

Index Achiever 7 Fixed-Indexed Annuity

Frequently Asked Questions

What is the Index Achiever 7?

The Index AchieverSM 7 is the newest addition to Great American's fixed-indexed annuity portfolio. The product works just as Great American's other fixed-indexed annuities do, but Great American Life does not pay a commission to the writing agent.

Why doesn't the Index Achiever 7 pay a commission like Great American Life's other fixed-indexed annuities?

The Index Achiever 7 is designed to fit within a fee-based billing structure. In lieu of receiving a commission from Great American Life, the annuity's value may be included in the value of the client's assets under management. The advisor then charges a fee based on assets under management.

Who can sell the Index Achiever 7?

Because the Index Achiever 7 is an insurance product, producers need to be insurance licensed to sell it. A securities license is not required. However, in order to receive compensation for providing investment advisory services, investment advisors and Investment Advisor Representatives (IARs) generally are required to register with the SEC or with state securities authorities.

IARs may not have offered fixed-indexed annuities in the past, since commission-based products are not compatible with their billing structures. Since the Index Achiever 7 is designed specifically for IARs, it provides the opportunity to offer a fixed-indexed annuity within their fee-based model.

How does the Index Achiever 7 fit within a traditional advisory portfolio?

Advisory portfolios are generally made up of equities, fixed income investments and cash. The Index Achiever 7 is another fixed income option IARs can offer to their clients.

Due to the persistently low interest rate environment, advisors and clients may be seeking alternatives to the traditional fixed income portion of investment portfolios. Incorporating the Index Achiever 7 into a portfolio brings several advantages, including principal protection and the potential for greater returns with indexed strategies that offer competitive caps and participation rates. In addition to these benefits, clients can receive a guaranteed income stream for life.

How will investment advisors and IARs receive contract values?

Great American Life is a DTCC participant and works directly with several vendors that provide account aggregation and billing services.

Thank you for your interest in offering the Index Achiever 7 fixed-indexed annuity. If you have additional questions, please contact **Dave Mebius** at 513-412-1958, **Brian Kampe** at 513-412-1934 or your **wholesaler**.

Product issued by Great American Life Insurance Company, member of Great American Insurance Group (Cincinnati, OH) under contract form P1110916NW. Form number, product features and availability may vary by states.

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4570-BA-12 (10/16)

