

# Eagle Select<sup>®</sup> Income Focus

**FIXED INDEX ANNUITY**

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LIFETIME INCOME DESIGNED  
FOR YOUR LIFESTYLE



# Eagle Select<sup>®</sup> Income Focus

## FIXED INDEX ANNUITY

### Need for Guaranteed Income with Flexibility

Many of us eagerly look forward to retirement as we start to plan for those golden years. However, every individual has different financial goals and unique retirement needs. Still, many of today's retirees' objectives are the same — asset protection, growth potential, and securing a reliable income source.

Fixed index annuities, like Eagle Select<sup>®</sup> Income Focus with lifetime income benefit rider (LIBR) options, were designed to provide you with income payment assurance and confidence to help you fully enjoy your retirement.

The LIBR, a feature of Eagle Select Income Focus Fixed Index Annuity, provides guaranteed income to fund your retirement. Income that could help you cover your retirement expenses such as groceries, taking up a new hobby, traveling the countryside, or celebrating times with friends and family.

## WHY GUARANTEED INCOME IS ESSENTIAL IN YOUR RETIREMENT PLAN



# 66%

of Americans worry about having insufficient retirement money.<sup>1</sup>



# 50%

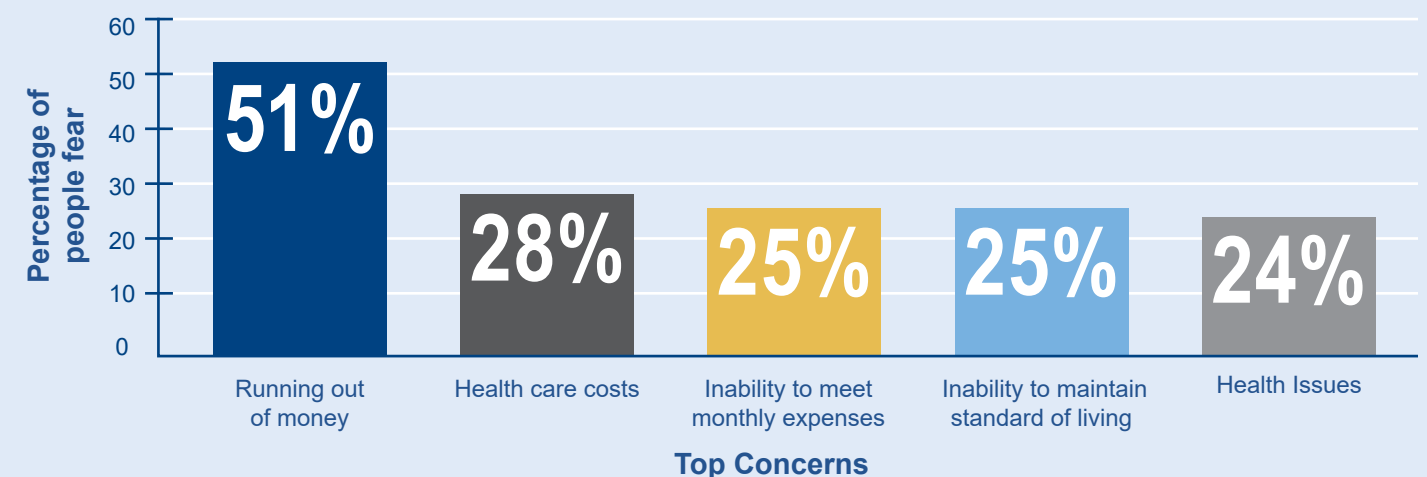
of retirees are at risk of not having enough to maintain their pre-standard of living in retirement.<sup>2</sup>



# \$56,632

is the average household median retirement income in 2021 — which is up from \$43,696 in 2016.<sup>2</sup>

## TOP 5 RETIREMENT CONCERNS<sup>3</sup>



1. How to Be Financially Stable After Retirement. (n.d). Financial Highway. Retrieved July 14, 2021, from <https://financialhighway.com/how-to-be-financially-stable-after-retirement/>

2. Coxwell, K. (2021, February 10). Average Retirement Income 2021: How do You Compare? NewRetirement. <https://www.newretirement.com/retirement/average-retirement-income-2021-how-do-you-compare/>

3. Employee Financial Education and Wellness Survey. (2019). Pricewaterhouse Coopers. Retrieved August 12, 2021, from <https://www.theexperience.work/wp-content/uploads/2018/06/pwc-2019-employee-wellness-survey.pdf>





## WHAT IS A FIXED INDEX ANNUITY?

A fixed index annuity (FIA) is a contract you purchase that is backed by the financial strength and claims-paying ability of the issuing company. That strength and ability guarantees you a retirement vehicle designed to protect your assets while allowing for growth opportunities. It does this through a combination of powerful benefits:

- Principal Protection
- Tax-Deferred Growth
- Liquidity
- May Avoid Probate
- Guaranteed Income

## HOW DOES A FIXED INDEX ANNUITY WORK?

When you purchase a fixed index annuity, the insurance provider guarantees principal protection, tax-deferred growth on assets and additional index-linked growth opportunities.

As an insurance product, a fixed index annuity is not directly tied to any index. So you'll have none of the exposure risks that are associated with direct stock or share ownership. The annuity cannot lose money due to index decreases and the interest credited will never be less than zero.





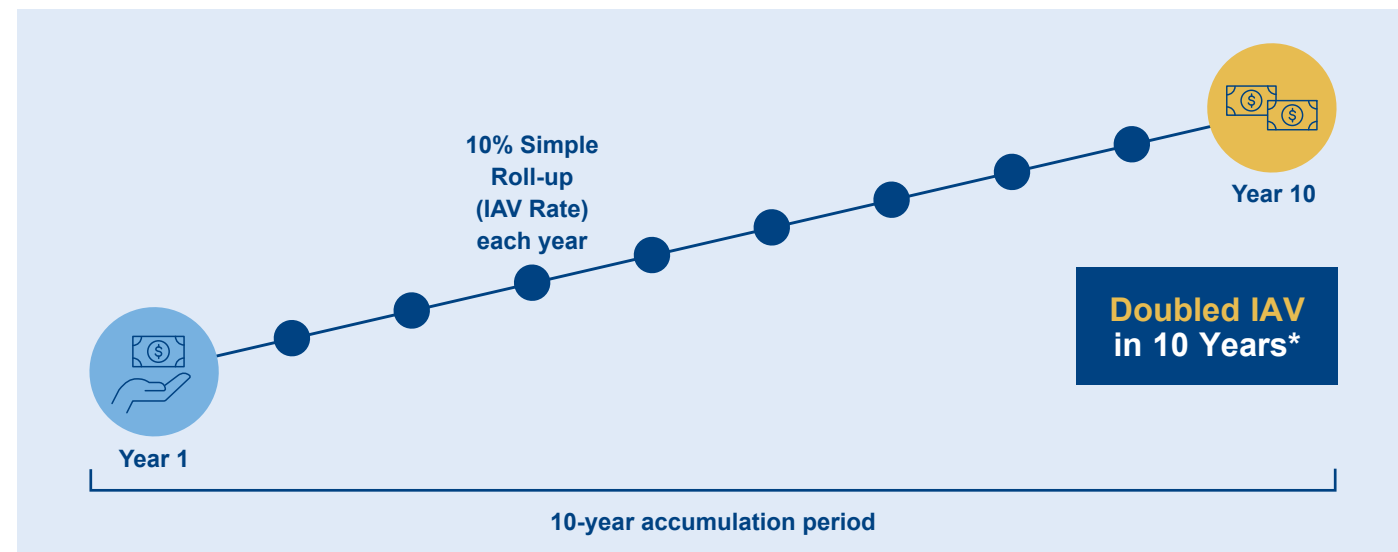


## HOW DOES THE LIFETIME INCOME BENEFIT RIDER WORK?

Our lifetime income benefit rider is an optional feature on our Eagle Select Income Focus fixed index annuity. The rider allows you to build up your retirement savings and then provide you with guaranteed income for the remainder of your life, starting at a certain age.

### Building up retirement savings

As you start your annuity contract, you begin growing your Income Account Value (IAV) right away. In fact, for each year up to 10 years that you wait before you begin taking the income from your annuity, your IAV will increase by 10%. Therefore further helping boost your future guaranteed income.

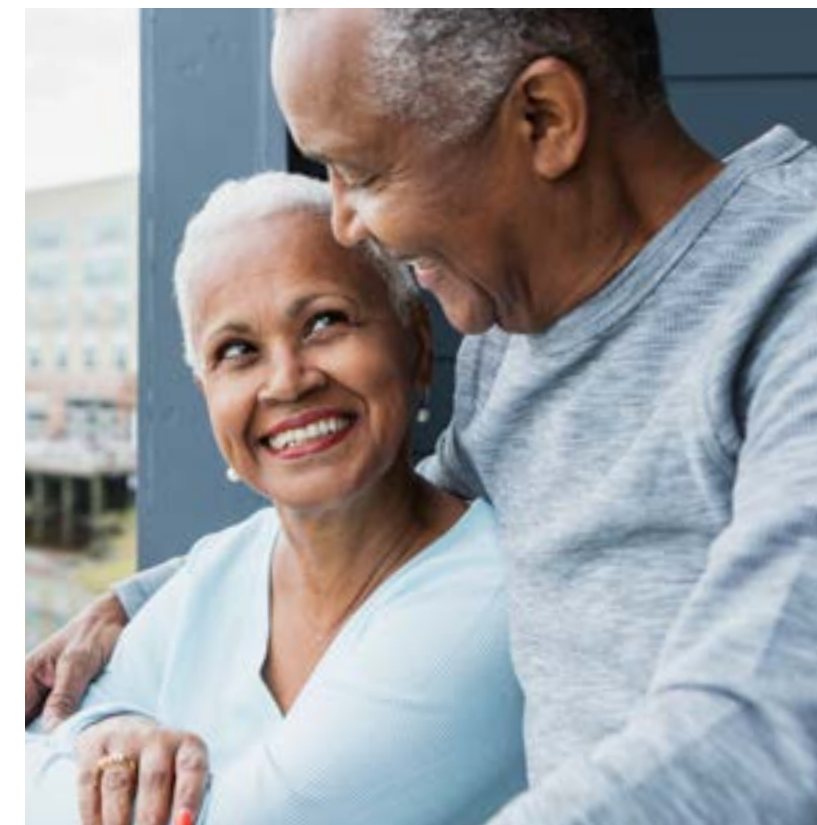


\*This option has a set IAV Rate, declared at issue and guaranteed for 10 years plus the Wellbeing Benefit. The IAV is calculated on a simple interest basis. The rider fee is guaranteed for the life of the rider. 1% rider fee. 1 year waiting period to start income.

## Starting Income Payments

The amount of income you can receive is calculated using the Income Account Value multiplied by the payout factor at the age you start income. With single or joint options and increasing age bands, the payout factors listed below will help you calculate the percentage of income you will receive based on the age you start income payments.

Age	10% Simple Roll-up (IAV Rate) Single	10% Simple Roll-up (IAV Rate) Joint
50	3.00%	2.50%
51	3.15%	2.65%
52	3.30%	2.80%
53	3.45%	2.95%
54	3.60%	3.10%
55	3.75%	3.25%
56	3.90%	3.40%
57	4.05%	3.55%
58	4.20%	3.70%
59	4.35%	3.85%
60	4.50%	4.00%
61	4.60%	4.10%
62	4.70%	4.20%
63	4.80%	4.30%
64	4.90%	4.40%
65	5.00%	4.50%
66	5.10%	4.60%
67	5.20%	4.70%
68	5.30%	4.80%
69	5.40%	4.90%
70	5.50%	5.00%
71	5.60%	5.10%
72	5.70%	5.20%
73	5.80%	5.30%
74	5.90%	5.40%
75	6.00%	5.50%
76	6.05%	5.55%
77	6.10%	5.60%
78	6.15%	5.65%
79	6.20%	5.70%
80+	6.25%	5.75%



Age 60 Starts Contract \$100K Contract		Age 65 Starts Income \$150K IAV
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### Lifetime Income | Single Payout

**150K IAV**  
**x 5% Payout Factor**  
**= \$7,500 Annual Income**

Age 60 Starts Contract \$100K Contract		Age 70 Starts Income \$200K IAV
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### Lifetime Income | Single Payout

**200K IAV**  
**x 5.5% Payout Factor**  
**= \$11,000 Annual Income**





**Retirement Goals:**  
Family time, traveling, and staying social

**Retirement Concerns:**  
Not generating enough income

## ALAN AND MARY

Guaranteeing an Income Stream

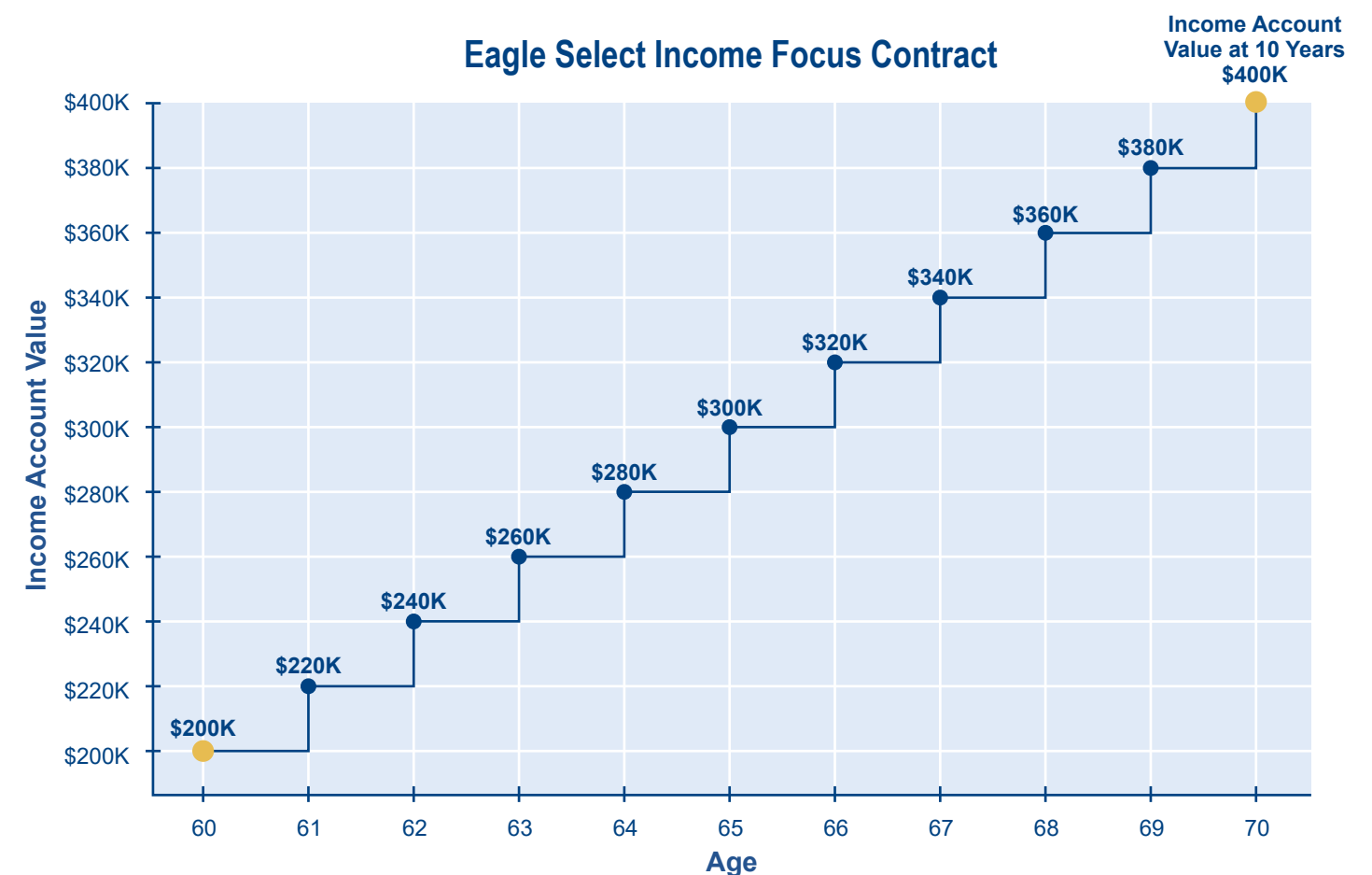
Alan and Mary are hoping to retire in 10 years and are doing their best to plan for it now. They have set their retirement goals to include: visiting their grandkids as much as possible, taking a few trips around the country throughout the year and socializing with their friends at their favorite restaurant a few times a month. Having a better idea of frequent expenses is a good start, but they also need to prepare for the unexpected ones.

Alan is worried they will not generate enough income in retirement to achieve their goals and maintain the lifestyle they wish to have. They have been diligent with saving, but it may not be enough. Alan utilized \$200K of his retirement portfolio to purchase an **Eagle Select Income Focus Fixed Index Annuity contract** and selected the **10% Simple Roll-up LIBR option** to maximize income and was able to generate \$22K in annual income. Having a guaranteed stream of lifetime income helped them fill any remaining income gaps left by other sources and lessened their financial worries.



**\$55,000 Annual Income Needed**  
- **\$33,000 Annual Social Security Benefit**  
= **\$22,000 Annual Lifetime Income Payment provided by Eagle Select Income Focus**

Eagle Select Income Focus Contract



Hypothetical example shown for illustrative purposes only. Assumes no withdrawals are taken from the contract prior to income payments beginning. Excess withdrawals taken in addition to lifetime income payments will reduce future income payment amounts



# PROTECTION DURING UNFORESEEN HEALTH EVENTS

At no additional charge, the Wellbeing Benefit is included on the Lifetime Income Benefit Rider when purchasing the Eagle Select Income Focus Fixed Index Annuity. This additional feature is our way to help you lessen the impact of the unexpected health events on your retirement savings.



## 3/4 AMERICANS

say they would be “significantly set back financially” if they received an unexpected medical bill today.<sup>3</sup>



There is roughly a

## 50% CHANCE

of a 65-year-old adult having some level of physical or cognitive impairment over the remainder of their life.<sup>4</sup>

## WELLBEING BENEFIT\*

The Wellbeing Benefit allows you to increase the amount of income you receive in the event of a health event. It is activated if the contract owner (or their spouse if the joint life payout is selected) becomes unable to perform 2 out of 6 daily activities such as inability to bathe, dress, eat, continence, toilet and transfer. Confinement or receipts are not required to use this benefit, and it is also available to those receiving home care as well.

### Wellbeing Benefit Features

Single Life Income Payout Factor: 200%

Joint Life Income Payment Factor: 150%

2 Year Enhanced Income Waiting Period

Up to 5 Year Enhanced LIB Period

## JULIE

Protecting her retirement savings

Julie is living out the retirement she’s dreamed about. She’s traveled with friends, volunteered at the local animal shelter, and perfected her gardening. Unfortunately, in the middle of retirement, Julie was diagnosed with cancer, underwent chemo as a result, and is now cancer free. During that time, Julie could have cut into her retirement savings significantly as she did her best to stay afloat and navigate increased expenses.

However, because she had purchased an **Eagle Select Income Focus fixed index annuity with a Lifetime Income Benefit Rider and Wellbeing Benefit** at the age of 60, the impact to her funds was less significant. With the Wellbeing Benefit added, she was able to enhance her income payments during treatments by 2X and use the money on expenses such as food and apartment rental so she could stay close to the hospital during treatment.

The wellbeing benefit can only be activated one time after a two-year waiting period. The contract owner must be unable to perform two of six ADLs and requires annual certification by a qualified physician. See disclosure and sales brochure for additional details.

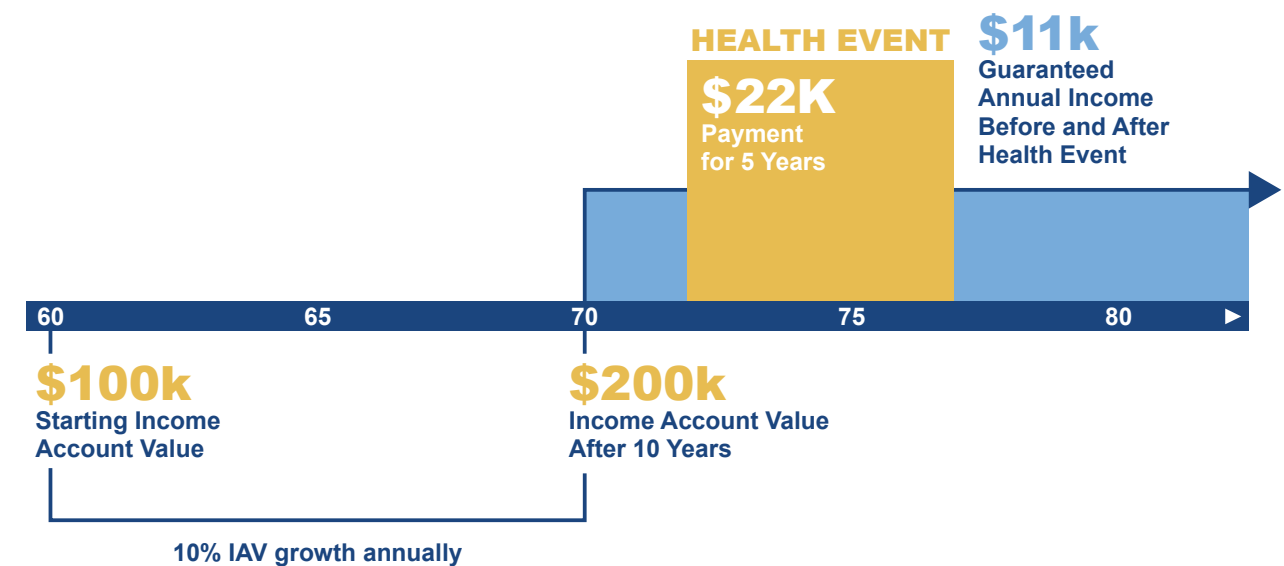


#### Retirement Goals:

Protect retirement assets from unexpected retirement obstacles

#### Retirement Concerns:

Sustaining assets through retirement



Hypothetical example shown for illustrative purposes only.

\*Not available in CA or DE

3. How to Be Financially Stable After Retirement. (n.d). Financial Highway. Retrieved July 14, 2021, from <https://financialhighway.com/how-to-be-financially-stable-after-retirement/>

4. Coxwell, K. (2021, February 10). Average Retirement Income 2021: How do You Compare? NewRetirement. <https://www.newretirement.com/retirement/average-retirement-income-2021-how-do-you-compare/>

# SPOUSAL CONTINUATION – SUPPORT FOR LOVED ONES

In preparing for the future, the death of a spouse is something no one wants to think about but should be considered in a retirement plan. It is undoubtedly a tough time and you'd welcome any support. That's why we've designed our product with the flexibility to help you care for your spouse in the event of death.

## Support Through Three Common Scenarios

- 1 If you start Single Life Income
- 2 If you start Joint Life Income
- 3 If you pass prior to Income Starting

Upon death, spouse can continue income until IAV is \$0

Upon death, spouse continues lifetime income payments

The lifetime income benefit rider will continue for your spouse if they are the sole primary beneficiary of the contract, elect spousal continuation, and are at least age 50.

There are additional death benefit options available for beneficiaries that are identified in the annuity contract and should be considered as part of a comprehensive retirement plan.

## TIM AND LAURA

Caring for each other

Tim and Laura purchased an **Eagle Select Income Focus Fixed Index Annuity** contract using \$300K from their retirement portfolio at age 60. It then grew to \$600K by the time they reached age 70 and decided to start joint life income payments. Unfortunately, Tim passed away at 71 from a heart attack. In the midst of crisis, his wife Laura had several decisions to make, but their annuity contract contained the flexibility to not add to the additional burden. She was able to continue income payments for the rest of her lifetime. This helped cover expenses and ease her financial concerns, while she and her family dealt with other affairs.

### Retirement Goals:

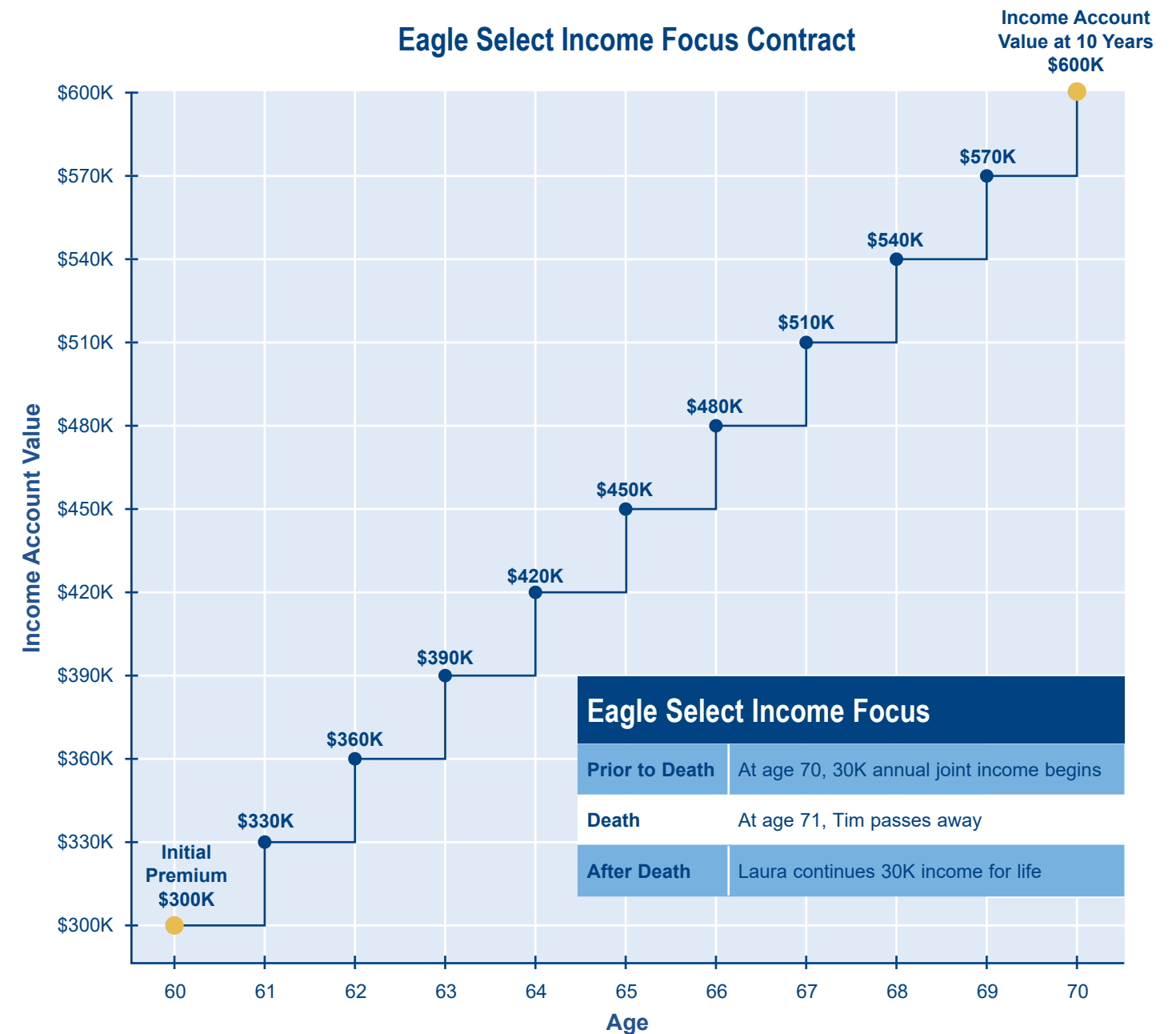
Providing for each other through retirement

### Retirement Concerns:

Leaving surviving spouse without a source of income



## Eagle Select Income Focus Contract



Hypothetical example shown for illustrative purposes only.

Fixed Annuities. Fixed Index Annuities. Guaranteed Income for Life.



# ADDITIONAL PRODUCT DETAILS

## More Lifetime Income Benefit Rider Options Available\*

This additional option has a set IAV Rate that is declared at issue and is guaranteed for 10 years plus the Wellbeing Benefit. The IAV is calculated on a simple interest basis. There is no fee associated with this option. It will be automatically added to the contract if no other option is selected.

- 5% Simple Roll-up (IAV Rate)
- 10-year accumulation period
- No Rider fee
- 30 day waiting period to start income
- Increasing Age Bands

Joint payout factors are 0.5% lower than single payout factors listed.

## Payout Factors

Age	5% Simple Roll-up (IAV Rate) Single	5% Simple Roll-up (IAV Rate) Joint
50	2.65%	2.15%
51	2.75%	2.25%
52	2.90%	2.40%
53	3.00%	2.50%
54	3.15%	2.65%
55	3.30%	2.80%
56	3.40%	2.90%
57	3.55%	3.05%
58	3.70%	3.20%
59	3.80%	3.30%
60	3.95%	3.45%
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67	4.55%	4.05%
68	4.65%	4.15%
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70	4.85%	4.35%
71	4.90%	4.40%
72	5.00%	4.50%
73	5.10%	4.60%
74	5.20%	4.70%
75	5.25%	4.75%
76	5.30%	4.80%
77	5.35%	4.85%
78	5.40%	4.90%
79	5.45%	4.95%
80+	5.50%	5.00%

## Surrender Charges

Schedule (Age 50-85)								
Contract Year	1	2	3	4	5	6	7	8
Surrender Charge Percent	9%	8%	7%	6%	5%	4%	3%	0%
California Surrender Charge Percent	8.3%	8%	7%	6%	5%	4%	2%	0%
Florida Surrender Charge Percent	9%	8%	7%	6%	5%	4%	2%	0%

## Key Terms

**Contract Value:** The total of the values in the annuity contract.

**Death Benefit:** The greater of the Contract Value or the Minimum Guaranteed Surrender Value. Available Death Benefit payment options are listed in the annuity contract.

**Income Account Value (IAV):** This value is used to determine the amount of income to be received under the Lifetime Income Benefit Rider (LIBR). It is not a traditionally accessible value. This serves as a measuring tool for purposes of the rider.

**IAV Rate:** The interest rate used to calculate the interest credited to the Income Account Value.

**Joint Life Payout:** A joint life payout is available only to legal spouses, as defined under federal law. Both spouses must be at least 50 years of age and payment is based on the age of the younger joint payee. Payments are made through the life of the last surviving spouse, so long as spousal continuation is elected.

**Rider Fee:** The fee charged for the Lifetime Income Benefit Rider is based on the Income Account Value and deducted from the Contract Value each year as long as the rider is attached to the contract.

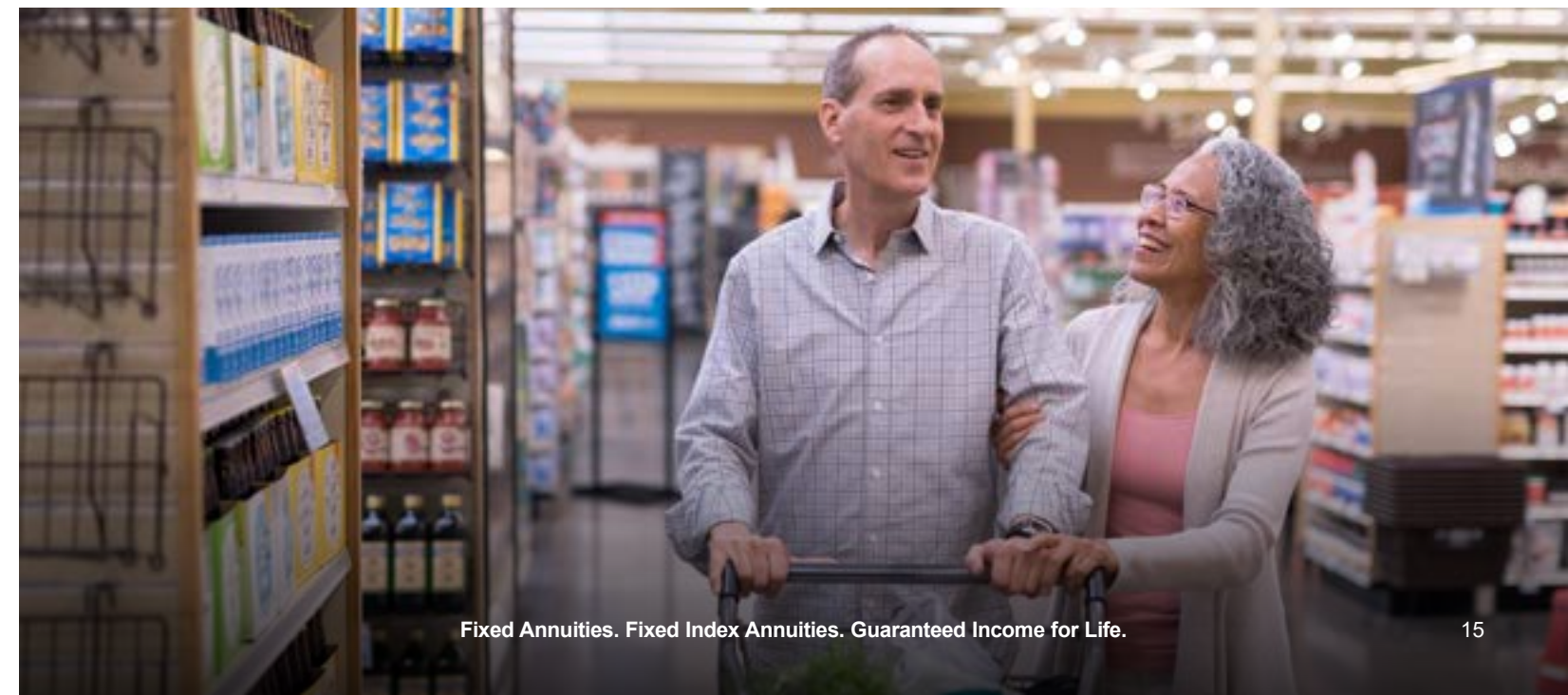
**Single Life Payout:** For the owner and sole annuitant, payouts are based on age at payout election.

**Surrender:** Termination of the contract in exchange for the Surrender Value.

**Surrender Charge:** Fee charged, when applicable, for full or partial distribution over the Free Withdrawal amount.

**Surrender Value:** The amount paid to the contract owner by Eagle Life when the contract is surrendered.

**Wellbeing Benefit Enhanced Income Payment:** Increases the amount of income payments by an enhanced income factor, for up to five years.





# EAGLE LIFE INSURANCE COMPANY®

Eagle Life is a provider of fixed and fixed index annuity products designed to guarantee principal protection, generate income and offer a lifetime income source. We are a wholly-owned subsidiary of American Equity Investment Life Insurance Company®, specializing in meeting the retirement product demands of financial institutions, representatives and their clients. Our financial strength is founded on the quality of our products and backed by our dedication to the superior service we provide our partners and contract owners.

Eagle Life Insurance Company	
\$57B+ — Parent Company Managed Assets*	A- Rating from A.M. Best <sup>1</sup>
\$3.9B — Parent Company Adjusted Capital and Surplus*	A- Rating from Standard & Poor's <sup>2</sup>
Live Support — Dedicated on-site team members answering your calls promptly, with a goal of 1-call resolution	A- Rating from Fitch <sup>3</sup>



## COMMITMENT TO OUR VALUES



### SERVICE

Our contract owners are why we are here, and we do our best to provide service, second to none, every day.



### EXCELLENCE

As a part of a top-tier fixed index annuity provider, we are dedicated to our established standards of going above and beyond in every facet of our business.



### INTEGRITY

Our values of honesty, fairness and truthfulness have been central to our past success and will continue to be for generations to come.



### STABILITY

With our products, contract owners can trust their principal is protected and their income is guaranteed for life.









This material is for informational purposes only, and is not a recommendation to buy, sell, hold or rollover any asset. It does not take into account the specific financial circumstances, investment objectives, risk tolerance, or need of any specific person. In providing this information Eagle Life Insurance Company is not acting as your fiduciary as defined by the Department of Labor. Eagle Life does not offer legal, investment or tax advice or make recommendations regarding insurance or investment products. Please consult a qualified professional.

Annuity contract issued under form series ICC18 E-BASE-IDX, ICC18 E-IDX-C-7, ICC18 E-E-PTPC, ICC18 E-E-PTPR, ICC17 E-R-MVA, ICC10-NCR-100R, ICC10 TIR-100R, ICC21 E-R-LIBR-W-FSP, and state variations thereof. Availability may vary by state. For complete details please see product specific sales brochure(s) and disclosure(s).

Surrender charges may apply to excess withdrawals that, (in addition to LIB payment), exceed (10%) annual free withdrawal available under the contract. You may be subject to a 10% federal penalty if you make withdrawals before age 59 ½.

Guarantees are based on the financial strength and claims paying ability of the issuing company. Eagle Life is a wholly owned subsidiary of American Equity Investment Life Insurance Company®

Provisions of the Lifetime Income Benefit Rider, such as Income Account Value Accumulation Rates, (and IAV multiplier) may change prior to issue. Income Account Value is only used to calculate Lifetime Income. It is not part of the underlying Contract Value, or available in a lump sum.

Eagle Life Insurance Company® does not offer legal, investment, or tax advice. Please consult a qualified professional.

\*As of 12/31/20 and based on American Equity Investment Life Insurance Company. Assets \$57.64 billion, Liabilities \$53.91 billion.

1. A.M. Best has assigned Eagle Life an "A-" (Excellent) rating, reflecting their current opinion of Eagle Life's financial strength and its ability to meet its ongoing contractual obligations relative to the norms of the life/health insurance industry. A.M. Best utilizes 15 rating categories ranging from A++ to F. An "A-" rating from A.M. Best is its fourth highest rating. For the latest rating, access [www.ambest.com](http://www.ambest.com). Rating effective 1/31/2011, affirmed 6/26/2020.
2. Standard and Poor's rating service has recognized American Equity Investment Life Insurance Company with an "A-" An insurer rated "A" has strong financial security characteristics, but is somewhat more likely to be affected by adverse effects of changing circumstances or economic conditions than insurers with higher ratings. Ratings from 'AA' to 'CCC' may be modified by the addition of a plus (+) or a minus (-) sign to show relative standing within the major rating categories. Rating effective 8/5/15, affirmed 03/26/2020
3. Fitch Ratings assigned Eagle Life Insurance Company an Insurer Financial Strength rating of "A-" (Outlook Negative). Fitch Ratings utilizes 19 rating categories ranging from "AAA" to "C". An "A-" rating is the seventh highest rating. An insurer with an "A" rating is considered to have a strong capacity for payment of financial commitments, but may be more vulnerable to adverse business or economic conditions than insurers with higher ratings. Outlooks indicate the direction a rating is likely to move over a one- to two-year period if current financial or other trends continue. For more information, please visit [www.fitchratings.com](http://www.fitchratings.com). Rating effecting 04/24/2020.

Not FDIC/NCUA  
Insured

May Lose Value

No Bank/Credit  
Union Guarantee

Not a Deposit

Not Insured by any Federal  
Government Agency

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