

HERITAGE

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GROWTH ADVANTAGE

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FIXED INDEX ANNUITY



INVESTORS HERITAGE®

Your Future. Our Life's Work.

HGA-CB-01-2024

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# THERE ARE GUARANTEES IN LIFE IF YOU KNOW WHERE TO LOOK.

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Heritage Growth Advantage (HGA) is an innovative single-pay, fixed index annuity (FIA) with guaranteed rates for the entire Surrender Charge Period.<sup>1</sup> It also guarantees you will keep your funds even if market performance is negative. So, if you want growth potential without risk of loss, talk to your financial planner about the HGA.

## ABOUT GUARANTEED RATES.

With the HGA – unlike most other FIAs – your crediting rates are guaranteed during the Surrender Charge Period.<sup>1</sup> During that period when fees would apply to cancel your policy - your crediting rates cannot be lowered.

## IS THIS ADVANTAGE FOR YOU?

The HGA is for people 18 to 80 with sufficient cash or other liquid assets to cover living expenses and unexpected emergencies, such as medical expenses. It is available for amounts of \$25,000 up to \$1M<sup>2</sup> and can be funded via transfer from 401(k)s, IRAs, other investments, or cash. You can also choose the Surrender Charge Period that best suits your planning needs: 7-year or 10-year in most states and 7-year or 9-year in California.

<sup>1</sup>The Fixed Account interest rate is guaranteed for 1 year in California and for 10 years in all other states.

<sup>2</sup>Premiums over \$1M and up to \$2M require Home Office approval.



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# WHY AN INDEX-BASED ANNUITY?

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When heading toward retirement, it makes sense to maximize your money's growth with minimal risk. By linking your funds to the performance of certain indexes, you can be rewarded in up markets without fear of losing your principal in more volatile circumstances.

## REDUCE. DEFER. GROW.

The HGA is protected from market downturns because it is an insurance contract — not a direct investment in the stock market. Unlike a direct investment, an FIA provides guarantees.



### REDUCE YOUR RISK.

Since the HGA is an insurance product, you're not invested directly in the market, so you'll never lose principal or accumulated interest due to market downturns.



### DEFER YOUR TAXES.

Much like the benefits of a 401(k), your taxes are deferred until you withdraw your money. If you move to a lower tax bracket in retirement, you'll benefit even more. Plus, because the funds you've put in are not being diminished by taxes, you're earning more.



### GROW YOUR ASSETS.

Choose how you earn with various crediting options: a Fixed Account with a guaranteed daily rate<sup>3</sup> and accounts tied to index performance with participation and cap rates.

<sup>3</sup>The Fixed Account interest rate is guaranteed for 1 year in California and for 10 years in all other states.

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## GROW YOUR OWN WAY.

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It is important to understand that your annuity doesn't directly participate in the stock market. It earns interest based on your chosen accounts and the positive performance of the indexed accounts. You and your financial professional can design a crediting strategy to meet your needs using a combination of the available indexes, fixed account, and rate options.

Interest is credited to the fixed account daily and to indexed accounts at the end of the crediting term based on the upward movement of the index. The HGA includes indexes with participation and cap rates with 1-year or 2-year crediting terms. Those rates are guaranteed not to be decreased during your chosen Surrender Charge Period – providing extra comfort in your retirement plan.

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# BUILT TO DIVERSIFY.

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There are many advantages to spreading your allocation across multiple indexed accounts. Doing this allows you to limit your exposure in just one index, so not all funds are dedicated to just one outcome. So, if a particular index isn't performing well in a given cycle and the other two are, then you can still yield a positive return and take another step closer to reaching your long-term retirement goals. Talk to a financial professional to help set and reach your retirement goals.

## GET TO KNOW THE INDEXES.

### Participation and Cap Rates Guaranteed for Surrender Period

#### The Morgan Stanley Dynamic US Equities Index

[www.morganstanley.com/indices/#/msde/](http://www.morganstanley.com/indices/#/msde/)

##### *Exclusive*

The Morgan Stanley Dynamic US Equities Index (the "Index") provides exposure to US Large Cap equities and targets realized volatility of 15%. The Index also has a variable index deduction factor that will reduce returns on the Index and on instruments linked to the Index, but will also potentially allow such instruments to provide a larger allocation to US Large Cap equities and greater participation to upside performance in a cost controlled manner.

#### The S&P MARC 5% (Multi-Asset Risk Control)

[www.spglobal.com/spdji/en/indices/multi-asset/sp-marc-5-index/#overview](http://www.spglobal.com/spdji/en/indices/multi-asset/sp-marc-5-index/#overview)

The S&P MARC 5% index seeks to provide multi-asset diversification within a simple risk weighting framework, tracking three underlying component indices that represent: Equities: S&P 500; Commodities: S&P GSCI Gold; Fixed Income: S&P 10-Year U.S. Treasury Note Futures. Index allocation is rebalanced daily based on market conditions.

#### The S&P 500® Dynamic Intraday TCA

[www.spglobal.com/spdji/en/indices/multi-asset/sp-500-dynamic-intraday-tca-index-usd-er/#overview](http://www.spglobal.com/spdji/en/indices/multi-asset/sp-500-dynamic-intraday-tca-index-usd-er/#overview)

The S&P 500® Dynamic Intraday TCA Index aims to provide exposure to the S&P 500 through the use of E-mini S&P 500 futures, while applying an intraday volatility control and trend-following mechanism. The index rebalances up to 13 times daily using a time-weighted average price (TWAP).

#### The SG Entelligent Agile 6%

<https://sg-ent-agile.com/>

##### *Exclusive*

The SG Entelligent Agile 6% index uses Entelligent's Smart Climate® model to predict profitability and share price performance under different climate scenarios. This model is distilled into an "E-Score®" for each company in the S&P 500, which allows the Index to rank each by climate risk preparedness. Its decision-making criteria are fully systematic and rules-based.

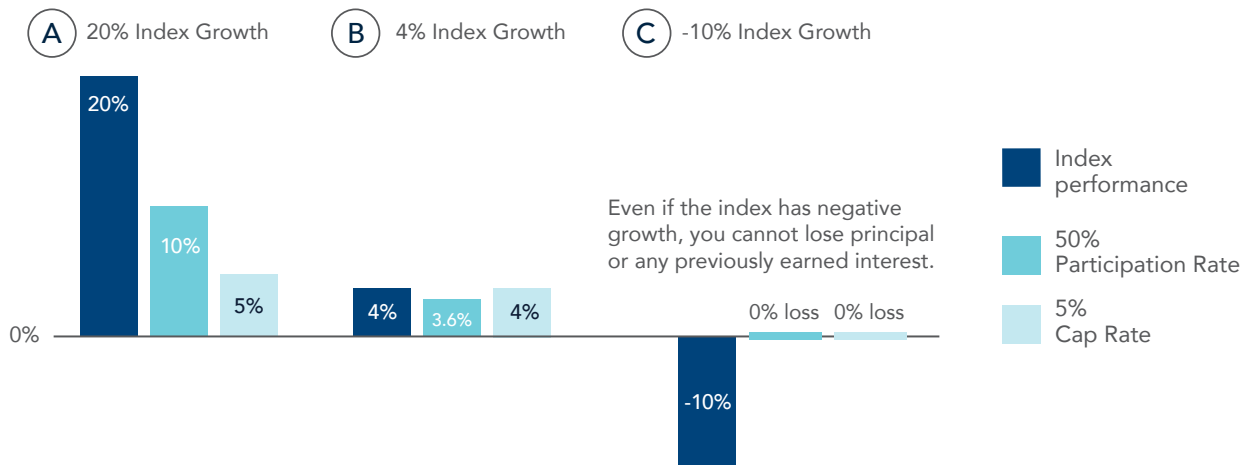


## HOW INTEREST IS DETERMINED.

Your annuity grows based on your allocation options and index performance. You can choose from accounts tied to different indexes or the fixed account. With the fixed account, the guaranteed rate is credited to your account daily. With the indexed accounts, growth is determined by the performance of the index and your chosen crediting option and is credited at the end of the chosen term. With any of these options – you'll never receive a negative return.

The participation rate is the percentage of the index yield you are credited. For example, if the index grows 20% and you have a 50% participation rate, your account is credited 10% of the index growth. With a cap rate, credit is earned up to the cap rate percentage of the index performance. For example, if you have a cap rate of 5% and the index grew by 12%, you would be credited 5% of the index growth. With either crediting option, you will never receive a negative credit.

### HOW PARTICIPATION AND CAP RATES WORK.



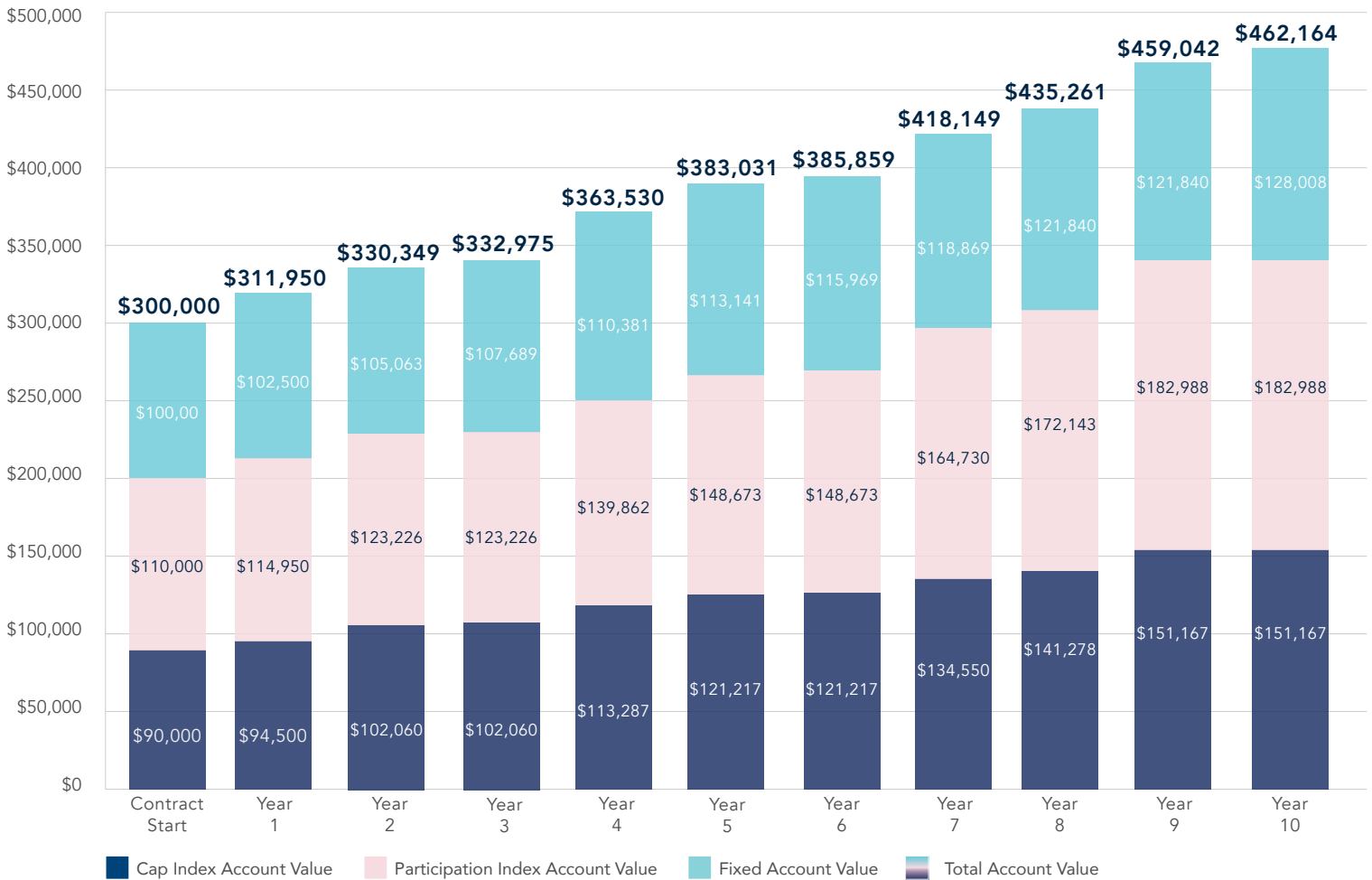
### YOU SHOULD KNOW.

- The participation rate, cap rate, and the index(es) performance will determine interest credited to you in a given crediting term.
- Interest calculations on indexed accounts are only performed at the end of your crediting term.
- If the index performance is zero or below zero, no interest will be credited. However, your premium and interest earned up until that point are still protected.

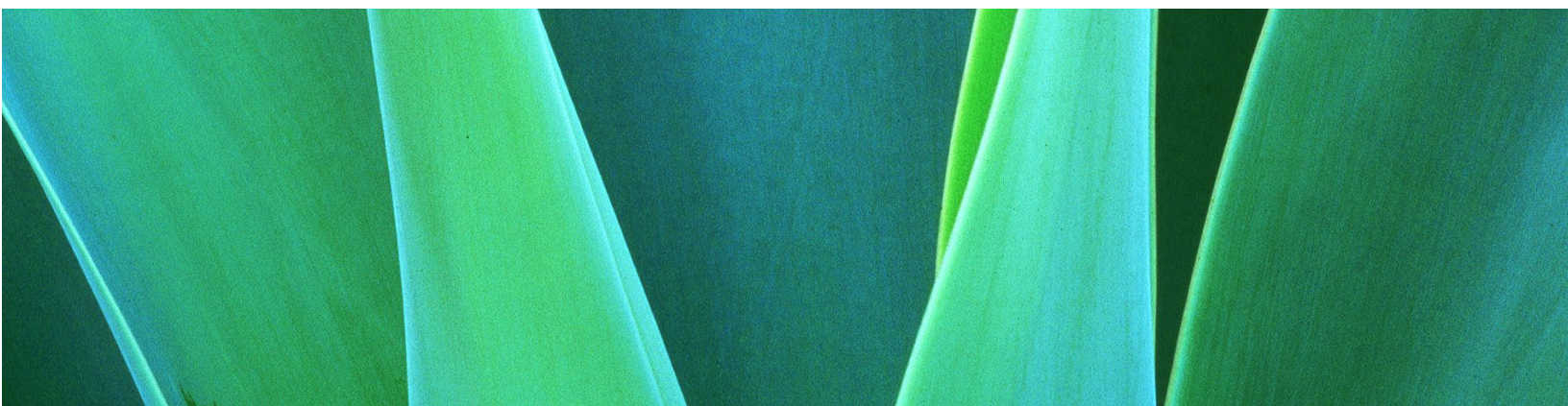
## A REALISTIC SCENARIO.

Let's look at a hypothetical example with Jim (57) and Janet (55) who want to retire in 10 years and to experience the same lifestyle in retirement that they've grown accustomed to during their working years. They have \$300,000 saved in a 401(k) that they want to grow, but not risk directly in the market.

Knowing that their premium would be 100% protected, they purchased a \$300,000 HGA using their 401(k). Working with their advisor, they decided to diversify with three different crediting options. They assigned \$100,000 to the Fixed Account, where it will earn 2.5% daily, regardless of market performance. The rest was allocated to two indexed accounts which earn interest based on positive market performance: \$110,000 to a 90% participation rate account and \$90,000 to an 11% cap rate account. You can see below how their HGA account increased with the interest earned in each account. Combined – over their 10-year Surrender Charge Period – the strategy grew Jim and Janet's \$300,000 to \$462,164, making for a more comfortable retirement.



This is a hypothetical example and is not intended to predict future performance. This assumes no withdrawals taken during the 10 years shown.





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## WITHDRAWAL OPTIONS. BECAUSE LIFE HAPPENS.

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There are a lot of things that can happen over a year, much less 7 or 10 years. And sometimes you might feel the need for a little extra cash. Not to worry, though. There are several circumstances in which you can access at least a portion of your money without penalty for expected or unexpected financial needs.

### FREE WITHDRAWAL

#### **UP TO 10% CASH IN HAND.**

You never know when a little extra cash might come in handy, which is why — after the first year — you can access up to 10% of your beginning-of-year account value penalty-free. And you can plan the withdrawal to suit your needs as a one-time payment or as automatic installments paid annually, semi-annually, quarterly, or monthly.<sup>5</sup>

### REQUIRED MINIMUM DISTRIBUTIONS (RMDs)

#### **PENALTY-FREE RMDs.**

The HGA is “RMD friendly.” The amount the IRS requires you to withdraw annually after reaching RMD age is available after the first six months, without fee, even if it exceeds your annual Free Withdrawal amount. Plus, you can schedule automatic withdrawals.<sup>5</sup>

### NURSING HOME WAIVER

#### **HOPE FOR THE BEST. PLAN FOR THE WORST.**

Hopefully, you won't need this waiver, but it's here just in case. If — after the first year — you're confined to a nursing home on your physician's written recommendation for 90 consecutive days, you can access up to 50% of your account value. Certain conditions may apply. The Nursing Home Waiver is not available in all states. Talk to your financial planner for more detail. See California supplemental form for state specific waiver information.

<sup>5</sup>There is a \$100 minimum for withdrawals. Must be paid by electronic transfer. May be subject to additional terms.

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## WHEN CHARGES APPLY.

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We've laid out what you can do for free, so it's only fair that we tell you the circumstances in which charges would apply.

### SURRENDER CHARGE PERIOD

#### **WHEN FEES APPLY.**

Charges will apply to withdrawals in excess of the free allowed amounts and certain annuitization options during your chosen Surrender Charge Period. See the full product guide for details on Withdrawal Charges and Market Value Adjustment.

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## LONG LIVE YOUR LEGACY.

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### DEATH BENEFIT

Nobody likes to think about it, but everyone has to face it sooner or later. In the event of your death, your beneficiaries will receive a benefit that is equal to the greater of the Account Value or the Minimum Guaranteed Cash Surrender Value, adding to the legacy you've built. You will be able to name your beneficiaries during the application process.





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# COMPANY INFORMATION.

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## DECADES OF DEPENDABILITY.

For more than 60 years, policyholders and producers have relied on Investors Heritage. We've been there for policyholders, providing peace of mind when they need it most. We've been there for producers providing products and services they can confidently offer their clients. And we're committed to providing innovative technologies and outstanding services to all.

## STRONG FOUNDATION FOR GROWTH.

When we partnered with Aquarian Holdings in 2018, we found a team that shared our commitment to providing reliable, sensible life and retirement solutions for people seeking more stability in their financial planning.

With that additional support, we got to work, entering the retirement space that year with the Heritage Builder, a multi-year guaranteed annuity. The launch of that product and the success with our IMO partners led us to the top of the S&P Global 2018 rankings for the fastest-growing U.S. insurers with a life annuity focus. We continued that success ranking in the top five in 2019.

But we didn't rest there. In 2021, we launched the Heritage Income Advantage, a single premium fixed indexed annuity, with a range of crediting options and guaranteed lifetime income rider. We launched the Heritage Growth Advantage in 2022 and added the Heritage Growth Advantage+ in 2023. All this propelled us again to the top of the S&P Global rankings as the 2021 fastest-growing U.S. insurer with a life and annuity focus.

We continue to innovate sensibly, both in our product offerings and services. Having that kind of foundation – one built on reliability, consistency, and quality – grounds everything we do at Investors Heritage.



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NOTE ON SIMULATED RETURNS: Back-testing and other statistical analyses provided herein use simulated analysis and hypothetical circumstances to estimate how the Index may have performed between April 2, 2007 to May 27, 2022, prior to its actual existence. The results obtained from such "back-testing" should not be considered indicative of the actual results that might be obtained from an investment or a product linked to the Index. The actual performance of the Index may vary significantly from the results obtained from back-testing. Unlike an actual performance record, simulated results are achieved by means of the retroactive application of a back-tested model itself designed with the benefit of hindsight and knowledge of factors that may have possibly affected its performance. Morgan Stanley provides no assurance or guarantee that any product linked to the Index will operate or would

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- The Index nor any of the components comprising the Index are guaranteed to yield specific results. There can be no assurance that the Index will be successful.
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PO Box 717 ■ Frankfort, KY 40602 ■ 800.422.2011 ■ [www.investorsheritage.com](http://www.investorsheritage.com)

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We started Investors Heritage back when deals were sealed with a handshake. We firmly believe that people deserve respect, commitment and follow-through. Some may call that old fashioned, we don't disagree. We're putting old-fashioned values where they belong — in the future. So, we've always been looking ahead, investing in new technologies and new products to bring peace of mind, comfort, and dependability to our customers.

For over a half century, we've backed our commitment to policyholders with a track record of financial strength and exceptional service. Each of our retirement and savings products is supported by a team of professionals working to protect and grow your savings across market cycles and give you peace of mind knowing that your future needs are met.