered by Income Access.
- No period certain or installment refund options are offered

# Income Access – Death Benefits

- Death Benefit Options (subject to state availability)
  - Return of premium death benefit (standard policy benefit)
    - Any remaining premiums not yet received as income payments will be paid to the beneficiary(ies)
  - Guaranteed minimum death benefit rider (optional benefit)
    - Policy will pay the greater of any remaining premiums not yet received as income payments or 10% of the initial premium
    - If the entire premium amount has been recovered through income payments, the beneficiaries will receive 10% of the initial premium as the death benefit

# Income Access – Death Benefits

- Death Benefit Options (continued)
  - Accidental death benefit rider (optional benefit)
    - Pays double the death benefit upon accidental death in a plane, train, taxi or other common carrier
  - Survivor continuation rider (optional benefit)
    - Offers the continuation of the annual income benefit to the surviving spouse/relative/business partner/companion

## Income Access – Payout Options

- Increased Payout Options (subject to state availability)
  - Inflation Protection Rider (optional benefit)
    - 3% annual inflation protection
  - Enhanced Payment Nursing Home Rider (optional benefit)
    - 50% payment increase for nursing home confinement for five years

## Income Access – Access to Funds

- Liquidity Features (subject to state availability)
  - Partial return of premium on cancellation
    - Allows the owner to cancel the contract and receive a lump-sum of any remaining premium not yet received as income payments. Only a partial return of premium will be paid in the first five policy years (subject to a vesting schedule).
  - Return of premium for terminal illness
    - Allows the owner to receive the return of premium death benefit up to 12 months early, without being subject to the vesting schedule.

> Deferred Income Protector<sup>SM</sup>

# Deferred Income Protector<sup>SM</sup>

- **Deferred Income Protector<sup>SM</sup>** is a Deferred Income Annuity (DIA) which is a “pension-like” annuity that:
  - Provides clients with a guaranteed fixed amount of monthly income that they will begin receiving several years in the future, and
  - Affords protection against constantly fluctuating interest rates and provides higher income payments relative to a SPIA

## Deferred Income Protector<sup>SM</sup>

Deferred Income Protector<sup>SM</sup> is a versatile annuity that allows individuals to invest a portion of their assets to secure a portion of their retirement needs.

It also serves clients who are looking for a longevity product that provides security against outliving their existing assets at advanced ages.

# Deferred Income Protector<sup>SM</sup> - QLAC

- Qualified Longevity Annuity Contracts (QLACs):
  - Are fixed-rate deferred annuities that can be sold with certain types of employer-sponsored retirement plans and IRAs
  - Individuals may allocate up to \$210,000 per year into a QLAC, diverting a portion of their qualified funds for later use
  - Reduces the required minimum distributions (RMDs) the individual must start taking at age 73
  - Must start taking distributions no later than age 85

# Deferred Income Protector<sup>SM</sup>

- The target market is ages 55-65
  - those approaching retirement age
  - planning to retire in the next 5 to 10 years

# Deferred Income Protector<sup>SM</sup>

- Issue ages:
  - 40-75 for Non-Qualified and QLAC plans
  - 40-71 for Qualified plans

## Deferred Income Protector<sup>SM</sup>

- The minimum initial premium is \$5,000
- Additional purchase payments may be added at any time until two years before the Income Start Date
- The minimum additional purchase amount is \$2,000
- The sum of all purchase payments may not exceed \$3,000,000 without Home Office approval

## Deferred Income Protector<sup>SM</sup>

- Surrenders are not allowed. This contract does not provide access to funds prior to the income start date, other than payment of the death benefit, if any.

# Deferred Income Protector – Income Start Date

- Income Start Date selected on the application:
  - Must be at least 2 years from the most recent purchase payment and no more than 40 years from issue date
  - Payments must start by age 73 if qualified, or age 85 if non-qualified or a QLAC
  - May be changed one time to move the Income Start Date up to 5 years earlier or later than originally selected
  - A change in Income Start Date will result in a change in the Income Payment Amount

# Deferred Income Protector<sup>SM</sup> – Income Options

- Life (or Joint Life) only
  - Income payments continue until the annuitant(s) dies
  - There is no death benefit
- Life (or Joint Life) with Cash Refund
  - If the annuitant(s) dies during the deferral period, the death benefit is a return of premium
  - If the annuitant(s) dies after income payments start, the death benefit is the original premium less the income payments already received
  - If the annuitant(s) dies after the original premium has already been recovered, there is no death benefit

# Deferred Income Protector – Income Options

- Life (or Joint Life) with Period Certain\*
  - If the annuitant(s) dies during the deferral period, the death benefit is a return of premium
  - If the annuitant(s) dies after income payments start but before the certain period has expired, income payments continue to the beneficiary until the certain period has expired
  - If the annuitant(s) dies after the certain period has expired, there is no death benefit
  - The certain period can be a minimum of 5 years and a maximum of 20 years
- Life (or Joint Life) with Installment Refund\*
  - If the annuitant(s) dies during the deferral period, the death benefit is a return of premium
  - If the annuitant(s) dies after income payments start, income payments continue to the beneficiary until the original premium has been recovered
  - If the annuitant(s) dies after the original premium has already been recovered, there is no death benefit

\*Not allowed on QLAC contracts

# Deferred Income Protector<sup>SM</sup> – Death Benefit

- Death Benefit:
  - Life Only: None
  - Life with Period Certain: If death prior to income start date, lump sum full return of premium. If death after income start date, income payments continue to beneficiary until certain period has expired.
  - Cash Refund: Lump sum return of premium less any income payments received
  - Installment Refund: If death prior to income start date, lump sum full return of premium. If death after income start date, income payments continue to beneficiary until initial premium is recovered.

# Deferred Income Protector<sup>SM</sup>

- The Income Advance feature:
  - Only available on monthly payments
  - Allows the owner to receive the next scheduled monthly payment along with 6 subsequent payments for a total of 7 months of income payments paid in one lump sum
  - May be exercised three times during the life of the contract

# Deferred Income Protector<sup>SM</sup>

- Annual Income Increase Option:
  - Must be elected at the time of application
  - Allows policyowners to increase income payments by 1% - 3% annually
  - Annual increases begin on the Income Start Date

## Deferred Income Protector<sup>SM</sup>

- Income Reduction for Surviving Spouse allows the income payment to be reduced after the death of one annuitant.

## Deferred Income Protector<sup>SM</sup>

- There is no contract fee
- Rated age and impaired risk underwriting are **NOT** available

# Payout Annuity Portfolio Recap

Benefits	Ultra Income	Income Access	Deferred Income Protector <sup>SM</sup>
Product Description	SPIA with competitive rates and multiple income options	Life with Cash Refund SPIA with liquidity options	DIA with multiple income options “Pension-like” annuity
Issue Ages	0-85	0-75	40-75 for Non-Qualified and QLAC, 40-71 for Qualified
Client Profile	65+	65+	55-65 approaching retirement
Minimum Initial Premium	• \$10,000 single premium	• \$10,000 single premium	\$5,000
Minimum Income Amount	• \$100 monthly	• \$100 monthly	
Minimum Additional Premium	n/a	n/a	\$2,000

# Payout Annuity Portfolio Recap

Benefits	Ultra Income	Income Access	Deferred Income Protector <sup>SM</sup>
Liquidity	n/a	Return of premium features	n/a
Deferral Period	1-13 months	1-13 months	2-40 years (Income payments must begin by age 73 if Qualified or by age 85 if Non-Qualified/QLAC)
Income Start Date	1-13 months from purchase date	1-13 months from purchase date	At least 2 years from most recent purchase date (may be changed once to move date 5 years earlier or later)
Other Available Features	<ul style="list-style-type: none"> <li>• Age Rating</li> <li>• 0-6% Cost of Living Adjustment (COLA)</li> <li>• Flexible payment frequency</li> </ul>	<ul style="list-style-type: none"> <li>• Inflation Protection Rider</li> <li>• Enhanced Payment</li> <li>• Nursing Home Rider</li> <li>• Flexible payment frequency</li> </ul>	<ul style="list-style-type: none"> <li>• Income Advance Feature</li> <li>• Annual Income Increase Option (1-3%)</li> <li>• Income Reduction for Surviving Spouse</li> </ul>

# Payout Annuity Portfolio Recap

Benefits	Ultra Income	Income Access	Deferred Income Protector <sup>SM</sup>
Death Benefit	Benefit options available to continue benefit payments to the beneficiary if death occurs prior to the end of the guarantee period	<ul style="list-style-type: none"> <li>• Return of remaining premium at death</li> <li>• Guaranteed minimum death benefit (optional)</li> <li>• Death Benefit doubles for Accidental Death (optional)</li> </ul>	<ul style="list-style-type: none"> <li>• Life Only: none</li> <li>• Cash &amp; Installment Refund: Return of remaining premium</li> <li>• Period Certain: Payments continue to end of guarantee period</li> </ul>
Withdrawal Charges	Withdrawals not allowed	Vesting schedule for early withdrawal	Withdrawals not allowed

# Resources

- Fixed Annuities Product Portfolio Overview
- Bonus Flexible Annuity Policy Highlights
- Ultra-Secure Plus Highlights
- Ultra-Premier Highlights

# Mutual of Omaha Individual Annuities

Suitability



# NAIC Suitability in Annuity Transactions Model Regulation

In recommending the purchase or exchange of an annuity, producers must act in the best interest of the consumer so that the insurance needs and financial objectives of the consumer at the time of the transaction are effectively addressed. A producer has acted in the best interest of the consumer if they have satisfied specific care, disclosure, conflict of interest, and documentation obligations.

# NAIC Suitability in Annuity Transactions Model Regulation

- To meet the care obligation, the producer must make reasonable efforts to obtain consumer profile information concerning:
  - The consumer's financial situation, insurance needs and financial objectives
  - The consumer's tax status
  - The consumer's risk tolerance, and
  - Any other information used or considered to be reasonable in making the recommendation to the consumer

# Consumer Profile Information Form

- This form is required to be completed and signed by the applicant and must be submitted with the application before an annuity can be issued.

## Annuity Suitability Information and Buyer's Guide Certification

We appreciate your interest in purchasing an annuity from United of Omaha Life Insurance Company. United of Omaha and your licensed producer are required to ask you for information to help you determine if this product is suitable for you, in light of your investment goals and your current and anticipated future financial situation. Prior to purchasing an annuity it is important for you to have thought through your financial condition – now and what you expect in the future – as well as the goals you are pursuing in purchasing an annuity.

Product Name \_\_\_\_\_

UNITED OF OMAHA LIFE INSURANCE COMPANY  
A MUTUAL OF OMAHA COMPANY



### Annuity Consumer Profile Information

We appreciate your interest in purchasing an annuity from United of Omaha Life Insurance Company. United of Omaha and your licensed producer are required to ask you for information to help you determine if this product is suitable for you, in light of your investment goals and your current and anticipated future financial situation. If your producer has not already provided, you can contact United of Omaha for a free Annuity Buyer's Guide. Prior to purchasing an annuity it is important for you to have thought through your financial condition – now and what you expect in the future – as well as the goals you are pursuing in purchasing an annuity.

**Product Name** \_\_\_\_\_

**Contract**  
**Owner/Annuitant** Name(s): \_\_\_\_\_  
 Phone Number: \_\_\_\_\_ Age Last Birthday: \_\_\_\_\_  
 Email: \_\_\_\_\_

**Financial Information**  
 Annual Household Income \$ \_\_\_\_\_  
 Estimated Net Worth (excluding primary residence, automobile(s) and furnishings) \$ \_\_\_\_\_

Are you able to meet debts or other obligations, and do you have sufficient sources of cash, other income, or liquid assets, other than the amount paid for this annuity, available for living expenses and emergencies?  
 Yes  No  
 Federal Tax Bracket %  0 to 10%  Greater than 10%

**Source of Income** (Check all that apply)  
 Employment  Retirement Plans  Reverse Mortgage  
 Investments/Savings  Social Security  Other \_\_\_\_\_

**Investment Product or Investment Experience** (Check all that apply)  
 Stocks  Mutual Funds  Certificate of Deposit  Variable Annuities  
 Bonds  Life Insurance  Fixed Annuities  Variable Life Insurance

**Risk Tolerance**  
 Low  Moderate  High  
 Are you willing to accept the non-guaranteed elements in the annuity, if any?  
 Yes  No

**Source of Premium** (Check all that apply)  
 Stocks  Reverse Mortgage  Fixed Annuities \*  
 Bonds  Checking/Savings Account  Variable Annuities \*  
 Mutual Funds  Certificate of Deposit  Life Insurance \*  
 Other \_\_\_\_\_

\*Is this a replacement of another annuity or life contract?  
 Yes  No  
 If yes, what is the surrender charge(s) %, if any? \_\_\_\_\_ %

Have you had another annuity exchange or replacement within the past 60 months?  
 Yes  No

Do you have any existing policies or contracts previously sold by this producer?  
 Yes  No

If you are a California resident, do you intend to apply for means-tested government benefits, including but not limited to, Medi-Cal or the veterans' aid and attendance benefit?  
 Yes  No

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**Goals for this Annuity Product** (Check all that apply)

<input type="checkbox"/> Future Income	<input type="checkbox"/> Education Planning
<input type="checkbox"/> Immediate Income	<input type="checkbox"/> Liquidity
<input type="checkbox"/> Wealth Accumulation	<input type="checkbox"/> Charity/Inheritance
<input type="checkbox"/> Tax Deferral	<input type="checkbox"/> Preservation of Capital
<input type="checkbox"/> Other _____	<input type="checkbox"/> To Provide for Long-Term Care

**Product Time Horizon**  
 When do you expect to start needing income from this annuity product?  
 Less than 1 Year  8-10 Years  
 1 Year  More than 10 Years  
 2-4 Years  Never (money is for charity/inheritance)  
 5-7 Years  If needed for Long-Term Care

How do you expect to withdraw funds from this annuity product?  
 Interest Only  Specific Dollar Amount  
 Penalty Free Withdrawal  Required Minimum Distribution (Tax Qualified Plan only)  
 Annuitization  To Provide for Long-Term Care  
 Other \_\_\_\_\_

**Future Income Needs**  
 Do you anticipate any change in your financial situation in the next several years, such as:  
 • Health care  Change in employment status/occupation  
 • Housing  An income stream that will cease  
 • Change in pension  Yes  No  
 If yes, please explain, to the extent possible (e.g. when you expect the changes to occur, and the amount of each change) \_\_\_\_\_



**NOTE: YOUR CONTRACT CANNOT BE ISSUED WITHOUT YOUR SIGNATURE BELOW.**  
 If you choose NOT to complete some or all of this Annuity Consumer Profile Information or you decide to purchase an annuity NOT based on your licensed producer's recommendation, please complete and sign the next page(s).

**Owner's Confirmation**  
 I acknowledge that the information I have provided above is true and complete to the best of my knowledge. I understand that United of Omaha and my licensed producer can only assist me in determining the suitability of this product based upon the information that I actually provide to them. I have reviewed the Annuity Disclosure and have determined that the product meets my financial situation, insurance needs and financial objectives and is suitable for me. I further acknowledge that the product I am applying for may carry penalties for early withdrawal of funds.

X \_\_\_\_\_  
 Signature of Owner(s) \_\_\_\_\_ Date \_\_\_\_\_

**Licensed Producer's Confirmation**  
 I acknowledge that I have obtained the above information from the Owner concerning the Owner's financial status, tax status, investment objectives, and other information considered reasonable. It is my belief that, based on the information the Owner provided and based on all the circumstances known to me at the time the recommendation was made, the annuity being applied for, based on my recommendation, is suitable for the Owner's financial situation, insurance needs and financial objectives.

X \_\_\_\_\_  
 Signature of Licensed Producer \_\_\_\_\_ Date \_\_\_\_\_

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# Consumer Profile Information Form

This optional additional page of the Consumer Profile Information Form must be signed by the client if they decide not to provide some or all the requested information, or if they decide to purchase the annuity without your recommendation.

**UNITED OF OMAHA LIFE INSURANCE COMPANY**  
A MUTUAL OF OMAHA COMPANY

**ONLY complete section(s) below if page 1 and/or 2 are not complete.**

Why are you being given these forms? You are buying a financial product – an annuity.

To recommend a product that effectively meets your needs, objectives and situation, the agent, broker, or company has the responsibility to learn about you and needs information about you, your financial situation, insurance needs and financial objectives.

### Consumer Refusal to Provide Information

**NOTE: Complete ONLY if you choose NOT to complete all of the Annuity Consumer Profile Information.**

Statement of Owner:

- I **REFUSE** to provide this information at this time.  
 I have chosen to provide LIMITED information at this time.

By checking one of these boxes and signing it means you have not given the agent, broker, or company some or all the information needed to decide if the annuity effectively meets your needs, objectives and situation. You may lose protections under the Insurance Code of this state if you sign this form or provide inaccurate information. Do Not Sign Unless You Have Read and Understand this Information.

X \_\_\_\_\_  
Signature of Owner(s) Signed Date Date

### Consumer Decision to Purchase an Annuity NOT based on a Recommendation

**NOTE: Complete ONLY if the Annuity was NOT recommended but you still want to purchase.**

Statement of Owner:

- I understand that I am buying an annuity, but the agent, broker or company did not recommend that I buy it. If I buy it without a recommendation, I understand I may lose protections under the Insurance Code of this state. By checking this box and signing it means I know that I'm buying an annuity that was not recommended. Do Not Sign Unless You Have Read and Understand this Information.

X \_\_\_\_\_  
Signature of Owner(s) Signed Date Date

X \_\_\_\_\_  
Signature of Licensed Producer Date



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If Applicable, Submit to Home Office, Licensed Producer to Retain Copy

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# Mutual of Omaha Individual Annuities

Disclosure



## Disclosures

Consumers must be given a product disclosure about the specific annuity being offered for purchase.

Consumers must also be given a producer disclosure regarding the products and providers you are authorized to sell and how you will be compensated.

These disclosures review important points that the client needs to consider before purchasing the annuity.

# Disclosures

- Some of the topics the product disclosure will cover include:
  - Type of annuity
  - Benefits
  - Annuity starting date
  - Fees, expenses and other charges
  - Withdrawal charges, if applicable
  - Taxes
  - Miscellaneous information

# Disclosures

The appropriate product disclosure forms must be provided to the consumer. They must be completed and signed. An example is provided here.

## UNITED OF OMAHA LIFE INSURANCE COMPANY A MUTUAL OF OMAHA COMPANY

### Bonus Flexible Annuity A Flexible Purchase Payment Deferred Annuity FIXED DEFERRED ANNUITY DISCLOSURE

This document reviews important points to think about before you buy this United of Omaha Life Insurance Company annuity. It is a fixed annuity which means it earns a specified interest rate during the guaranteed period. This annuity is tax-deferred, which means you don't pay taxes on the interest it earns until the money is paid to you.

You can use an annuity to save money for retirement and to receive retirement income for life. It is not meant to be used to meet short-term financial goals.

100% of the purchase payment is guaranteed by United of Omaha Life Insurance Company. Upon cancellation, an Owner will always receive at least 100% of their purchase payment, less any prior removal of funds and applicable withdrawal charges. Any premium tax incurred by United of Omaha may be deducted from the account value. (Premium taxes affect CA, ME, NV, SD, WV and WY.)

*Annuities are an insurance product therefore not a deposit, not FDIC insured, not insured by any Federal Government Agency, not guaranteed by the bank, may lose value and the bank may not condition an extension of credit on either: 1) The consumer's purchase of an insurance product or annuity from the bank or any of its affiliates, or 2) The consumer's agreement not to obtain, or a prohibition on the consumer from obtaining, an insurance product or annuity from an unaffiliated entity.*

If you have questions about this annuity, please ask your agent, producer, broker, or advisor, or contact the company at 800-846-7592.

#### THE ANNUITY CONTRACT

How will the value of my annuity grow?  
The Bonus Flexible Annuity is a Flexible Purchase Payment fixed deferred annuity policy. Interest is credited on each Purchase Payment until the Annuity Starting Date or the date of withdrawal.

#### BENEFITS

How do I get income (payments) from my annuity?

When you apply for your annuity, you choose a payout commencement date—when you start to get income from your annuity. You also choose how to get the income—the payout option.

- **Proceeds held on deposit of interest:** while the proceeds are held by us, we will annually pay interest to the payee or add interest to the proceeds.
- **Income of a specified amount:** we will pay the proceeds in installments of a specified amount until the proceeds with interest have been fully paid.
- **Income for a specified period:** we will pay the proceeds in installments for the number of years you choose.
- **Lifetime Income:** we will pay the proceeds as monthly income for as long as the annuitant lives. The following guarantees are available:

- (a) **Guaranteed Period:** we will pay the monthly income for a minimum of 10 years and as long thereafter as the original annuitant lives; or
  - (b) **Guaranteed Amount:** we will pay the monthly income until the sum of all payments equals the proceeds placed under this option and as long thereafter as the annuitant lives.
- **Lump sum:** we will pay the proceeds in one sum.
  - **Alternative schedule:** upon request and if available, we will provide payments for other options, including joint and survivor periods.

**ANNUITY STARTING DATE**—The Annuity Starting Date is flexible. The earliest Annuity Starting Date allowed is the eighth policy anniversary. The latest Annuity Starting Date allowed is the policy anniversary following the annuitant's 95th birthday.

A selection of fixed payout options is available, including lifetime income with a guaranteed period and lifetime income with a guaranteed amount. The policy may result in loss of keep for only a few years.

#### What happens after I die?

If you die before we start to pay you income from your annuity, we pay the value of your annuity to your beneficiary. If you die after the payouts start, depending on the type of payout you chose, we pay the remaining value in the annuity, if any, to your beneficiary.

A beneficiary may also have the death benefit applied to a payout option. If the beneficiary does not choose an option within 60 days of the date we receive due proof of death, we will make payment in a lump sum.

#### FEES, EXPENSES AND OTHER CHARGES

What happens if I take out some or all of the money from my annuity?

You can't take any of the money out of your annuity after the payout begins. Before it begins, you can take out all of your annuity's value (full surrender) or part of it (partial surrender). You can take a partial surrender as long as the amount you take is 10% of the accumulated value. The 10% withdrawal amount is available immediately, \$100 minimum per month.

We take a contingent deferred sales charge (also known as a surrender charge) from amounts you withdraw before the end of the eighth contract year. Here's how the charge is calculated:

#### WITHDRAWAL CHARGES

Year 1-7 2.34%  
Year 8-9 1.67%  
Year 10+ 0%

*Example:* If you withdraw \$5,000 from your annuity in the fourth year, your surrender charge is \$1,170 (10% of \$5,000). If you take out any amount after the end of the eighth contract year, there's no charge.

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Interest earnings are derived from a base rate which is compounded daily to achieve the annual rate. The stated rate for any rate percentages that the annuity is held for the entire period; any prior removal of funds will reduce the amount of interest earnings.

#### Do I pay any other fees or charges?

If the accumulation value is less than \$20,000 on any policy anniversary prior to the Annuity Starting Date, a policy fee of \$30 will be deducted on the policy anniversary date. If the accumulation value is equal to or greater than \$20,000 on any policy anniversary prior to the Annuity Starting Date, the policy fee will be waived for that policy year.

In PA, SC, & WA — \$30 annually if accumulated value is under \$20,000. Policy fee will only be taken out of excess interest. Fee is waived and the accumulated value is \$20,000 or more on the policy anniversary.

#### TAXES

##### How will payouts and withdrawals from my annuity be taxed?

For Non-qualified Annuities: If any annuity payout option is elected, a portion of each payment is considered a tax-free return of purchase payment, until the total purchase payment has been distributed. A selection of fixed payout options is available, including lifetime income with a guaranteed period and lifetime income with a guaranteed amount. When you take payouts or make a withdrawal, you pay ordinary income taxes on the earned interest. You also pay a 10% federal income tax penalty on earnings you withdraw before age 59 1/2. If your state imposes a premium tax, it will be deducted from the money you receive.

You can exchange one tax-deferred annuity for another without paying taxes on the earnings when you make the exchange. Before you do, compare the benefits, features, and costs of the two annuities. You may pay a surrender charge if you make the exchange during the first eight years you own the annuity. Also, you may pay a surrender charge if you make withdrawals from the new annuity during the first years you own it.

Some states impose an annuity premium tax. If a tax is charged or due, we reserve the right to deduct this amount from the single annuity premium or annuity value.

#### Does buying an annuity in a retirement plan provide extra tax benefits?

Buying an annuity within an IRA, 401(k), or other tax-deferred retirement plan doesn't give you any extra tax benefits. Choose your annuity based on its other features and benefits as well as its risks and costs, not its tax benefits.

#### OTHER INFORMATION

##### What else do I need to know?

- Once you start to receive your payments, you can't surrender your annuity.
- We may change your annuity contract from time to time to follow federal or state laws and regulations. If we do, we'll tell you about the changes in writing.
- We pay the agent, producer, broker, or firm for selling the annuity to you.

■ **RETURN OF PURCHASE PAYMENT**—The policy provides for a refund of purchase payment during a period of time required by state laws.

■ **PURCHASE PAYMENT LIMITATIONS**—The minimum initial Purchase Payment allowed is \$100 based on a monthly payment made and \$5,000 for a single Purchase Payment mode. The minimum subsequent Purchase Payment allowed is \$100. The maximum total Purchase Payments allowed in one policy year without prior Home Office approval is \$1,000,000.

■ **ILLUSTRATED VALUES**—For any sales illustration of accumulated values or annuity payments presented that is based on excess interest credits, those values or annuity payments are illustrations only and are not guaranteed.

■ **CONTRACT SUMMARY**—A complete summary of the policy values and benefits on current and guaranteed bases will be provided upon request.

■ **I UNDERSTAND THAT:** The 1-Year Base Interest Rate is \_\_\_\_\_%. An Additional Interest Rate of 1% is guaranteed by United of Omaha for the first policy year. Additions received in the 1st year will also receive the extra 1% interest rate. Any excess interest credited after the first policy year will not include this additional interest. United of Omaha guarantees a minimum interest rate as shown on the policy data page.

What should I know about the insurance company?  
United of Omaha Life Insurance Company offers a wide variety of retirement and financial security products, including life insurance, annuities, long-term care, and disability income insurance. Our financial strength ratings are: A+ (A.M. Best); AA3 (Moody's); and AA (S&P).

I acknowledge that I have read these disclosure statements and understand the descriptions of these provisions as they apply to my application.

Owner's Signature \_\_\_\_\_

Date \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

Joint Owner's Signature (if applicable) \_\_\_\_\_

Date \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

I certify receipt of \$ \_\_\_\_\_ given to purchase a

Tax-deferred Annuity.

Producer's Signature \_\_\_\_\_

Producer's Printed Name \_\_\_\_\_

Address \_\_\_\_\_

Date \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

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# Disclosures

- Some of the topics the producer disclosure will cover include:
  - Your business / contact information
  - Types of products you are licensed to sell
  - The number of companies whose annuities you are authorized to sell
  - How you are paid for your work

# Disclosures

The producer disclosure form must be filled out and provided to the consumer, and they must sign it.

UNITED OF OMAHA LIFE INSURANCE COMPANY  
A MUTUAL OF OMAHA COMPANY



**INSURANCE AGENT (PRODUCER) DISCLOSURE FOR ANNUITIES**  
Do Not Sign Unless You Have Read and Understand the Information in this Form

Date: \_\_\_\_\_

**INSURANCE AGENT (PRODUCER) INFORMATION ("me", "I", "my")**

First & Last Name: \_\_\_\_\_ National Producer Number: \_\_\_\_\_

Business/Agency Name: \_\_\_\_\_ Website: \_\_\_\_\_

Business Mailing Address: \_\_\_\_\_

Business Telephone Number: \_\_\_\_\_ Email Address: \_\_\_\_\_

**CUSTOMER INFORMATION ("you", "your")**

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

**What Types of Products Can I Sell You?**

I am licensed to sell annuities to you in accordance with state law. If I recommend that you buy an annuity, it means I believe that it effectively meets your financial situation, insurance needs, and financial objectives. Other financial products, such as life insurance or stocks, bonds and mutual funds, also may meet your needs.

I offer the following products:  Fixed or Fixed Indexed Annuities  Variable Annuities  Life Insurance

I need a separate license to provide advice about or to sell non-insurance financial products. I have checked below any non-insurance financial products that I am licensed and authorized to provide advice about or to sell.

Mutual Funds  Stocks/Bonds  Certificates of Deposits

**Whose Annuities Can I Sell to You? I am authorized to sell:**

Annuities from Only One (1) Insurer  Annuities from Two or More Insurers

Annuities from Two or More Insurers although I primarily sell annuities from: \_\_\_\_\_

**How I'm Paid for My Work:**

It's important for you to understand how I'm paid for my work. Depending on the particular annuity you purchase, I may be paid a commission or a fee. Commissions are generally paid to me by the insurance company while fees are generally paid to me by the consumer. If you have questions about how I'm paid, please ask me.

Depending on the particular annuity you buy, I will or may be paid cash compensation as follows:

Commission, which is usually paid by the insurance company or other sources.

If other sources, describe: \_\_\_\_\_

Fees (such as a fixed amount, an hourly rate, or a percentage of your payment), which are usually paid directly by the customer.

Other (Describe): \_\_\_\_\_

*If you have questions about the above compensation I will be paid for this transaction, please ask me.*

I may also receive other indirect compensation resulting from this transaction (sometimes called "non-cash" compensation), such as health or retirement benefits, office rent and support, or other incentives from the insurance company or other sources.

**By signing below, you acknowledge that you have read and understand the information provided to you in this document.**

X \_\_\_\_\_  
Signature of Owner(s) Date

X \_\_\_\_\_  
Signature of Licensed Producer Date

Submit to Home Office, Licensed Producer to Retain Copy  
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## Disclosure

As you make a recommendation for an annuity to a client, it is important that you have reasonable grounds that the recommendation is suitable for the client based on the facts disclosed by the client.

# Mutual of Omaha Individual Annuities

Replacements



# Replacements

Replacement of existing coverage should occur only when it is in the best interest of the consumer.

You need to be able to assist the client in evaluating whether a replacement is in his or her best interest.

# Replacements

When completing the application if the applicant answers “yes” to the question regarding existing coverage and coverage will be replaced or used to fund the new contract, the client must be given a replacement notice.

In addition, the application should list the name of the insurer, insured or annuitant, and the policy or contract number of the policy being replaced, if available.

# Replacements

A copy must be provided to the client and submitted with the application

UNITED OF OMAHA LIFE INSURANCE COMPANY  
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**Important Notice:  
Replacement of Life Insurance or Annuities**

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on the existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy involves the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends, of an existing policy, to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interest. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on this form.

1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract?  YES  NO
2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract?  YES  NO

If you answered "yes" to either of the above questions, for each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured, and the contract number if available) and whether each policy will be replaced or used as a source of financing:

Insurer Name	Contract or Policy #	Insured	Replaced (R) or Financing (F)

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. If you require one, an in-force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer. Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

The existing policy or contract is being replaced because \_\_\_\_\_

I certify that the responses herein are, to the best of my knowledge are accurate.

Applicant	Applicant B (if applicable)
Printed Name of Proposed Applicant/Owner	Printed Name of Proposed Applicant/Owner
Signature of Proposed Applicant/Owner	Signature of Proposed Applicant/Owner
Date	Date

Producer's Signature \_\_\_\_\_ Printed Name/Date \_\_\_\_\_

I do not want this notice read aloud to me. \_\_\_\_\_ (Applicants must initial only if they do not want the notice read aloud.)  
L6232\_0508 1 – Home Office Copy 2 – Applicant/Owner Copy

UNITED OF OMAHA LIFE INSURANCE COMPANY  
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**LIFE INSURANCE AND ANNUITIES**

**REPLACEMENT MEMORANDUM**

**EXISTING CONTRACT/POLICY**

**PROPOSED CONTRACT/POLICY**

Owner / Annuitant(s)	Owner / Annuitant(s)
Insurer	Insurer
Contract #	Application #
Product Type *	Product Type *
Product Name	Product Name

**FOR BOTH LIFE INSURANCE AND ANNUITIES**  
(Complete all that is applicable)

CONTRACT OR POLICY PROVISION	EXISTING CONTRACT/POLICY	REPLACEMENT CONTRACT/POLICY
Current Proposed Premium/Annual Consideration		
Current Contract Value		
Current Surrender Value		
Death Benefit Amount		
Current Interest Rate & Guarantee Period		
Guaranteed Minimum Accumulation/Interest Rate		

\* Deferred Fixed Annuity, Deferred Variable Annuity, Deferred Indexed Fixed Annuity, Immediate Annuity, Indexed Life Insurance, Variable Life Insurance, Whole Life Insurance, Universal Life Insurance, Term Life Insurance and Endowment

1 – Home Office Copy 2 – Applicant/Owner Copy

Surrender Charge Period in Years/ Charge Percentage Per Year/ Years Remaining		
Are free withdrawals available? If yes, what percentage? List options.		
Other significant policy or contract provisions		

**FOR ANNUITIES ONLY**  
(Complete all that is applicable)

CONTRACT PROVISION	EXISTING CONTRACT/POLICY	REPLACEMENT CONTRACT/POLICY
Initial Bonus Percentage or Amount		
Potential Loss of Bonus if Annuity is Exchanged, Surrendered or Funds Withdrawn		
Sub-Account Choices		
Guaranteed Purchase/Settlement Options		

I have received a copy of this completed form.

Owner/Annuitant \_\_\_\_\_ Date \_\_\_\_\_ Joint Owner/Annuitant \_\_\_\_\_ Date \_\_\_\_\_

I certify that the above provisions, and any other significant provisions, of the existing policy or contract and the proposed policy or contract were discussed with the applicant(s).

Producer Signature \_\_\_\_\_ Date \_\_\_\_\_

1 – Home Office Copy 2 – Applicant/Owner Copy

# Replacements

- Submit the correct forms for a replacement or 1035 exchange.

If there is a replacement or 1035 exchange, submit correct forms:

- Non-Qualified replacements (e.g. funding source is another annuity or life insurance policy): complete the Life Insurance/Annuity 1035 Exchange form and the applicable State Replacement form
- Non-Qualified transfers (e.g. funding source is a mutual fund): complete the Annuity Request to Transfer Funds form
- Qualified transfers, rollovers, and replacements: complete the Qualified Business Form and the applicable State Replacement form
- Contact the other carrier to confirm requirements for outgoing transfers. Often, you may be able to complete the transfer directly with the company, speeding up the process (e.g. CDs, mutual fund redemptions, 401k rollovers)

# Replacements

Remember, in making a recommendation, the producer must have reasonable grounds to believe the recommendation is in the client's best interest based on the facts the client has disclosed about his or her financial situation, insurance needs and financial objectives.

> Wrap-up

# Annuity Checklist

When selling an annuity be sure to:

- Submit the completed application and any applicable proposal (illustration)
- Complete and submit the Annuity Consumer Profile Information form
- Complete and submit the appropriate product and producer disclosure statements
- If there is a replacement or 1035 exchange, submit the correct forms
- Provide a copy of the “Buyer’s Guide to Annuities” to the client (where required)

# Certification and Acknowledgement Form

Close this window, scroll down the SPA page to locate, complete and submit form noted below.

Complete the [certificate and acknowledgement form](#) and email to [agency.mailbox@mutualofomaha.com](mailto:agency.mailbox@mutualofomaha.com) or fax to producer services at (402) 997-1829

Questions? Contact 1-800-867-6873



# Mutual of Omaha Annuity Product Training Certification & Acknowledgement Form

I hereby acknowledge that I have received the appropriate Company product training and understand the benefits and provisions of the Annuity products currently being marketed. I completed these requirements on the date shown below.

NOTE: This product training does not fulfill the state 4 hour training requirement.

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Agent's Name	Production #	Completion Date
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Please return this completed form to Mutual of Omaha Insurance Company by one of the following options.

**eMail or Fax to Producer Services at:**

**Agency:** (402) 997-1829 or [agency.mailbox@mutualofomaha.com](mailto:agency.mailbox@mutualofomaha.com)

**Brokerage:** (402) 997-1830 or [contractsandappointments@mutualofomaha.com](mailto:contractsandappointments@mutualofomaha.com)

**Mail to:**

Mutual of Omaha Insurance Company  
6- Producer Services  
Mutual of Omaha Plaza  
Omaha, NE 68175

**Annuity products underwritten by:**

United of Omaha Life Insurance Company  
Affiliates of Mutual of Omaha Insurance Company  
Mutual of Omaha Plaza Omaha, NE 68175

**For Home Office Producer Services use only.  
Not for use with the public.**