## **AGENT GUIDE**

## **CONFIDENCE INCOME ANNUITY®**

Product description	A single-premium immediate fixed annuity featuring fixed period, single life and joint life payment options.
Applicant ages	Fixed period: 0 - 90. All owners and annuitants.  Single life / joint life: 0 - 85. All owners and annuitants.  Annuitant proof of age is required on single and joint life payment options.
Minimum/maximum premium	See the All-Product Summary on the Agent Gateway (Agents.EquiTrust.com, click "Products") for current minimum and maximum premium amounts.
Minimum payment	\$100
Payment options	Fixed period: Any period from 5 years to 20 years. The owner can choose the number of payments to receive, as long as it falls within this period.  Single life: Payments based on the life of a single annuitant. Payment can be with or without a fixed period. If fixed period is elected, must be for a period of 5 to 20 years, and for whole years only. Payments will be made for the longer of the fixed period (if any) or the life of the annuitant.  Joint life: Payments based on the lives of two annuitants. Payment can be with or without a fixed period. If fixed period is elected, must be for a period of 5 to 20 years, and for whole years only. Payments will be made for the longer of the fixed period (if applicable) or up to the death of the last living annuitant. Payment can be with or without a reduction upon either or both of the annuitants' deaths.  Payment reduction rules: Upon death of specified annuitant, the payment to the surviving annuitant will be reduced by 25%, 33.33% or 50%. Payment reduction may be selected for one or both annuitants, and reduction percentages can vary between annuitants. If either annuitant chooses a reduction and both die during the fixed period (if applicable), the higher reduction percentage (i.e. the lowest payment amount) will apply for remaining payments to beneficiaries.  Once payments begin, no changes can be made to the payment option.
Payment mode	Annual, semi-annual, quarterly or monthly. Payments must be taken by EFT, unless the payment mode selected is annual.
Payment start date	Any date from 30 days after contract effective date to one year after contract effective date. Payments continue modally thereafter, based on the payment start date. The payment start date and subsequent payment dates reflect the dates on which payments are processed at our offices; payment delivery or automatic deposit may be delayed due to mailing time or bank processing time, depending on selected delivery method.

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Owner	The owner is the payee. Joint owners are allowed. Upon death of owner(s), remaining payments continue to beneficiary(ies) or owner's estate.
Annuitant	<b>Fixed period:</b> None, unless owner is not a natural person, in which case the death benefit is based on annuitant's life.
	Single life: Single annuitant, on whose life the payment is based.
	Joint life: Two annuitants, on whose lives the payment is based.
Qualified types	Qualified plans limited to IRAs. If the single life or joint life option is elected, payments will vary between IRA plan types.
Premium tax	If the owner is a resident of CA, CO, ME, NV, SD or WY, premium tax will be deducted before calculating the payment amount.
Death benefit	<b>Fixed period:</b> Upon death of owner (or second owner, if joint owners), remaining payments in the fixed period, if any, are paid to the owner's beneficiary(ies). If no living beneficiary(ies) exist, then remaining payments are made to the owner's estate.
	Single life: If there is no fixed period, or upon death of annuitant after the end of the fixed period, payments cease and there is no death benefit. Upon death of annuitant before the end of the fixed period, remaining payments in the fixed period are paid to the owner. If no living owner(s), the remaining payments are made to the owner's estate or the beneficiary(ies).
	<b>Joint life:</b> If there is no fixed period, or upon death of last living annuitant after the end of the fixed period, payments cease and there is no death benefit.
	Upon death of both annuitants before the end of the fixed period, remaining payments in the fixed period are paid to the owner. If no living owner(s), the remaining payments are made to the owner's estate or beneficiary(ies). If either annuitant elects a payment reduction upon their death, the amount paid until the end of the fixed period will be based on the highest payment reduction percentage (i.e. the lowest payment amount).
Cash Surrender Value	None
Commuted value	None
Withdrawals	Withdrawals in addition to income payments are not available.
Delivery receipt	A delivery receipt is required on all Confidence Income contracts. Payment of commissions will be held until a signed delivery receipt is received by EquiTrust.
Free-look period	The free-look period starts on the date the delivery receipt is signed. In the event of the annuitant's death during the free-look period, the original premium, less any payments received, will be refunded. This applies to joint life options if either annuitant dies during the free-look period.



866-598-3694 • Sales.Support@EquiTrust.com • Agents.EquiTrust.com

## **Standard Mail:**

EquiTrust Life Insurance Company P.O. Box 14500 Des Moines, IA 50306-3500

## Overnight:

EquiTrust Life Insurance Company 7100 Westown Pkwy Suite 200 West Des Moines, IA 50266-2521

Product not available in all states. Product features may vary by state. See contract for complete details. Contract issued on Contract Form Series ET-SPIA(08-06). EquiTrust does not offer investment advice to any individual or agent and this material should not be construed as investment advice.