

# Producers Guide

A dual strategy for life insurance protection and opportunities for future supplemental income.

## **Symetra Accumulator IUL** Indexed Universal Life Insurance

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# Symetra Accumulator IUL

Indexed Universal Life insurance products can be complex and confusing for your clients. The number of moving parts and policyowner decision points can make the purchase of an IUL product daunting. With that in mind, Symetra has introduced an IUL product with an emphasis on a simple story. Our index options are focused and specifically designed to meet your clients' needs while our underlying policy charges are transparent and easy to understand.

## Product highlights:

- ✔ Strong cash value accumulation potential and policy distributions.
- ✔ Nine index crediting strategies including the JPMorgan ETF Efficient<sup>®</sup> 5 Index, a volatility controlled option licensed exclusively to Symetra Life Insurance Company for use in indexed life insurance, plus a Fixed Account.
- ✔ Index credit based on the index segment value at the **beginning** of the index segment term, net of any withdrawals or standard loans taken during the term.
- ✔ **Guaranteed persistency bonus** of 15% of the index credit beginning in policy year 11.
- ✔ A 2% cumulative **lookback guarantee** that may increase policy values every 8 years.
- ✔ Ability to switch between standard or participating loans once per year without repaying the loan.
- ✔ **Guaranteed minimum cap** of 2.75% on the S&P 500<sup>®</sup> Index Base — 1-Year Point-to-Point Strategy, 3.5% on the S&P 500<sup>®</sup> Index — 1-Year Point-to-Point Strategy, and 4.25% on the S&P 500<sup>®</sup> Index Select — 1-Year Point-to-Point Strategy.

Inherent and optional features can help clients achieve their goals in good and uncertain economic times.

**Compelling included features:**

- Chronic illness rider benefit for up to the lesser of 50% of the death benefit or \$500,000.
- Terminal illness rider benefit for up to the lesser of 75% of the death benefit or \$500,000.
- Charitable Giving Benefit Rider which provides an additional 1% of the death benefit (up to \$100,000) to a qualified charity of the policyowner's choice.
- Overloan Lapse Protection Rider.
- Up to 20-year No-Lapse Guarantee which is based upon the insured's issue age.

**Compelling optional riders:**

- Chronic illness plus rider to allow for a full acceleration of the death benefit in the event of a chronic illness.
- Blending capabilities for improved longer term policy performance.
- Reduction of Surrender Charges for improved short term policy performance.
- Premium Deposit Account where available.

**Plus:**

- 2-year rolling targets used for commissions.

# Key index strategy terms

<b>Index</b>	A statistical composite—such as the S&P 500® Index—that measures changes in the value of the securities of which it is comprised.
<b>Index Segments</b>	<p>On the allocation date, any amounts in the holding account are allocated to the index strategies your client has selected. Each monthly allocation creates an index segment that is tracked for the length of the index segment term. At the end of the index segment term, a new index segment is created based on the current allocations on file.</p> <p>The holding account holds the portion of the policy value that contains the net premiums and/or standard loan repayments received before such amounts are moved out on the next monthly allocation date.</p> <p>After premiums are received, premium charges are deducted and the net premium is held in the holding account. On the next monthly allocation date, net premiums plus interest, if any, are moved to the fixed account or index strategies according to the current allocation instructions, provided the holding account contains the minimum amount required to allocate to each index strategy.</p>
<b>Index Segment Term</b>	The time period over which the change to the index is defined. At index segment maturity, the policy value in that index segment will be reallocated.
<b>Index Cap</b>	The maximum index crediting rate for an index segment. If a strategy has a limit on the index's earnings potential during the index segment term, the limit is expressed as a percentage. The index cap is set for each index segment on the index segment start date.
<b>Index Floor</b>	The minimum index crediting rate for an index segment. The index floor is currently zero for all strategies. The credited rate over the index segment term cannot be negative.
<b>Participation Rate</b>	Interest credited to an index segment is calculated as a percentage—or participation rate—of the index growth over the index segment term after any applicable index cap. The participation rate is set for each index segment on the index segment start date.
<b>Index Change Rate</b>	The percentage difference between the index value on the index segment maturity date and the index value on the index segment start date.
<b>Index Credits</b>	The dollar amount credited to the index account on the index segment maturity date. The dollar amount is the result of the applicable index strategy's interest crediting formula.
<b>Index Segment Value</b>	Calculated at the end of an index segment term, the index segment value for an index segment is the portion of the policy value allocated to the index segment, minus withdrawals, standard loans and monthly deductions taken during the index segment term, plus any index credits earned.
<b>Index Charge Amount</b>	Allocations made to the Select Index Strategies will incur a charge, which is expressed as the Index Charge Amount. The Index Charge Amount is deducted from the policy value. This charge is calculated by multiplying the Index Charge Rate by the amount allocated to the Select Index Strategies. Subsequent Index Charge Rates may be higher or lower than the Initial Index Charge Rate, but will never be higher than the Guaranteed Maximum Index Charge Rate as shown in the policy endorsement.
<b>Index Charge Rate</b>	The rate used in the calculation to determine the charge incurred each time an allocation is made to a Select Index Strategy.
<b>Additional Index Credit Amount</b>	Allocations made to the Base Index Strategies will receive an additional amount applied to the respective Base Strategy's index segment when the index segment matures. This additional amount is the Additional Index Credit Amount. The Additional Index Credit Amount is determined by multiplying the amount allocated to the respective Base Index Strategy by that strategy's Additional Index Credit Rate.
<b>Additional Index Credit Rate</b>	The rate used to determine the additional amount that will be applied to a Base Index Strategy's index segment at maturity. This rate is guaranteed.

# Index strategies and crediting methods

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Symetra Accumulator IUL offers nine Index Strategies as well as a Fixed Account. Index Strategies allow the policyowner to experience a portion of the market's upside potential without the downside risk. Index strategies lock-in any interest earnings and help protect against losses in negative markets.

## Index Strategies

**Base Index Strategies.** The Base Index Strategies provide lower index caps and/or participation rates than the other strategies, but guarantee an additional index credit, which is applied to the account value at index segment maturity. This amount is the Additional Index Credit Amount and is calculated by multiplying the amounts allocated to the Base Index Strategies by the respective strategy's Additional Index Credit Rate. The Additional Index Credit Rate is guaranteed and currently is 0.50% for our 1-Year Point-to-Point Base Strategies and 1.00% for our 2-Year Point-to-Point Strategy. This Additional Index Credit Amount is in addition to any Index Credit applied according to the calculation of the strategy's Index Change Rate. Our Base Index Strategies include:

1. S&P 500® Index Base – 1-Year Point-to-Point
2. JPMorgan ETF Efficiente® 5 Index Base – 1-Year Point-to-Point
3. Blended S&P 500® and JPMorgan ETF Efficiente® 5 Index Base – 2-Year Point-to-Point

**Core Index Strategies.** Core Index Strategies provide higher index caps and/or participation rates than our Base strategies. Our Core options include:

4. S&P 500® Index – 1-Year Point-to-Point
5. JPMorgan ETF Efficiente® 5 Index – 1-Year Point-to-Point
6. Blended S&P 500® and JPMorgan ETF Efficiente® 5 Index – 2-Year Point-to-Point

**Select Index Strategies.** For an additional cost, our Select Index Strategies provide opportunities to capture higher index caps and/or participation rates than our Core and Base options. Currently, 1-Year Select Strategies have an additional charge of 0.50% and the 2-Year Select Strategy has an additional charge of 1.00%. Charges are subject to change without notice. Our Select options include:

7. S&P 500® Index Select – 1-Year Point-to-Point
8. JPMorgan ETF Efficiente® 5 Index Select – 1-Year Point-to-Point
9. Blended S&P 500® and JPMorgan ETF Efficiente® 5 Index Select – 2-Year Point-to-Point

- Election of a Select and/or Base Index Strategy does not guarantee a greater index credit for any index segment term.
- Initial index strategies and allocation percentages are specified by the policyowner at time of application.
- Changes to index strategies and future premium allocation percentages may be requested in writing at any time while the policy is in-force. Any net premium received on the allocation date will be held in the policy's holding account until the next allocation date.
- Index caps, index floors and participation rates are guaranteed not to change for the length of the index segment term. The guaranteed minimum floor is 0% for all index strategies.

## Fixed Account

- The fixed account interest rate is a declared rate and will never be less than the minimum guaranteed interest rate of 1%. The declared rate is guaranteed for 12 months from the date the net premium is allocated.

Index Strategies*	Description	Crediting Term	Index Cap and Participation Rate**	Index Charge Amount***	Additional Index Credit Amount****
<p><b>S&amp;P 500® Index Base – Point-to-Point</b> This strategy provides lower caps and/or participation rates, but guarantees an additional index credit, which is applied to the index segment when it matures.</p>	<p>Widely regarded as an excellent single gauge of the U.S. equities market; this world renowned index includes 500 leading companies in leading industries of the U.S. economy.</p>	<p><b>1 year</b> from index segment start date to index segment maturity date.</p>	<p><b>Capped</b> The index cap and participation rate are set at the index segment start date. This Base Index Strategy will always offer a lower index cap or participation rate than its corresponding Core or Select Index Strategy.</p>	Not Applicable	Yes
<p><b>S&amp;P 500® Index – Point-to-Point</b> This Core strategy provides higher index caps and/or participation rates than its respective Base strategy.</p>			<p><b>Capped</b> Both the index cap and the participation rate are set at the index segment start date.</p>	Not Applicable	Not Applicable
<p><b>S&amp;P 500® Index Select – Point-to-Point</b> This strategy is available for an additional cost and provides the opportunity to participate in higher index caps and/or participation rates than our other strategies.</p>			<p><b>Capped</b> Both the index cap and the participation rate are set at the index segment start date. This Select Index Strategy will always offer a higher index cap or participation rate than its corresponding Core or Base Index Strategy.</p>	Yes	Not Applicable
<p><b>JPMorgan ETF Efficiente® 5 Index Base – Point-to-Point</b> This strategy provides lower caps and/or participation rates, but guarantees an additional index credit, which is applied to the index segment when it matures.</p>	<p>This industry-leading, multi-asset class index strategy seeks to generate returns by using a diverse array of exchange-traded funds (ETFs) and a cash index. The index rebalances monthly to create an asset mix with the best recent returns for a given level of risk. This design focuses on maximizing returns while limiting volatility (an attempt to temper the up and down movements in the index). With this “target volatility” design, the index may have more stable performance than a traditional index, although partially at the expense of gains.</p>	<p><b>1 year</b> from index segment start date to index segment maturity date.</p>	<p><b>No Cap</b> The participation rate is set at the index segment start date. This Base Index Strategy will always offer a lower participation rate than its corresponding Core or Select Index Strategy.</p>	Not Applicable	Yes
<p><b>JPMorgan ETF Efficiente® 5 Index – Point-to-Point</b> This Core strategy provides higher index caps and/or participation rates than its respective Base strategy.</p>			<p><b>No Cap</b> The participation rate is set at the index segment start date.</p>	Not Applicable	Not Applicable
<p><b>JPMorgan ETF Efficiente® 5 Index Select – Point-to-Point</b> This strategy is available for an additional cost and provides the opportunity to participate in higher index caps and/or participation rates than our other strategies.</p>			<p><b>No Cap</b> The participation rate is set at the index segment start date. This Select Index Strategy will always offer a higher participation rate than its corresponding Core or Base Index Strategy.</p>	Yes	Not Applicable
<p><b>Blended S&amp;P 500® and JPMorgan ETF Efficiente® 5 Base – Point-to-Point</b> This strategy provides lower caps and/or participation rates, but guarantees an additional index credit, which is applied to the index segment when it matures.</p>	<p>These 2-year blended strategies provide a potentially unlimited crediting rate for both the S&amp;P 500® and JPMorgan ETF Efficiente® 5 indexes. Using a 50% blend of each index over a longer time horizon increases diversification and may help to minimize short-term market volatility.</p>	<p><b>2 years</b> from index segment start date to index segment maturity date.</p>	<p><b>No Cap</b> The participation rate is set at the index segment start date. This Base Index Strategy will always offer a lower participation rate than its corresponding Core or Select Index Strategy.</p>	Not Applicable	Yes
<p><b>Blended S&amp;P 500® and JPMorgan ETF Efficiente® 5 Index – Point-to-Point</b> This Core strategy provides higher index caps and/or participation rates than its respective Base strategy.</p>			<p><b>No Cap</b> The participation rate is set at the index segment start date.</p>	Not Applicable	Not Applicable
<p><b>Blended S&amp;P 500® and JPMorgan ETF Efficiente® 5 Select – Point-to-Point</b> This strategy is available for an additional cost and provides the opportunity to participate in higher index caps and/or participation rates than our other strategies.</p>			<p><b>No Cap</b> The participation rate is set at the index segment start date. This Select Index Strategy will always offer a higher participation rate than its corresponding Core or Base Index Strategy.</p>	Yes	Not Applicable

**Important information:**

All index strategies currently have an index floor of 0%.

\* Refer to the Symetra Accumulator IUL Index Options Fact Sheet, form number, LIM-1415, for more information.

\*\*Refer to the Symetra Accumulator IUL Index Cap and Participation Rate Sheet, form LIM-1416, for current rates.

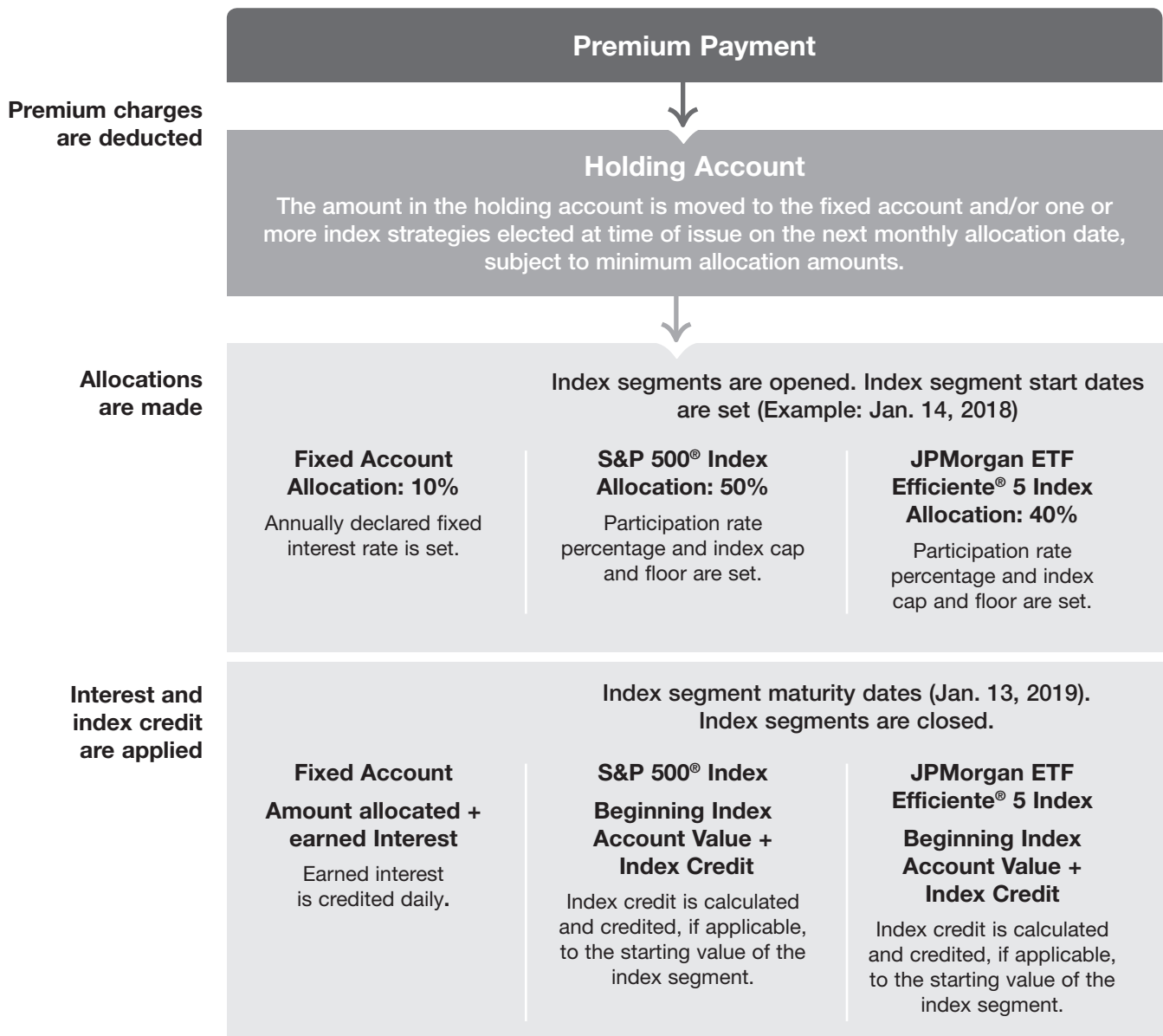
\*\*\* The Select Index Strategies will incur a charge expressed as the Index Charge Amount. The cost is based upon the Index Charge Rate. Subsequent Index Charge Rates may be higher or lower than the Initial Index Charge Rate, but will never be higher than the Guaranteed Maximum Index Charge Rate as shown in the policy endorsement. There is no guarantee that the Select Index Strategies will outperform the Core Index Strategies.

\*\*\*\* Allocations made to the Base Index Strategies will receive an Additional Index Credit Amount that will be applied when the index segment matures. The rate used to determine the Additional Index Credit Amount is the Additional Index Credit Rate as shown in the policy endorsement. The Additional Index Credit Amount is calculated by multiplying the amount allocated to the respective Base Index Strategy by that strategy's Additional Index Credit Rate. The Additional Index Credit Rate is guaranteed.

The maximum illustrated interest credited rate for the Base Index Strategies is less than the Core or Select Strategies.

# How premiums are allocated

## Hypothetical example:



### And the process starts again

When an index segment matures, that segment is permanently closed. Values can then be reallocated to a new index strategy or remain in the current strategy. A new index segment will open with a new start date, maturity date, participation rate, and index cap (if applicable) and floor.



Our index strategies can help clients experience the growth of a rising market, but never the loss of a negative market.

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**1. Client elects payment frequency, index strategies and allocations at time of application and pays the premium.**

- Modes: Annual, semi-annual, quarterly and monthly. EFT only for monthly.
- Allocations to the index strategies and fixed account must equal 100%.
- Premium charges are deducted.

**2. Net Premium is placed into the holding account.**

- Funds in the holding account are credited a declared interest rate on a daily basis from the date the payment is received.

**3. Values in the holding account are swept into the fixed account and index strategies on the allocation date.**

- The allocation date is the date the amount in the holding account is moved, or swept, from the holding account to the client's allocations—the 14th of each month or the next business day.
- The cut-off date for allocation of premium payments to be included in the month's sweep is one business day prior to the allocation date.
- Allocations can include the index segments, fixed account or a combination of both.
- The minimum allocation permitted per strategy is \$100.

**4. A separate index segment is opened for each index strategy on the allocation date.**

- The beginning index value for each index segment is the index value on the day the index segment is opened.
- Each index segment has a start date and a maturity date that is set when the segment is opened.
- Each index segment has an index cap, floor and participation rate that is guaranteed for the term of the index segment as defined by the index strategy.

**5. Monthly charges are deducted.**

Policy, rider and any applicable index strategy charges are deducted on each monthly anniversary. They first reduce the holding account dollar-for-dollar until depleted, then the fixed account until depleted, then across all index segments on a pro-rata basis.

## 6. On the index segment maturity date, indexed interest is calculated.

- Index crediting strategies:
  - Interest credit is linked to the performance of the selected indexes. (See “How index credits are calculated.”)
  - If positive, the index credit is applied to the index segment value and is locked-in.
  - If negative, the value of the index segment will remain unchanged, protecting the value from losses in down markets.
  - If a Base Index Strategy is elected, the Additional Index Credit Amount is applied to the index segment and locked-in.
  - The index segments close.
- Fixed account:
  - Current interest rate is declared by Symetra.
  - Minimum guaranteed interest rate is 1%.
  - Interest is credited daily.

**How index credits are calculated:** Index strategies credit interest using a point-to-point method that measures the difference between the starting point and the ending point of the measuring index (for example, the S&P 500) over a stated period of time (typically one or two years).

	Example 1	Example 2	Example 3	Example 4
<b>Beginning index value</b> January 1	1000	1000	1000	1000
<b>Ending index value</b> December 31	1150	850	1070	1100
<b>Index change rate</b>	15%	-15%	7%	10%
<b>Subject to:</b> 12% cap 0% floor participation rate	12% 0% 100%	12% 0% 100%	12% 0% 100%	12% 0% 130%
<b>Index crediting rate</b>	12%	0%	7%	13%

## 7. Interest is credited.

Any interest is calculated using **the starting value of the index segment** before monthly charges are deducted.

Assuming a 7% return, Symetra's crediting method provides a more valuable benefit than most companies simply by the way the index credit is applied to an index segment. Here is a hypothetical example:

Date	Beginning of Month Segment Value	Monthly Charges	End of Month Segment Value
1/15/2018	\$50,000	-100	\$49,900
2/15/2018	\$49,900	-100	\$49,800
3/15/2018	\$49,800	-100	\$49,700
4/15/2018	\$49,700	-100	\$49,600
5/15/2018	\$49,600	-100	\$49,500
6/15/2018	\$49,500	-100	\$49,400
7/15/2018	\$49,400	-100	\$49,300
8/15/2018	\$49,300	-100	\$49,200
9/15/2018	\$49,200	-100	\$49,100
10/15/2018	\$49,100	-100	\$49,000
11/15/2018	\$49,000	-100	\$48,900
12/15/2018	\$48,900	-100	\$48,800

Symetra would credit the 7% return on the index segment value when the index segment was created:  
 $\$50,000 \times .07 = \$3,500$  index credit value.

Some other companies would credit the 7% return on the average monthly index segment value over the length of the segment term:  
 $\$49,350 \times .07 = \$3,455$  index credit value.

While yet other companies may credit the 7% return on the index segment value at the end of the segment term:  
 $\$48,800 \times .07 = \$3,416$  index credit value.

Keep in mind that some companies may credit on the index segment value when the index segment was created, yet will require policy charges to be held in a separate fixed account and subsequently miss out on any upside participation from index performance.

There might also be other charges such as policy, rider and any applicable index strategy charges which could impact the index segment value and cause the index credit value to be lower than illustrated.

**The average end of month segment value is \$49,350.**

## 8. Maturing index segment values are reallocated according to the policyowner's instructions and a new segment is opened.

- When an index segment matures, values will remain in the current strategies unless specifically requested to be reallocated to new index strategies (as long as requested five business days before the index segment maturity date for that strategy).
- New index segment(s) are opened and a start date and maturity date are set for each index segment.
- The index cap, floor and participation rate are locked-in as declared for each strategy at the index segment start date.

## 9. New premium payments are processed:

- Each new premium payment is moved from the holding account on its sweep date to a new index segment, which is opened according to current allocation instructions.

## Included enhanced interest crediting features

Symetra Accumulator IUL rewards clients for maintaining their policy and provides protection from some conditions outside of their control.

### Guaranteed Persistency Bonus<sup>1</sup>

Beginning in policy year 11, the policy will receive a **guaranteed persistency bonus** that increases the credits applied to the index segments and the interest applied to the fixed and holding account by 15%. For example, if the current crediting rate for the holding account and fixed account is 5%, the rate inclusive of the bonus credited to the policy value would be 5.75%. If the value for the index segment is \$1,000, the index credit inclusive of the bonus would be \$1,150. The persistency bonus does not apply to loaned account value backing standard loans.

### Lookback Guarantee

Symetra Accumulator IUL contains a Lookback Guarantee which will provide an increase in policy value if index segment returns are not at least 2% per year cumulatively over resetting 8-year periods. The first 8-year period begins at policy issue and is recalculated over every 8-year period after the previous lookback period has ended.

#### Example:

Policy Year	Beginning Index Segments	Maturing Index Segments	Index Rate Change
1	\$20,000		
2	\$20,000	\$20,000	2.00%
3	\$20,000	\$20,000	1.00%
4	\$20,000	\$20,000	2.00%
5	\$20,000	\$20,000	0.75%
6	\$20,000	\$20,000	1.10%
7	\$20,000	\$20,000	1.00%
8	\$20,000	\$20,000	0.00%
<b>Total Matured Index Segments:</b>		<b>\$140,000</b>	
<b>Shortfall:</b>		<b>0.88%</b> ( $2\% - 1.12\% = 0.88\%$ )	
<b>Lookback Guarantee Bonus:</b>		<b>\$1,230.00</b>	

1.12%  
average index change rate  
on maturing segments

# Additional included riders and features

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## **Accelerated Death Benefit for Chronic Illness Rider**

Available for insureds ages 20-85, this rider allows for up to 50% of the policy's death benefit, up to a maximum of \$500,000, to be accessed in advance if a licensed health care practitioner certifies during the prior 12-month period that the insured:

- Is unable to perform at least two of six activities of daily living for a period of at least 90 days due to a loss of functional capacity; or
- Has a severe cognitive impairment requiring substantial supervision to ensure the health and safety of him or herself.

## **Accelerated Death Benefit for Terminal Illness Rider**

Available to insureds ages 20-85, this rider allows for up to 75% of the policy's death benefit, up to a maximum of \$500,000, to be accessed in advance if a licensed physician certifies that the insured is terminally ill with less than 12 months to live. The benefit is paid in a lump sum, without surrender charges.

## **Dollar Cost Averaging (DCA)**

If elected by the policyowner, dollar cost averaging from the fixed account to the index strategies will occur on a monthly basis and at no charge. Dollar cost averaging can help reduce the uncertainty of deciding when to change index strategy allocations. Reallocations are made on the allocation date, as long as there are sufficient funds in the accounts to move.

## **Guaranteed Policy Value on Surrender**

Symetra Accumulator IUL provides a guaranteed policy value on surrender. A guaranteed policy value will be tracked alongside the normal policy value, but will be based upon a 2% guaranteed interest rate and guaranteed charges. The amount payable on surrender will be the greater of this amount less the loan amount, and the net surrender value. This amount is not available for loans or withdrawals.

## **No-Lapse Guarantee**

Symetra's No-Lapse Guarantee can prevent your client's policy from lapsing for up to 20 years depending upon the client's age at issue. As long as total premiums paid to date, less any withdrawals and loan indebtedness is greater than the accumulated minimum monthly premiums, the policy will not terminate before the No-Lapse Guarantee Expiry Date—even if the net surrender value is insufficient to cover the monthly deductions.

## **Overloan Lapse Protection Rider (OLPR)<sup>2</sup>**

The Overloan Lapse Protection Rider can protect your client's policy from lapsing due to excessive indebtedness by essentially providing a guaranteed paid-up benefit. For more complete details about Symetra's Overloan Lapse Protection Rider, please refer to the OLPR section on page 20.

## Optional Riders

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### **Accelerated Death Benefit for Chronic Illness Plus Rider**

Available to insureds ages 20-80, this rider when elected at issue for an additional cost, allows for up to 100% of the policy's death benefit to be accessed in advance (with a monthly benefit of 2%, capped at the then current IRS per diem times 30) if the insured:

- Is certified by a licensed health care practitioner during the prior 12-month period as being unable to perform at least two of six activities of daily living for a period of at least 90 days due to a loss of functional capacity, or having a severe cognitive impairment requiring substantial supervision to ensure the health and safety of him or herself; and
- Is annually recertified by a licensed health care practitioner to continue receiving benefits.

Once the policyowner is receiving benefit payments, all policy charges will be waived and no further premium payments will be required as long as annual recertification requirements are met.

Depending on your client's circumstances, the inherent Accelerated Death Benefit for Chronic Illness Rider can be used in conjunction with this rider to provide your client access to a larger initial lump-sum benefit, followed by ongoing benefits. For more complete details, refer to our Accelerated Death Benefit for Chronic Illness Plus Rider FAQ, form number LIM-1307.

### **Charitable Giving Benefit Rider**

Elected at issue for no additional cost, this rider provides an additional benefit of 1% of the base policy specified amount, up to \$100,000, to a qualified charity of the policyowner's choice upon the insured's death.

# Flexibility for advanced planning situations

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Two optional riders for design flexibility in complex cases.

## **Supplemental Protection Rider**

**Increased flexibility should coverage needs change**

The Supplemental Protection Rider adds an additional **layer of lifetime specified amount coverage for the insured** above the base policy specified amount without an accompanying surrender charge period, adding greater control in the future should coverage needs change.

The Supplemental Protection Rider is available at issue for an additional cost. The minimum rider specified amount permitted is \$100,000 or 10% of the total base specified amount, whichever is greater. The maximum specified amount is four times the base specified amount. Once issued, increases to the rider specified amount are not permitted.

A decrease in the rider specified amount may be requested after the first policy year. Decreases are applied to the total policy specified amount on a last-in-first-out (LIFO) basis. The rider may be terminated by requesting a decrease to the initial base specified amount. This rider is non-commissionable.

If the Supplemental Protection Rider is elected, it will increase the No-Lapse Guarantee premium.

## **Surrender Value Enhancement Rider**

**Design flexibility for larger cases when early cash surrender value is desired**

The Surrender Value Enhancement Rider is an optional rider that reduces the policy's surrender charges in the early years.

Available at issue for an additional cost, the rider provides a **reduced surrender charge schedule** for the first five policy years. A one-time non-refundable rider charge of \$500 is deducted with the first monthly deduction.

Symetra Accumulator IUL policies that include this rider have a different commission and chargeback schedule than policies without the rider. Termination of the rider will not change the policy's surrender charge schedule or commission and chargeback schedules.

# Access to cash for retirement and other needs

Policy value accumulates tax-deferred and can potentially be accessed income-tax-free through a combination of withdrawals and loans.

## Policy loans and withdrawals<sup>3</sup>

Symetra Accumulator IUL provides clients flexibility and control accessing policy values when the need for income occurs.

Withdrawals are typically taken prior to loans because they are treated as a tax-free return of the policyowner's premiums (or basis). When basis is depleted, the policyowner has the option to switch from withdrawals to one of our available loan options. While these distributions may not be taxable as long as the policy remains in-force, withdrawals, unpaid loans and accrued interest reduce the death benefit paid to beneficiaries and may reduce (or eliminate) index credits and surrender value or cause the policy to lapse. **Clients should always consult with their attorney or tax advisor before taking loans or withdrawals. (Note that this summary of tax treatment does not apply to a Modified Endowment Contract, withdrawals and loans from which receive a more adverse tax treatment.)**

## Withdrawals

Withdrawals are available after the first policy year.

- Minimum: \$250.
- Maximum: The net surrender value and other factors. Withdrawals that will reduce the specified amount below the minimum are not allowed.
- Withdrawal fee: Currently is \$0, with a maximum of \$25.

### Effect of withdrawals on net surrender value

- Withdrawals reduce the holding account dollar-for-dollar, then the fixed account dollar-for-dollar, then pro-rata across the index strategies.
- Withdrawals affecting the index segments permanently reduce the index segment value used in determining the index credit.

### Effect of withdrawals on specified amount

- Death Benefit Option A: Reduce the specified amount dollar-for-dollar.
- Death Benefit Option B: No reduction in specified amount.
- Death Benefit Option C: Reduce the specified amount dollar-for-dollar by the amount that exceeds the total premiums less prior withdrawals paid to date.



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## Policy Loans

A portion of the policy value can be accessed as a loan. The loan values will be assessed a loan interest charge, but will concurrently earn a loan interest credit.

Two types of loans are available:

- **Standard**
- **Participating**

Both types are charged an independently declared fixed loan interest charge rate, but they vary in the way the loan interest credit is calculated.

- With a standard loan, the loan account receives a declared loan interest credit and is no longer allocated to the index strategies.
- With a participating loan, the loan value remains allocated to the fixed and index strategies and, as such, will be less predictable than standard loans.

The loan type may be changed once a year if requested in writing. Only one loan type is available at any time. If the loan type is not specified, the policy loan will automatically default to the standard loan option.

- Minimum: \$250.
- Maximum: The net surrender value minus three times the previous month's monthly deductions.
- 1035 Exchanges with loans may be allowed. The gross 1035 amount will be treated as premium, and the loan balance will be taken immediately as a loan. The default loan type is standard, if the type is not specified.
- Minimum loan repayment: None.

## How loans work

### Standard Loans

- ✔ Loan Value:
  - Is held in a separate loan account and is no longer allocated to the index strategies.
  - Receives the annually declared interest rate.
  - Is assessed an annually declared loan interest charge.
- ✔ Standard loans and loan interest charges are applied in the following order: holding account until depleted, fixed account until depleted, then pro-rata from the index strategies.

### Participating Loans

- ✔ Loan Value:
  - Is not held in a separate loan account but rather remains allocated to the current allocations.
  - Receives an interest credit equal to the index crediting rate of each respective index strategy or the fixed account.
  - Is assessed a fixed loan interest charge rate that is declared at the time the loan is taken. The loan interest charge rate is currently capped at 6%.

### Example

Standard Loans	Participating Loans
Declared loan interest charge is 4.25%.	Declared loan interest charge at the time the loan is taken.
Declared loan interest credit is 4.00%.	Loan interest credit is equal to the index crediting rate.
<b>Net Charge: 0.25%</b>	

**Note:** the above is true for policy years 1-10; for years 11+, the credited rate would be 4.25%.\*

\* The tax treatment of a loan with a net charge of zero is unclear and could be adverse to the policyowner.

The examples below assume a loan interest charge of 6% and an index crediting rate of 8% in Example 1 and 2% in Example 2.

	Ex 1	Ex 2
Loan Interest Charge	6%	6%
Loan Interest Credit	8%	2%
<b>Net Credit: 2%</b>	<b>Net Charge: 4%</b>	

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## **Loan repayment**

Clients can repay loans at any time. Loan repayments must be specified as such; otherwise they will be treated as premium payments. Here's how repayment works.

### **Standard Loans**

Standard loan repayments will reduce the loan account and funds will be reallocated to the index strategies as currently directed.

### **Participating Loans**

Participating loan repayments will reduce the loan balance proportionately across all index strategies.

# Lapse protection for heavily loaned policies

The Overloan Lapse Protection Rider can protect the policy from lapsing when policy values are highly leveraged and the policy risks losing its insurance status.

## Overloan Lapse Protection Rider

Symetra Accumulator IUL's Overloan Lapse Protection Rider can protect policies from lapsing due to excessive indebtedness by essentially providing a guaranteed paid-up benefit. **Clients should consult with a qualified tax advisor before exercising this rider.**

Symetra will notify the policyowner in writing of their option to exercise the Overloan Lapse Protection Rider when qualifications are met. When exercised, the policy becomes "paid up" and no further premium payments will be accepted or loan repayments allowed. Additional loans and withdrawals are no longer available.

This rider is automatically included with Symetra Accumulator IUL guideline premium test (GPT) policies at the time of application at no additional cost. There are no recurring charges for this rider, but a one-time rider charge is deducted from the policy value at the time the rider is exercised.

### Qualifying conditions:

- The insured is then at least 75 years of age;
- The policy is in-force for at least 15 years;
- The Death Benefit Option must be Option A Level specified amount. If not currently Level, it can be changed to Level.
- The policy must be in corridor, and the outstanding loan balance must be greater than or equal to the smaller of 93% of the policy value after monthly deductions or (100% minus OLPR Charge %) of the policy value after monthly deductions.

### Exercising the rider option:

- The policyowner must elect the option to exercise the rider in writing.
- A one-time charge is deducted from the policy value when exercised.
- The loan type must be standard or it must be changed to standard.
- The loan amount will grow at the guaranteed minimum interest rate for the fixed account as shown in the policy.
- Any unloaned policy value will be moved to the fixed account and will grow at the guaranteed minimum interest rate for the fixed account as shown in the policy.
- Once exercised, the rider cannot be reversed.
- Exercising the rider could have an impact on other riders; refer to all rider forms for more information.

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**Total net death benefit:**

The total net death benefit payable to the policy beneficiaries equals the larger of the:

- Specified amount less total indebtedness; or
- Policy value multiplied by the appropriate attained age guideline premium test factor less any outstanding loans, and \$5,000.

**Rider termination:**

The Overloan Lapse Protection Rider will terminate if any of the following occur:

- The policyowner requests to cancel the rider.
- The policyowner requests to cancel the base policy.
- The policy at any time qualifies as a Modified Endowment Contract (MEC).

**Reinstatement:**

- The rider can be reinstated when the base policy is reinstated if the rider was in-force at the time of policy lapse. It cannot be reinstated without the base policy or if the policyowner originally requested its termination.

**Neither the IRS nor the courts have ruled on the tax consequences of exercising the Overloan Lapse Protection Rider. It is possible that the IRS or a court could assert that the policy has been effectively terminated and the outstanding loan balance should be treated as a distribution, all or a portion of which could be taxable when the Rider is exercised. The Overloan Lapse Protection Rider also may not be appropriate for your client's particular circumstances. Clients should consult with a tax advisor regarding the risks associated with exercising this rider.**

---

Discover how Symetra Accumulator IUL can provide death benefit protection plus growth and income potential for retirement and other future income needs. Call us for a customized illustration.

**Contact Us**

Life Sales Desk

1-877-737-3611

Weekdays, 8 a.m. to 6 p.m. ET

[lifesales@symetra.com](mailto:lifesales@symetra.com)

## Important information

Symetra Accumulator IUL is a flexible-premium adjustable life insurance policy with index-linked interest options issued by Symetra Life Insurance Company located at 777 108th Avenue NE, Suite 1200, Bellevue, WA 98004-5135. This policy is not available in all U.S. states or any U.S. territory; however where available, it is usually issued under policy form number ICC17\_LC1.

Policy riders are not available in all U.S. states or any U.S. territory, and terms and conditions may vary by state in which they are available. Where available, they are usually issued under the following rider form numbers: Accelerated Death Benefit for Chronic Illness Rider form number ICC16\_LE6, Accelerated Death Benefit for Terminal Illness Rider form number ICC16\_LE5, Accelerated Death Benefit for Chronic Illness Plus Rider form number ICC16\_LE7, Overloan Lapse Protection Rider form number ICC17\_LE5, Charitable Giving Benefit Rider form number ICC16\_LE8, Surrender Value Enhancement Rider form number ICC17\_LE4, Supplemental Protection Rider form number ICC17\_LE6 and Premium Deposit Account Rider form number L-10200 8/17.

Life insurance policies contain exclusions, limitations, reductions of benefits and terms for keeping them in-force. Please refer to the policy for more details.

Guarantees and benefits are subject to the claims-paying ability of Symetra Life Insurance Company.

Certain benefits or riders may have tax implications. Clients should consult with their legal or tax advisor prior to purchasing.

The Accelerated Death Benefit for Chronic Illness and Accelerated Death Benefit for Terminal Illness Riders are only available for insureds issue ages 20-85, and are not available on rated policies. For the Accelerated Death Benefit for Chronic Illness Rider, the amount of death benefit that's accelerated, plus any accrued interest, will be secured by a lien against the base policy death benefit. Upon the death of the insured, the death benefit will be reduced by the amount of the lien, and the remaining death benefit will be paid. Exercising the inherent Accelerated Death Benefit for Chronic Illness Rider will prohibit the policyowner from exercising the inherent Accelerated Death Benefit for Terminal Illness Rider, and exercising the inherent Accelerated Death Benefit for Terminal Illness Rider will prohibit the policyowner from exercising the inherent Accelerated Death Benefit for Chronic Illness Rider.

The Accelerated Death Benefit for Chronic Illness Plus Rider is only available for insureds issue ages 20-80. If this rider is elected, additional underwriting will be required and the rider rate class will be the same as on the base policy. It's possible that the insured is approved for the base policy but declined for this rider based on the rider underwriting results. If a policyowner requests an increase in specified amount, it's possible that the base policy increase is approved but the rider increase is declined. If the rider increase is declined, no subsequent rider increase requests will be allowed. This rider is not available on policies with ratings worse than

Table 4, with annual flat extras exceeding \$5 per \$1,000, or with both flat extras and table rates. This rider is an additional accelerated benefit to the inherent Accelerated Death Benefit for Chronic Illness Rider. Exercising this rider will prohibit the policyowner from exercising the inherent Accelerated Death Benefit for Terminal Illness Rider.

Receipt of an accelerated death benefit may be taxable, especially if the insured does not have a prescribed plan of care. Clients should consult their personal tax or legal advisor before applying for this benefit. The insured may also lose their right to receive certain public funds such as Medicare, Medicaid, Social Security, Supplemental Security Income (SSI), and possibly others. The accelerated death benefit is intended to qualify under section 101(g) (26 U.S.C. 101(g)) of the Internal Revenue Code of 1986 as amended. The death benefit and loan value will be reduced if an accelerated death benefit is paid. There is no restriction on the use of proceeds of these accelerated death benefits.

The Charitable Giving Benefit Rider is an optional rider offered at no additional charge. It is only available on policies with specified amounts of \$100,000 or more. Payment is 1% of the original base policy specified amount, to a maximum of \$100,000, regardless of whether or not the policy specified amount has been increased. If the policy specified amount has been decreased, 1% of the remaining base policy specified amount is paid. The charity must be designated at time of issue and qualify under federal tax code sections 170(c) and 501(c). If the charity is not operating at the time of the insured's death, we may allow the estate to direct proceeds to another qualified charity.

The Overloan Lapse Protection Rider (OLPR) will prevent the policy from lapsing when, on any monthly anniversary, the outstanding indebtedness on the policy exceeds the policy's specified amount and is approaching the policy value. Exercise of this rider will result in a "paid-up" status. In order to be eligible to exercise this rider, the insured must be at least 75 years old, the policy must have been in-force for at least 15 years, the Death Benefit Option must be Option A Level, the policy must be in corridor, and the outstanding loan balance must be the smaller of 93% of the policy value after monthly deductions or (100% minus the OLPR charge percentage) of the policy value after monthly deductions. After deduction of the one-time rider charge, all policy value will be transferred to the fixed account. No additional policy transactions or policy changes will be allowed and no further monthly deductions will be taken. The policy's total net death benefit will now equal the larger of the total specified amount less any indebtedness, the policy value multiplied by the appropriate attained age Guideline Premium Test corridor factor less any indebtedness, and \$5,000. Exercising the rider may have tax consequences, clients should consult with a qualified tax advisor for more details.

Withdrawals or loans on modified endowment contracts (MECs) may be subject to federal income tax and an additional 10% tax on amounts taken prior to age 59½.

Withdrawals or loans may not be allowed in certain situations. Amounts withdrawn will decrease the policy death benefit and may be subject to a withdrawal processing fee. Loans may have a permanent effect on the policy, even if repaid.

Symetra Accumulator IUL has fixed and indexed accounts. Interest credited to the indexed accounts is affected by the value of outside indexes. Values based on the performance of any index are not guaranteed. The policy does not directly participate in any outside investment or index.

Allocations to the fixed account or index strategies are subject to the minimum allocation amounts and are based on the allocation instructions provided at time of application. Allocation instructions may be subsequently changed in writing by the policyowner. When allocations occur, an index segment for each respective index strategy is created. Each index segment has its own index crediting method, index value, index cap, index floor, index participation rate, index segment term, and index start and maturity date. The index caps, floors and participation rates after the initial index segment term may be higher or lower than the initial rates, but will never be less than the guaranteed minimums shown in the policy.

An index segment represents the portion of the index account that credits interest based on a change in the indexes applicable to that index segment. Index credits are calculated and credited (if applicable) on the respective index segment's maturity date. Amounts withdrawn from the index account before the index segment's maturity date will not receive an index credit, if applicable, for that term.

Symetra reserves the right to add, modify or remove any index strategy or crediting method. If any index is discontinued or if the calculation of any index is changed substantially, Symetra reserves the right to substitute a comparable index.

Except for the JPMorgan ETF Efficiente 5<sup>®</sup> Index, an Index does not include the payment or reinvestment of dividends in the calculation of its performance. It is not possible to invest in an index.

The Select Index Strategies are available for an additional cost and provide clients the opportunity to participate in higher index caps and/or participation rates.

Allocations to the Base Index Strategies provide lower index caps and/or participation rates than other strategies, but guarantee an additional index credit, which is applied to the account value upon maturity of the segment.

Election of a Select and/or Base Index Strategy does not guarantee a greater index credit for any index segment term.

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This is not a complete description of the Symetra Accumulator IUL policy. For a more complete description, please refer to the policy.

<sup>1</sup> The persistency bonus does not apply to loaned account value backing standard loans.

<sup>2</sup> The Overloan Lapse Protection Rider is only available on Symetra Accumulator IUL life insurance policies with the Guideline Premium Test (GPT) for life insurance.

<sup>3</sup> Withdrawals and loans may reduce or eliminate the death benefit payable to the policyowner's beneficiaries. In general, policy loans are charged interest; they are usually not taxable. If a policy lapses or is surrendered, the loan becomes immediately taxable to the extent of the gain in the policy. Withdrawals are taxable only when more money is taken out of the policy than paid in premiums. If the policy becomes a Modified Endowment Contract (MEC), less advantageous tax provisions apply.



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