



# Index Protector 7 and Income Keeper Case Study

Putting your clients in control of their retirement income



# Learn from David

The Index Protector 7 fixed-indexed annuity from Great American Life Insurance Company® can help ease the uncertainty that comes with retirement.

**Consider this example.** At age 65, David purchases an Index Protector 7 fixed-indexed annuity with a purchase payment of \$500,000. He elects to add the optional Income Keeper guaranteed income rider and begins taking income payments in year six when he is 70 years old. This example shows how David's contract and rider values might grow over the years.

Contract Year	Interest Earned	Account Value	Rollup Credit	Income Base	Annual Rider Income Payment	Cumulative Rider Income Payments
1	\$26,467	\$523,967	\$10,000	\$536,467	\$0	\$0
2	\$743	\$522,028	\$10,000	\$547,210	\$0	\$0
3	\$23,433	\$542,724	\$10,000	\$580,643	\$0	\$0
4	\$45,180	\$585,002	\$10,000	\$635,823	\$0	\$0
5	\$32,003	\$613,826	\$10,000	\$677,826	\$0	\$0
6	\$29,303	\$605,848	\$0	\$707,129	\$33,891	\$33,891
7	\$60,863	\$627,819	\$0	\$767,992	\$35,356	\$69,247
8	\$46,451	\$632,030	\$0	\$814,443	\$38,400	\$107,647
9	\$0	\$587,236	\$0	\$814,443	\$40,722	\$148,369
 10	\$41,329	<b>\$583,770</b>	\$0	\$855,772	\$40,722	\$189,091
11	\$28,553	\$565,255	\$0	\$884,324	\$42,789	\$231,880
12	\$736	\$517,354	\$0	\$885,060	\$44,216	\$276,096
13	\$21,149	\$489,824	\$0	\$906,209	\$44,253	\$320,349
14	\$36,824	\$476,807	\$0	\$943,034	\$45,310	\$365,659
 15	\$23,374	<b>\$448,314</b>	\$0	\$966,408	\$47,152	\$412,811
16	\$20,084	\$415,246	\$0	\$986,492	\$48,320	\$461,131
17	\$38,752	\$399,741	\$0	\$1,025,244	\$49,325	\$510,456
18	\$27,236	\$370,589	\$0	\$1,052,480	\$51,262	\$561,718
19	\$0	\$312,702	\$0	\$1,052,480	\$52,624	\$614,342
20	\$19,414	\$274,230	\$0	\$1,071,895	\$52,624	\$666,966
21	\$11,453	\$226,729	\$0	\$1,083,347	\$53,595	\$720,561
22	\$238	\$167,383	\$0	\$1,083,586	\$54,167	\$774,728
23	\$4,864	\$112,650	\$0	\$1,088,449	\$54,179	\$828,907
24	\$4,418	\$57,203	\$0	\$1,092,867	\$54,422	\$883,329
 25	\$0	\$0	\$0	\$1,092,867	<b>\$54,643</b>	\$937,972
26	\$0	\$0	\$0	\$1,092,867	\$54,643	\$992,615
27	\$0	\$0	\$0	\$1,092,867	\$54,643	\$1,047,258
28	\$0	\$0	\$0	\$1,092,867	\$54,643	\$1,101,901
29	\$0	\$0	\$0	\$1,092,867	\$54,643	\$1,156,544
30	\$0	\$0	\$0	\$1,092,867	\$54,643	\$1,211,187
31	\$0	\$0	\$0	\$1,092,867	\$54,643	\$1,265,830

The table shows hypothetical contract and rider values based on the historical performance of the S&P U.S. Retiree Spending Index. The values were calculated using non-MVA caps, rates and rider charges that were current as of April 21, 2017. We assumed that these values did not change at any time during the period above. Caps, rates and rider charges are subject to change at any time. Account Value column reflects interest earned, the deduction of rider charges and assumes no withdrawals were taken. See the Income Keeper brochure for complete rider details.

# Flexibility to meet your clients' needs

Just like David, your clients may be wondering:

- Can I access my money if my circumstances change?
- Will I be able to leave an inheritance for my children?
- How long will my savings last?

Based on this example, the following scenarios show how the Index Protector 7 and Income Keeper might provide answers to David's retirement questions.



## ***Staying in control of his assets***

The Index Protector 7 helps David stay in control of his retirement savings. If David decided to surrender his Index Protector 7 contract after 10 years at age 74, he would walk away with **\$583,770** (before taxes) since his account value is not subject to early withdrawal charges after year seven. In addition, David would have received over \$180,000 in rider income payments.

**When circumstances changed, David surrendered his contract without penalty because he was out of the early withdrawal charge period.**



## ***Leaving a legacy for his beneficiaries***

The Index Protector 7 helps David prepare for the unexpected. If David passed away in contract year 15 at age 79, he would leave his account value of **\$448,314** to his beneficiaries. During the first 15 contract years, David would have received over \$400,000 in rider income payments.

**David turned his retirement savings into an inheritance for his heirs.**



## ***Guaranteed income for life***

The Index Protector 7 helps to take the guesswork out of saving for retirement. Let's say David held his Index Protector 7 contract for 31 years. During this time, he would have received over \$1 million in rider income payments. Even in years 25-31 when his account value was depleted, David would have **received income payments** because he elected to add the optional Income Keeper rider.

**By adding the Income Keeper rider, David benefitted from increasing income payments over the years. His rider income payments continued for his lifetime.**



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