



HERITAGE INCOME ADVANTAGE

BLENDING
STRATEGY

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Heritage Income Advantage provides different index options.

- S&P 500® – considered the benchmark of US large-cap stocks
- S&P MARC 5% - diversified risk controlled blend of equities, commodities, and fixed income
- SG Entelligent Agile 6% VT - aims to select companies based on profitability and performance under different climate change scenarios
- Fixed Rate – 1-year guaranteed rate of return

Below, see the advantage to diversifying across index options. The table below compares hypothetical historical credited returns over 10-year periods.

- 100% allocated to 1-Year SG Entelligent with Participation Rate
- 100% allocated to 1-Year MARC 5% with Participation Rate
- A 50/50 blend of those options

10 YEAR ANNUALIZED RETURNS

Allocation	Min	Median	Max	% Zeros
100% - 1-Year SG Entelligent	3.1%	4.7%	6.3%	14.5%
100% - 1-Year MARC 5%	3.8%	4.8%	5.7%	18.3%
50/50 Blend	3.9%	4.7%	6.0%	6.4%

Here blending did not reduce the Median (middle) return, but did provide significant diversification, reducing the percentage of years with a zero-index credit from 14-18% to 6.4%.

Assumptions:

- Index data from 8/28/2004 to 12/31/2020 (common history)
- Backtesting on every business day
- 1-Year Entelligent Participation Rate 70%
- 1-Year MARC 5% Participation Rate 80%
- % Zeros - average number of years out of 10 the policy credited no interest

INDEX INFORMATION

You have seven index crediting options and the Fixed Account. Because you are not directly invested in any securities or stocks, you are protected from market downturns. Your Account Value grows based on the interest earned from the Fixed Account, and credited index performance.

See www.investorsheritage.com/FIA-income for more index information

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Your Future. Our Life's Work.

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