## **AGENT GUIDE**

# MARKETFIVE INDEX™ ANNUITY

Product description	A flexible premium fixed index annuity. Product contains a fixed-rate account and a variety of index accounts, two of which feature custom, risk-controlled indices: Barclays Focus50 Index $^{\text{TM}}$ and S&P MARC 5% Excess Return Index.
Applicant ages	0-90. All owners and annuitants.
Minimum/maximum premium	Initial minimum: \$10,000; Subsequent minimum: \$2,000 Subsequent annual maximum after year 1: \$250,000  See the All-Product Summary on the Agent Website (Agents.EquiTrust.com, click "Products") for current maximum premium amount.  Subsequent premiums automatically added to the 1-Year Interest Account at time of receipt, then at contract anniversary reallocated among accounts according to current allocation instructions.
Accumulation Value	Total of the individual Account Accumulation Values.

Indices	
S&P 500 Index	Widely regarded as the single best gauge of large-cap U.S. equities. More than \$15.6 trillion is indexed or benchmarked to the S&P 500 Index, with indexed assets comprising approximately \$7.1 trillion of this total. Includes 500 leading companies and covers approximately 80% of available market capitalization.
Barclays Focus50 Index	The Barclays Focus50 Index seeks growth opportunities while limiting volatility through exposure to a dynamic combination of U.S. stocks and U.S. Treasury Indices. Low-volatility U.S. stocks are used because, historically, they have tended to outperform other, higher volatility stocks, on a risk-adjusted basis. The addition of Treasuries adds a diversification benefit and a potential reduction in risk. To further control risk, the index aims to limit its annual volatility to a 5% target using a process called volatility control. For more information on this index, visit Indices. Barclays/Focus50, ticker: BXIIF50E.
S&P MARC 5% Excess Return Index	The S&P MARC 5% Excess Return Index seeks to provide multi-asset diversification within a simple risk-weighting framework, tracking three underlying component indices that represent three asset classes: equities, commodities and fixed income. S&P MARC 5% Excess Return Index is dynamically rebalanced between the three indices and the cash component to target a 5% level of volatility. For more information on this index, visit SPIndices.com, ticker: SPMARC5.

Account options	
Fixed-Rate Account	<b>1-Year Interest Account</b> — The fixed rate is guaranteed for one contract year. On contract anniversaries, the rate may change subject to the contractual Minimum Guaranteed Interest Rate. All subsequent premiums received are applied to this account until the contract anniversary, then allocated per your instructions.
S&P 500® Index Accounts	<ul> <li>1-Year Point-to-Point Cap Index Account — Index credits are based on the percentage change in the S&amp;P 500 Index from the previous contract anniversary, up to a specified cap.</li> <li>1-Year Point-to-Point Participation Index Account — Index credits are based on the percentage change in the S&amp;P 500 Index from the previous contract anniversary, multiplied by the participation rate.</li> <li>1-Year Monthly Average Cap Index Account — Index credits are based on the percentage change in the S&amp;P 500 Index from the previous contract anniversary to the monthly index average, up to a specified cap.</li> <li>1-Year Monthly Average Participation Index Account — Index credits are based on the percentage change in the S&amp;P 500 Index monthly average from the previous contract anniversary, multiplied by the participation rate.</li> <li>1-Year Monthly Cap Index Account — Index credits are based on the cumulative sum of capped monthly changes in the S&amp;P 500 Index from the previous contract anniversary. Each monthly gain is subject to a cap, but monthly declines are not subject to a floor.</li> </ul>
Barclays Focus50 Index Accounts	<b>1-Year Point-to-Point Participation Index Account</b> — Index credits are based on the percentage change in the Barclays Focus50 Index from the previous contract anniversary, multiplied by the participation rate.
S&P MARC 5% Excess Return Index Account	<b>1-Year Point-to-Point Participation Index Account —</b> Index credits are based on the percentage change in the S&P MARC 5% Excess Return Index from the previous contract anniversary, multiplied by the participation rate.
Account Minimum Rates	See the All-Product Summary on the Agent Gateway (Agents.EquiTrust.com).
Index credits	Index credits will be added to the account at the end of each contract year. Index credits will never be less than zero.
Guaranteed Accumulation Value Benefit	At the end of year 5, the Accumulation Value will be no less than 105% of premiums, less withdrawals.

# AGENT GUIDE

## MARKETFIVE INDEX<sup>TM</sup> ANNUITY

### Surrender charges

5-year schedule. Percentage of Accumulation Value by contract year. Applies to partial withdrawals in excess of the free withdrawal amount.

Contract year	1	2	3	4	5
Surrender charge %	9%	8%	7%	6.5%	5.5%
California state variation	8.3%	7.4%	6.5%	5.6%	4.7%

Market Value Adjustment	Yes, applied when surrender charges are imposed (No MVA in CA).		
Minimum Guaranteed Contract Value	87.5% of premiums paid, less any withdrawals, plus interest earned at a rate no lower than 1% and no higher than 3%.		
Cash Surrender Value	Accumulation Value less any applicable surrender charges and adjusted for any applicable MVA. In no event will the Cash Surrender Value be less than the Minimum Guaranteed Contract Value or greater than the Accumulation Value.		
	By current company practice, systematic withdrawals of interest are allowed in the first year from the 1-Year Interest Account without charges.		
Free withdrawals	After the first contract year, up to 10% of the Accumulation Value on the previous contract anniversary may be withdrawn each contract year without surrender charge or MVA, either systematically or as a single withdrawal. Single withdrawals can be requested at any time, but must be at least \$250 per request. Systematic withdrawals are available monthly, quarterly, semiannually or annually, and must be taken by EFT.		
Transfers	May transfer Accumulation Value between accounts on each contract anniversary. Minimum transfer amount is \$2,000.		
Death benefit	Upon death of owner, Accumulation Value.		
Annuitization benefit	On the Income Date, the Accumulation Value is applied to the payment option elected. The Income Date is the first contract anniversary after the Annuitant's 100th birthday. The Accumulation Value is available for annuitization after the first year if a minimum payout of 10 years or life is elected.		
Nursing Home Waiver	Available for applicant ages 0-80 at no charge. After the first contract year, access up to 100% of the Accumulation Value in the event of nursing home confinement of owner for 90 days.		
Terminal Illness Rider	Available for all applicant ages at no charge. Access up to 75% of the Accumulation Value in the event of the owner's terminal illness. Features may vary by state.		



### 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

Neither Barclays Bank PLC, or Barclays Capital Inc., nor any affiliate (collectively "Barclays") is the issuer or producer of MarketFive™ Index – an index annuity contract – ("the contract") and Barclays has no responsibilities, obligations or duties to investors in the contract. The Barclays Focus50 Index ("the Index") including as applicable any component indices that form part of the Index is a trademark owned by Barclays Bank PLC, or Barclays Capital Inc., and licensed for use by EquiTrust Life Insurance Company ("EquiTrust") as the Issuer of the contract. While EquiTrust as the issuer of the contract may for itself execute transaction(s) with Barclays in or relating to the Index in connection with the contract investors acquire the contract from EquiTrust and investors neither acquire any interest in the Index nor enter into any relationship of any kind whatsoever with Barclays upon making an investment in the contract. The contract is not sponsored, endorsed, sold or promoted by Barclays and Barclays makes no representation regarding the advisability of the contract or use of the Index or any data included therein. Barclays shall not be liable in any way to the Issuer, investors or to other third parties in respect of the use or accuracy of the Index or any data included therein.

Bloomberg Index Services Limited is the official index calculation and maintenance agent of the Index, an index owned and administered by Barclays. Bloomberg Index Services Limited does not guarantee the timeliness, accurateness, or completeness of the Index calculations or any data or information relating to the Index. Bloomberg Index Services Limited makes no warranty, express or implied, as to the Index or any data or values relating thereto or results to be obtained therefrom, and expressly disclaims all warranties of merchantability and fitness for a particular purpose with respect thereto. To the maximum extent allowed by law, Bloomberg Index Services Limited, its affiliates, and all of their respective partners, employees, subcontractors, agents, suppliers and vendors (collectively, the "protected parties") shall have no liability or responsibility, contingent or otherwise, for any injury or damages, whether caused by the negligence of a protected party or otherwise, arising in connection with the calculation of the Index or any data or values included therein or in connection therewith and shall not be liable for any lost profits, losses, punitive, incidental or consequential damages.

The "S&P Multi-Asset Risk Control 5% Excess Return Index" and "S&P 500°" Indices ("Indices") are products of S&P Dow Jones Indices LLC or its affiliates ("SPDJI") and have been licensed for use by EquiTrust Life Insurance Company ("the Company"). Standard & Poor's and S&P are registered trademarks of Standard & Poor's Financial Services LLC ("S&P"); Dow Jones 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 the Company. The products are not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, or 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 Indices.

EquiTrust implements a rate hold depending on premium received at time of application. If the initial premium is not received with the application but is received within 60 days, the contract will be credited with the higher of the rates on the date of receipt of the application and the rates for new issues on the date the premium is received.

May not be available in all states. Product features may vary by state. See contract for complete details. Contract issued on Form Series ET-FIA5-2000(10-16) or ICC16-ET-FIA5-2000(10-16). NHW on 430-NHW(08-03) or ICC18-430-NHW(06-18). Terminal Illness on ET-TI(10-16) or ICC16-ET-TI(10-16). AV Guarantee Rider on ET-AVGR(10-16) or ICC16-ET-AVGR(10-16). Index accounts issued on Form Series ICC18-ET-1AP(05-18), ICC18-ET-IMC(05-18), ICC18-ET-IMC(05-18), ICC18-ET-P2P(05-18), ICC18-ET-P2P(05-18

Products underwritten, issued and distributed by EquiTrust Life Insurance Company, West Des Moines, Iowa.