## **AGENT GUIDE**

## MARKETTEN BONUS INDEX® ANNUITY

Product Description	A Flexible Premium Fixed Index Deferred Annuity with an income benefit rider option, a 6% Premium Bonus on premiums paid in the first five years and a Return of Premium guarantee. Product contains a Fixed-Rate Account and a variety of Index Accounts, two of which feature the custom, risk-controlled Barclays Focus50 Index™ and S&P MARC 5% Excess Return Index.
Applicant Ages	0-80 if Income Rider not elected; 40-80 if Income Rider elected. All owners and annuitants.
Minimum/Maximum Premium	Initial minimum: \$10,000 NQ, \$5,000 Q; Subsequent minimum: \$2,000 Subsequent annual maximum after year 1: \$250,000 Contract maximum without prior EquiTrust approval: \$1,000,000
	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.
Premium Bonus	6% Premium Bonus on premiums paid in the first five years. Immediately added to Accumulation Value.
Accumulation Value	Total of the individual Account Accumulation Values.
Fixed-Rate Account	1-Year Interest Account – TThe 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	<b>1-Year Point-to-Point Cap Index Account</b> – Index credits are based on the percentage change in the S&P 500 Index from the previous contract anniversary, up to a specified cap.
	<b>1-Year Monthly Average Cap Index Account</b> – Index credits are based on the percentage change in the S&P 500 Index from the previous contract anniversary to the monthly index average, up to a specified cap.
	<b>1-Year Monthly Average Participation Index Account</b> – Index credits are based on the percentage change in the S&P 500 Index monthly average from the previous contract anniversary, multiplied by the participation rate.
	<b>1-Year Monthly Cap Index Account</b> – Index credits are based on the cumulative sum of capped monthly changes in the S&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.
	<b>2-Year Monthly Average Cap Index Account</b> – Index credits are based on the percentage change in the S&P 500 Index from the previous two-year contract anniversary to monthly index average over a two-year period, up to a specified cap.
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.
	<b>2-Year Point-to-Point Participation Index Account</b> – Index credits are based on the percentage change in the Barclays Focus50 Index from the previous twp-year contract anniversary, multiplied by the participation rate.
S&P MARC 5% Excess Return Index Account	1-Year Point-to-Point Participation Index Account – 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.

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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 5% level of volatility. For more information on this index, visit SPIndices.com, ticker: SPMARCS		
Account Minimum Rates	See the All-Product Summary on the Agent Website (Agents.EquiTrust.com).		
Index Credits	Index Credits will be added to the account at the end of each indexing period. Index Credits will never be less than zero.		
Surrender Charge	10-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 6 7 8 9 10		
	Surrender Charge % 10 10 10 10 8.5 7 5.5 4 3 1.5		
	(CA – 9 Years: 8.3, 7.4, 6.5, 5.6, 4.7, 3.8, 2.9, 1.9 and 0.9%; DE – 10 Years: 9, 8, 7, 6.5, 5.5, 4.5, 3.5, 2.5, 1.5 and 0.5%)		
Market Value Adjustment	Yes, applied when Surrender Charges are imposed. (No MVA in CA and DE)		
Minimum Guaranteed Contract Value	100% of premiums paid, (excluding Premium Bonus) less any partial withdrawals, plus interest earned at a rate no lower than 1% and no higher than 3%, less surrender charges.		
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.		
Return of Premium Rider	As an additional guarantee, the Cash Surrender Value will never be less than premiums, minus withdrawals. This rider is automatically included on all contracts at no charge.		
Free Withdrawals	By current company practice, systematic withdrawals of interest are allowed in the first year from the 1-Year Interest Account without charges.		
	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. Transfers out of a two-year account allowed only at the end of the two-year indexing period.		
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 latter of the first contract anniversary after the Annuitant's 70th birthday, or 25 years after issue. By current company practice, the Accumulation Value is available for annuitization after the fifth year if a minimum payout of 5 years or life is elected (not available in TX; available after first year with a minimum fixed period of 15 years or life option in FL).		
Nursing Home Waiver	Available for all applicant ages 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.		
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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.		
Rate Hold	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.		
INCOME RIDER			
Description	An optional rider that offers guaranteed lifetime income based on 5.0% accumulation for up to 10 years. This rider has an annual charge. Lower credited rates may apply if the Income Rider is elected.		
Issue Requirements	The Income Rider must be elected at issue and the owner must be 40 or older. Owner and annuitant must be the same person to elect the rider, unless the owner is non-natural. Joint ownership is allowed for spouses only.		
Income Withdrawals	Lifetime Income Withdrawals continue even if the Accumulation Value is depleted. May begin anytime after the first contract year and the owner's age is at least 50. If joint owners, both must be at least age 50 to start Income Withdrawals. Income Withdrawals are available monthly, quarterly, semiannually or annually.		
Rider Charge	Annual fee of 1% of Accumulation Value, deducted on each contract anniversary proportionately from each crediting account.		
Enhanced Income Withdrawals	Income withdrawal amount increased by 100% for single-life owner (50% for joint owners) for up to 5 years in event of chronic illness. Chronic illness is defined as permanently unable to perform at least two of six activities of daily living (ADL), or permanent severe cognitive impairment. At start and during enhanced-benefits period, chronic illness must be physician-certified annually. Enhanced benefits do not impact lifetime income payments. Annuity must be in effect at least three years, have Accumulation Value greater than zero and no premium added in prior two years. Owner must be US resident and not older than 90 to activate enhanced benefits.		
Income Withdrawal Amount Calculation	The Income Withdrawal amount equals the Benefit Base multiplied by the Income Withdrawal Percentage. At each contract anniversary, the Income Withdrawal amount is recalculated as the greater of the prior year's Income Withdrawal amount, or the current Benefit Base multiplied by the original Income Withdrawal Percentage.		
Benefit Base	Includes all premiums and premium bonuses, less withdrawals, compounded at 5.0% for 10 years, or until the start of Income Withdrawals, if earlier. The Benefit Base is only used to calculate the Income Withdrawal amount. It is not available upon surrender, death or annuitization.		
Income Withdrawal Percentage	Based on the owner's age at the time Income Withdrawals are elected. For joint owners, the age of the younger owner will be used. Once Income Withdrawals start, the percentage will never change.		
	Age of Owner at Time of 1st	Single Life Income	Joint Life Income

Age of Owner at Time of 1st Income Withdrawal	Single Life Income Withdrawal Percentage	Joint Life Income Withdrawal Percentage
50-54	2.00%	1.50%
55-59	2.50%	2.00%
60-64	3.00%	2.50%
65-69	3.50%	3.00%
70-74	4.00%	3.50%
75-79	4.50%	4.00%
80-84	5.00%	4.50%
85-89	5.50%	5.00%
90+	6.00%	5.50%

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Step-Up Feature	If the Accumulation Value is greater than the Benefit Base when Income Withdrawals start, and on each subsequent contract anniversary, the Benefit Base will be increased to equal the Accumulation Value. This allows for Income Withdrawal amounts to potentially increase from year to year.	
Starting & Stopping Income Withdrawals	Contract owners have the ability to start and stop Income Withdrawals when they choose. If Income Withdrawals are not stopped and the Rider is not terminated, the payments will continue for the owner's lifetime, even if the Accumulation Value is zero. If Income Withdrawals are stopped and later restarted, the payments will be the greater of the prior Income Withdrawal amount (adjusted for any Excess Withdrawals), and the original Income Withdrawal Percentage multiplied by the current Benefit Base.	
Additional Premiums	Additional premiums will increase the Benefit Base. A 6% bonus is added for all premiums received in the first five years. Additional premiums are not allowed after Income Withdrawals have started.	
Excess Withdrawals	Withdrawals exceeding the Income Withdrawal amount are allowed at any time, but will reduce the Benefit Base and amount of future Income Withdrawals proportionately. Excess Withdrawals that exceed the contract's penalty-free withdrawal amount may be subject to a surrender charge and/or Market Value Adjustment. Required Minimum Distributions are not considered Excess Withdrawals.	
Rider Termination	Rider may be terminated at the owner's request. Once the Rider is terminated, it cannot be restarted. The Rider will automatically be terminated upon: death of first contract owner, unless spousal continuation is elected; full surrender; annuitization; contract ownership change (other than a spousal continuation or the addition of a spousal joint owner); or Excess Withdrawals that reduce the Accumulation Value to zero.	

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May not be available in all states. Product features may vary by state. See contract for complete details. Contract issued on Contract Form Series ICC18-ET-MTB-2000(06-18) or ET-MTB-2000(06-07). Riders issued on Form Series ICC16-ET-IBR-FIXED(07-16) or ET-IBR(06-08); ICC17-ET-IBR-ER-A(04-17) or ET-IBR-ER-A(04-17); ICC17-ET-FIXED-ROP(02-17) or ET-FIXED-ROP(02-17); ICC18-430-NHW(06-18) or 430-NHW(08-03); and ICC16-ET-TI(10-16) or ET-TI(10-16). Index accounts issued on Form Series ICC18-ET-2PC(05-18), ICC18-ET-MAVG(05-18), ICC18-ET-1AP(05-18), ICC18-ET-1MC(05-18), ICC18-ET-2PR(05-18), ICC19-ET-1PP(05-19), ICC19-ET-2PP(05-19), ET-1PPGS(10-16), ET-2PPGS(10-16), ET-1PP(05-19) and ET-2PP(05-19). EquiTrust does not offer investment advice to any individual or agent/producer and this material should not be construed as investment advice.

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