



# CHOICEFOUR<sup>®</sup> ANNUITY

Single premium fixed annuity with four contract variations

Strike a balance between liquidity and accumulation to help you achieve your retirement savings goals.





Your personal vision for retirement — it's as unique as you are. But no matter what future goals you're working toward, you'll need a sound financial strategy to make them happen.

EquiTrust is by your side to help you reach your retirement savings goals. Consider ChoiceFour — a fixed annuity that gives you the power to balance accumulation and liquidity needs. It's a vehicle that grows your money on a tax-deferred basis, without market risk.






## **WHAT IS CHOICEFOUR?**

Your ChoiceFour annuity contract begins with either a single, lump-sum premium payment or multiple payments within the first contract year.

And choice isn't just in the name. ChoiceFour offers four contract variations to help you capture a unique balance between accumulation and liquidity. You can purchase ChoiceFour at any age up to and including age 85. Any person named as the annuitant must also be age 85 or under.

## FEATURES OF CHOICEFOUR

Your ChoiceFour contract offers important advantages designed to help you prepare for the future:

-  Predictable growth over a specified time period with an annual reset fixed interest rate
-  Ability to avoid probate
-  Tax-deferred earnings
-  Four contract options to balance accumulation and liquidity
-  Protection from market risk

## HOW DOES CHOICEFOUR WORK?

Choose from four contract variations to find the option that best suits your objectives.

### 1 Base Contract

Looking for steady growth from day one? The Base Contract option features a one-year fixed rate that is reset annually. All premiums paid in the first contract year will receive the same interest rate as the initial premium. The interest rate in subsequent years may change on each contract anniversary, subject to the Minimum Guaranteed Interest Rate.<sup>1</sup>

The Base Contract features free withdrawals<sup>2</sup> of cumulative interest earned within the past 12 months.

Surrender charges are in effect during the first nine contract years, declining annually: 12, 11, 10, 9, 8, 7, 6, 4 and 2%.<sup>3</sup>

### 2 Market Value Adjustment Option

Want an instant boost? The Market Value Adjustment (MVA) option gives you an immediate 1.50% premium bonus, applied to all premiums received in the first contract year.

You'll get the same free withdrawal<sup>2</sup> ability you have with the Base Contract option — cumulative interest earned within the past 12 months. For any surrenders exceeding the free withdrawal amount during the surrender charge period, the MVA may increase or decrease the Accumulation Value surrendered. The amount of change is relative to rates at the time of your annuity purchase. At the end of the surrender charge period, your Cash Surrender Value will equal your full Accumulation Value.

Surrender charges are identical to those of the base contract — nine years, declining annually: 12, 11, 10, 9, 8, 7, 6, 4 and 2%.<sup>3</sup>

### 3 Liquidity Option

Have a shorter time horizon before you need to start taking retirement income, or want more withdrawal flexibility? Consider the Liquidity Option.

Get more access to money when you need it. You may withdraw up to 10% of the Accumulation Value each year after the first contract year, with no surrender charges<sup>2</sup> or MVA. The cost of the Liquidity Option is reflected in an interest rate slightly lower than the rate available with the Base Contract or MVA Option.

This option shortens the surrender period to six years, declining annually: 12, 11, 10, 9, 8 and 7%.<sup>3</sup>

### 4 MVA + Liquidity Option

Interested in combining the benefits of the MVA Option and the Liquidity Option? Get the withdrawal flexibility and shortened surrender period offered by the Liquidity Option — plus the 1.50% premium bonus from the MVA Option.

In exchange, your contract will have a slightly lower interest rate (same as the Liquidity Option), and the MVA will be in effect on withdrawals exceeding the free withdrawal amount during the surrender charge period.





## IMPORTANT FEATURES THAT OFFER PEACE OF MIND

### Annuitization options

Several annuitization payment options are available to convert your contract value into a guaranteed income stream, including payment for life, payment of a designated amount or payment for a certain period of time. You determine the schedule that best fits your financial goals. Talk to your agent to determine the best payment option for you.

### Minimum Guaranteed Contract Rate

You're guaranteed to receive no less than 100% of your premiums — less any partial withdrawals and excluding premium bonus, if applicable — accumulated at the Minimum Guaranteed Contract Rate (MGCR). Ask your agent for this rate.

### Nursing Home Waiver

The Nursing Home Waiver, included at no charge on your contract, can help provide you peace of mind. If you're confined to a nursing home or hospital for 90 consecutive days or more, your contract's Accumulation Value will be available without surrender charges or MVA beginning in the second contract year and during your confinement.

### Terminal Illness Rider

This no-charge rider can provide assurance that if you're diagnosed with a terminal illness, charges will be waived for a withdrawal of up to 75% of your contract's Accumulation Value.<sup>4</sup>

### Death benefit

If you die, the full Accumulation Value of your contract will be paid to your beneficiary(ies), without surrender charges or MVA.

### Free-look period

After your contract is issued, you have a specified number of days to review it; see your contract for complete details. If you're not completely satisfied with the terms, you may return the contract and receive 100% of your premiums paid, minus any prior withdrawals.



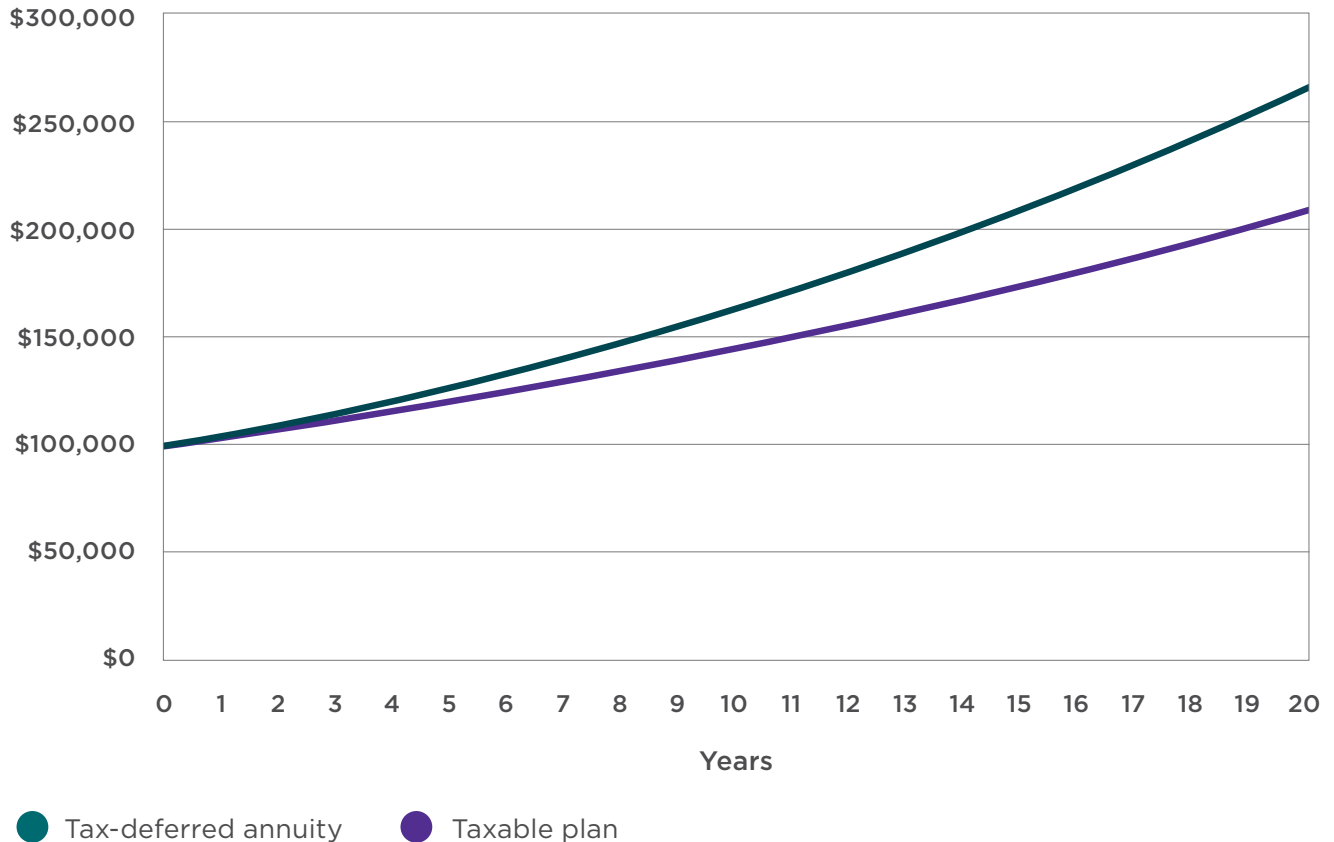
## EquiTrust is a name you can trust

At EquiTrust, we're committed to being a financial partner you can trust with your retirement dreams. Rest assured your annuity contract is backed by a company with conservative investment strategies, anchored by a disciplined and diversified management style. EquiTrust is supported by a history of success, experience and strength. Magic Johnson Enterprises — a diversified consortium of business entities and partnerships — owns a controlling interest in EquiTrust.

## THE VALUE OF TAX DEFERRAL

Currently, all interest income earned on an annuity accumulates on a tax-deferred basis. In most cases, your earnings will not be subject to income tax until they are withdrawn.<sup>2</sup> Since the value of your contract is not being reduced by taxes, more of your money remains in your contract to earn interest each year. That means greater value for you.<sup>5</sup>

Let's look at the value of tax deferral by comparing a taxable plan vs. a tax-deferred annuity.



Example assumes \$100,000 growing at 5%, 25% tax bracket, for 20 years.

### Want to learn more about ChoiceFour?

This brochure includes only a summary of the product. Availability and certain features and benefits may vary by state. Ask your agent/producer for complete contract provisions and details before purchasing.

<sup>1</sup> Guarantees are based on the claims-paying ability of EquiTrust Life Insurance Company.

<sup>2</sup> Withdrawals before age 59½ may result in a 10% IRS penalty tax. In the event of a full surrender, charges will apply to any penalty-free amounts taken during the same contract year.

<sup>3</sup> Surrender charges may vary by state. FL: Base Contract: 10, 10, 10, 9, 8, 7, 6, 4, and 2%. Liquidity Option: 10, 10, 10, 9, 8, and 7%. AL, CA, CT, ID, IN, MA, MD, MN, NV, NJ, OH, OK, OR, PA, TX, UT, VT, WA: Base Contract: 9, 8, 7, 6.5, 5.5, 4.5, 3.5, 2.5, and 1.5%. Liquidity Option: 9, 8, 7, 6.5, 5.5, and 4.5%.

<sup>4</sup> Terminal Illness Rider features may vary by state.

<sup>5</sup> EquiTrust Life Insurance Company cannot give legal, tax or accounting advice. Your personal tax advisor can provide important information with respect to the purchase of this annuity contract and its taxation.

Contract issued on Contract Form Series ET-SPA-2000(11-04), ICC16-ET-SPA-2000(07-16), ICC16-ET-SPA-2000M(07-16), ICC16-ET-SPA-2000L(07-16) or ICC16-ET-SPA-2000ML(07-16). Riders issued on Form Series ICC16-ET-TI(10-16) and 430-NHW(08-03).

This brochure briefly highlights EquiTrust Life Insurance Company's ChoiceFour annuity contract and its benefits. For costs and complete details of coverage, including any exclusions, reductions or limitations, and the terms under which the contract may be continued in force, contact your agent/producer. This material is not intended to provide investment advice to you or to your specific situation. EquiTrust does not offer investment advice to any individual and this material should not be construed as investment advice. IRAs/qualified plans are already tax deferred; consider other annuity features.



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