

# WealthHorizon Life<sup>®</sup>

## PRODUCER GUIDE

FOR USE IN CALIFORNIA ONLY



<b>Product Description</b>	Single premium indexed life insurance policy with four index-linked crediting options, two of which feature custom, risk-controlled indices.
<b>Premium</b>	Min: \$10,000 premium / Max: \$750,000 face amount. Maximum may be lower for clients with other EquiTrust life policies.
<b>Issue Ages</b>	Ages 45-80. The age of the insured on the date EquiTrust receives the full single premium determines the initial face amount; no backdating.
<b>Premium Allocation</b>	Minimum Allocation of \$2,000 in each account. Can select any combination of accounts subject to the minimum requirements. Indicate initial allocation above the Owner's signature section of the Disclosure Statement. The initial premium allocation form must be completed to issue the policy. Must be whole percentages.
<b>Barclays Focus50 Index</b>	<b>1-Year Point-to-Point Participation Index Account</b> - Percentage change in the Index from previous anniversary, multiplied by a Participation Rate. The Participation Rate may change each year. For more information on this index, visit <a href="https://www.indices.barclays.com/focus50">Indices.Barclays/Focus50</a> , ticker: BXIIF50E, or call the Barclays Agent Hotline at 212-526-3773.
<b>S&amp;P MARC 5% Excess Return Index</b>	<b>1-Year Point-to-Point Participation Index Account</b> - Percentage change in the Index from previous anniversary, multiplied by a Participation Rate. The Participation Rate may change each year. For more information on this index, visit <a href="https://www.spindices.com">SPIndices.com</a> , ticker: SPMARC5.
<b>S&amp;P 500<sup>®</sup> Index Accounts</b>	<b>1-Year Point-to-Point Cap Index Account</b> - Percentage change in the S&P 500 <sup>®</sup> from the previous policy anniversary, subject to an Index Cap. The Index Cap may change each year. <b>1-Year Monthly Average Participation Index Account</b> - Percentage change based on the monthly average of the S&P 500 Index over a one-year period, multiplied by the Participation Rate. The Participation Rate may change each year.
<b>Fixed Rate Account</b>	<b>1-Year Interest Account</b> - A one-year fixed interest rate is set when your policy is issued. The rate is reset annually, and provides a fixed rate that you may prefer for a portion of your assets.
<b>Index Credits</b>	Index Credits are added at the end of each policy year, and will never be less than zero.

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<b>Policy Values</b>	Accumulation Value is based on current interest, index crediting, current cost of insurance (COI) rates, policy expense charge, and the policy fee, but will never be less than the minimum guaranteed cash value provided with the policy.																						
<b>Min. Guar. Interest Rate</b>	2%																						
<b>Transfers</b>	The owner may transfer Accumulation Value between accounts on each policy anniversary. Minimum transfer amount is \$2,000. Minimum balance in an account after a transfer is \$2,000 if any balance remains.																						
<b>Expense Charges</b>	Policy Expense Charge: Monthly Per-\$1,000 charge based on age, gender and rate class, years 1-10; Policy fee \$10 per month; COI.																						
<b>Surrenders</b>	The policy can be surrendered (fully or partially) at any time. Surrender in excess of a penalty-free withdrawal may be subject to a surrender charge as a percent of the Accumulation Value. <table border="1"> <tr> <td><b>Year</b></td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> </tr> <tr> <td><b>Charge</b></td> <td>12%</td> <td>12%</td> <td>12%</td> <td>12%</td> <td>11%</td> <td>10%</td> <td>8%</td> <td>6%</td> <td>4%</td> <td>2%</td> </tr> </table>	<b>Year</b>	1	2	3	4	5	6	7	8	9	10	<b>Charge</b>	12%	12%	12%	12%	11%	10%	8%	6%	4%	2%
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<b>Charge</b>	12%	12%	12%	12%	11%	10%	8%	6%	4%	2%													
<b>Penalty-Free Withdrawals</b>	After the first policy year, owner may take a partial withdrawal up to 5% of the Accumulation Value without surrender charges each year. Withdrawals will reduce the face amount proportionally. One withdrawal per year; \$25 fee per withdrawal.																						
<b>Loans</b>	Loans are available from the policy. Loan interest rate is a declared rate. The maximum loan amount is the cash value less loan interest accrued to the next anniversary. A policy may become over-loaned and lapse if the loan is not repaid.																						
<b>Accelerated Death Benefit Rider</b>	In the event of certain health conditions of the insured, a portion of the Death Benefit may be accelerated – and may be accelerated on more than one occasion. The rider is available at no charge and is included with the policy automatically. Benefits may be accelerated for the following conditions:  <b>Terminal Illness Benefit</b> – The owner may accelerate up to 100% of the death benefit if the insured is diagnosed as terminally ill, with a life expectancy less than 12 months. The accelerated amount will be multiplied by 95%.  <b>Chronic Care Benefit</b> – The owner may accelerate up to 100% of the death benefit if the insured is diagnosed as chronically ill. Monthly payments over five years are available. For a one-time payment, the accelerated amount will be multiplied by 75%. Chronically ill is defined as unable to perform at least two of six Activities of Daily Living for at least 90 consecutive days, or requiring substantial supervision due to severe cognitive impairment.																						
<b>Death Benefit</b>	The Death Benefit is the greater of the face amount and the Accumulation Value multiplied by the Minimum Death Benefit Factor, less any loan balance.																						

<b>Ownership</b>			
		<b>Ownership Requirements</b>	<b>Beneficiary Requirements</b>
	<b>Single Owner</b>	Owner can be different than insured if Owner has insurable interest	Beneficiary must match Owner if different than Insured
	<b>Joint Owners</b>	Allowed only if 1035 Exchange (if previous policy was jointly owned)	None
	<b>Non-Natural Owner</b>	Trusts only	Beneficiary must match Owner
<b>Taxation/Modified Endowment Contract</b>	Most WealthHorizon Life policies are issued as a Modified Endowment Contract (MEC). The only instance of a policy being issued as a non-MEC is when it originates as a 1035 exchange from an existing non-MEC policy. For MEC policies, loans and surrenders are distributed and taxed as income first, and may be subject to an additional 10% federal tax penalty if made prior to age 59½. A policy lapse may be a taxable event. Combining money from a MEC with money from a Non-MEC will make the new policy a MEC.		
<b>Taxation of Terminal Illness or Chronic Care Benefits</b>	Generally, any amount received under a life insurance policy for terminal illness or received on a monthly basis for a chronic illness will be treated as an amount paid by reason of death of the insured and will generally be received free of income tax. However, amounts paid to a chronically ill individual are subject to the same limitations that apply to long-term care benefits. Please seek advice from a qualified tax advisor.		
<b>Illustrations</b>	To produce an illustration, go to Agents.EquiTrust.com. Click "Life Insurance." Use your agent code and password to login. Then, click "Illustrations." Return a signed copy of the illustration and the Illustration Acknowledgement with the application. An Illustration will be included with the policy at delivery. The client-signed "Numeric Summary" page and Delivery Receipt must be mailed or faxed to EquiTrust.		
<b>Delivery Receipt Requirement</b>	A Delivery Receipt is required on all policies. Mail or fax with signed illustration "Numeric Summary" page to EquiTrust.		
<b>Free-Look Period</b>	After the policy is issued, your client has a specified number of days to review the policy. If they are not completely satisfied with the terms, they may return the policy during this period and receive 100 percent of premium paid, minus amounts taken from the policy.		
<b>1035 Exchange/Transfer</b>	Pending cases which involve a 1035 exchange or transfer from another entity will be held open for 60 days from the date transfer documents are sent. If the funds are not received within 60 days, the case will be closed and the transfer request cancelled. We will not accept any 1035 Exchanges where there is an outstanding loan on the policy. An annuity to life transfer does not qualify as a 1035 Exchange and will be subject to taxation to the extent that there is gain in the annuity.		
<b>Prospects</b>	<p>Any individual who seeks</p> <ul style="list-style-type: none"> <li>• Index-linked accumulation and guarantees</li> <li>• Income-tax deferred growth during insured's lifetime</li> <li>• Access to policy loans and penalty-free partial withdrawals during the insured's lifetime</li> <li>• Death benefits paid to beneficiaries – generally income-tax free and bypass probate</li> <li>• Access to accelerated death benefits in the event of the insured's terminal or chronic illness</li> <li>• Fast underwriting with UnderWRITE-NOW Processing and E-Applications</li> </ul>		

<p><b>Sales Process</b></p>	<ul style="list-style-type: none"> <li>• Complete the EquiTrust Life-Insurance Application – ICC17-ETL-APP(11-17), available either as a printed form on AppBuilder, or E-App.</li> <li>• Both printable forms and E-Applications are available at Agents.EquiTrust.com. Look under QuickLinks for either AppBuilder (printable) or E-Applications. Agent login is required with your EquiTrust Agent Code and password.</li> <li>• Prequalify your client with “Health” questions in Section D of the Application – see the Pre-Qualification section. Any “yes” responses or pending surgeries result in automatic decline.</li> <li>• If the client is successful in prequalification, you are now ready for the point-of-sale telephone interview to seek conditional underwriting approval.</li> </ul>
<p><b>UnderWRITE-NOW Processing Interview</b></p>	<p>A completed application is required to participate in a telephone interview. The interview takes 15-20 minutes and is conducted on behalf of EquiTrust by Elite Sales Processing (ESP). ESP gathers health and medical information, as well as non-medical information to comply with insurable-interest and ownership rules. Conditional approval or decline is provided to the agent at the conclusion of the interview for cases under \$250,000. Underwriting for cases \$250,000 and above (including new and existing life premium combined) require APSs, which are ordered upon EquiTrust receipt of applications.</p> <ul style="list-style-type: none"> <li>• Before the telephone interview, give your client a copy of the MIB and FCRA notice (pages 7 and 8 of the application).</li> <li>• To begin the interview, you (agent) call ESP at (855) 699-3045. ESP hours (CST): Mon-Thur 8:00AM-9:30PM, Fri 8:00AM-5:00PM.</li> <li>• If your call goes to voicemail, leave a message for a quicker response.</li> <li>• The interviewer will ask you to provide insured, owner and beneficiary information.</li> <li>• Then the interviewer will ask to speak to your client, and will review the same health and medical pre-qualification questions found in the application.</li> <li>• During the interview, an MIB search and prescription-drug search will be conducted by ESP.</li> <li>• The interviewer will then ask to speak with you (agent) again, and – for cases under \$250,000 – will communicate to you the conditional underwriting approval/decline decision.</li> <li>• Declines based only on MIB or prescription history may be referred for additional underwriting consideration; this option is offered to the agent at the end of the interview. If referred, the interviewer will ask the client additional questions for underwriting consideration.</li> <li>• Applications – whether approved or declined – must be received by EquiTrust within 5 business days of completed interviews.</li> <li>• Conditional underwriting approval is subject to EquiTrust validation of information provided in the interview and included on the application, and verification of the combined-premium threshold.</li> <li>• Good-order applications with premium included for approved underwriting interviews will be issued within 48 hours generally.</li> </ul>
<p><b>Pre-Qualification “Health” Questions in Section D of the Application</b></p>	<ol style="list-style-type: none"> <li>1. What is the proposed insured’s height and weight?</li> <li>2. Are you currently hospitalized, bedridden, receiving hospice or home health care, confined to a nursing home, assisted living facility, convalescent care or mental facility or have been hospitalized more than twice in the last 24 months?</li> <li>3. Within the last 12 months, have you used supplemental oxygen, walker, wheelchair, urinary catheter, had a blood transfusion or had a pacemaker or defibrillator installed?</li> <li>4. Have you been tested for HIV for the purpose of obtaining insurance and received positive test results?</li> <li>5. Have you ever been medically diagnosed, treated or hospitalized for: <ol style="list-style-type: none"> <li>a. Acquired immune deficiency syndrome (AIDS), AIDS related complex (ARC)?</li> <li>b. Chronic kidney disease or kidney (renal) insufficiency or kidney or liver failure or required dialysis, paralysis of 2 or more extremities or have you been diagnosed with a terminal illness (life expectancy less than 12 months)?</li> <li>c. Alzheimer’s disease, dementia, memory loss or impairment, mental incapacity, schizophrenia, bipolar disorder or organic brain syndrome?</li> <li>d. Muscular dystrophy, vasculitis, or hemophilia?</li> <li>e. Pulmonary fibrosis, pulmonary hypertension, cardiomyopathy, or congestive heart failure?</li> <li>f. Lou Gehrig’s disease (ALS), Huntington’s disease, scleroderma, or organ transplant?</li> </ol> </li> </ol>

**Pre-Qualification  
"Health" Questions  
in Section D of  
the Application**

6. Have you been diagnosed with diabetes prior to age 30 or have you ever been treated by a member of the medical profession for diabetic retinopathy, neuropathy, or nephropathy, or had insulin shock or diabetic coma?
7. Within the past 3 years, have you been:
  - a. Diagnosed with internal cancer or melanoma, leukemia, lymphoma or have you ever had more than one occurrence of cancer or metastasis (excluding basal or squamous cell skin cancer) or are you currently being treated for cancer or reoccurrence of cancer?
  - b. Diagnosed, treated, or taken medication for cirrhosis, liver failure, chronic pancreatitis, or chronic hepatitis?
  - c. Convicted of reckless driving, operating a vehicle while impaired or under the influence of drugs or alcohol (DWI/DUI)?
8. In the past 24 months, have you been diagnosed with, consulted a physician or been treated for:
  - a. Uncontrolled high blood pressure, chest pain or angina, heart attack or failure, irregular heart rhythm, heart surgery, stroke, transient ischemic attack (TIA), abdominal aortic aneurysm, valve repair or replacement or had any procedure to improve the circulation of the heart, brain or extremities?
  - b. Any respiratory disease including chronic obstructive pulmonary disease (COPD), emphysema, chronic bronchitis, respiratory failure or required oxygen equipment to assist in breathing?
  - c. Any neuromuscular disease including Multiple Sclerosis, grand mal seizures, or Parkinson's disease?
  - d. Rheumatoid arthritis, system lupus erythematosus (SLE) or other connective tissue disease requiring joint replacement, or have you had any amputation caused by disease?
9. Within the past 5 years, have you:
  - a. Used illegal drugs, been treated or advised to have treatment for, or excessively used alcohol or drugs of abuse (including prescription drugs)?
  - b. Attempted suicide?
  - c. Been diagnosed by a member of the medical profession, treated or hospitalized for chronic pain with daily narcotic use?
  - d. Been convicted of a felony, awaiting trial for a felony or are you currently on probation or parole?
10. In the past 10 years has the proposed insured had 2 or more of the following impairments: Insulin dependent diabetes, heart attack or heart valve replacement, Stroke or Transient Ischemic Attack (TIA), carotid artery disease, Peripheral Vascular Disease (PVD), Peripheral Artery Disease (PAD) or had multiple strokes or Transient Ischemic Attacks (TIA)?
11. Are you currently receiving assistance or supervision with eating, bathing, dressing, walking, toileting, or getting out of a chair?
12. In the past 2 years, have you been declined or postponed for life insurance?
13. Do you have or have you been advised by a member of the medical profession that you have any disease, injury or impairment that would require hospitalization, surgery or other medical procedures or have you had any diagnostic tests that have not been completed or for which results are not yet available (other than HIV/AIDS)?

**Extreme  
Impairment List**

To see a list of extreme impairments for pre-qualification, go to [Agents.EquiTrust.com](http://Agents.EquiTrust.com) >> Underwriting.

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Your state requires advertising for ADBRs to provide a comparison to the benefits provided by LTC insurance. However, Accelerated Benefits provided by the ADBR riders are not long-term care insurance, and are not intended to be the same as, or an alternative to, long-term care insurance.

**This is a life insurance benefit that also gives you the option to accelerate some or all of the death benefit in the event that you meet the criteria for a qualifying event described in the policy. This policy does not provide long-term care insurance subject to California long-term care insurance law. This policy is not a California Partnership for Long-Term Care program policy. This policy is not a Medicare supplement policy.**

ADBR Riders are supplemental benefits that can be added to a life insurance policy and are not suitable unless you also have a need for life insurance. Receipt of benefits may reduce or eliminate the availability of other policy riders and benefits. Benefits available are calculated at time of claim based on the age of the policy and our expectation of your future mortality. The amount of Accelerated Benefit available will depend on your life policy's death benefit value when ADBR benefits are claimed. For policies in good standing, if ADBR benefits are not used, policy death benefits and other rider benefits are still available.

Long-term care (LTC) insurance is not life insurance, and as such, has no death benefit or cash value. LTC insurance benefits are specified at the time of the contract. LTC benefits are paid as a form of expense reimbursement for qualified long-term care expenses. By comparison, since ADBR benefits can be used for any reason, they are paid once qualifications are met, and do not require you to provide receipt of specific expenses to qualify for the benefit. LTC premiums vary based on the level and length of benefit chosen by the policyholder. Premiums are paid on a recurring basis, and failure to pay premiums will generally lapse the policy. If LTC benefits are not claimed, they are typically forfeited. LTC insurance policies may offer nonforfeiture benefits for additional premium.

This policy pays proceeds that are intended to receive favorable tax treatment under Section 101(g) of the internal Revenue Code (26 U.S.C. Sec. 101 (g)).

WealthHorizon Life is a single premium index life insurance policy issued by EquiTrust Life Insurance Company, West Des Moines, Iowa. Policy may vary by state. Policy issued on Policy Form Series ETL-IUL-2000(01-19) with riders ETL-FPW(01-17) and ETL-ADBR(01-16), and interest/index accounts ETL-1YRINT(01-17), ETL-1YP2PCAP(01-17), ETL-1YAVGPART(01-17) and ICC17-ETL-1YP2PPART(01-17). May not be available in all states. EquiTrust does not offer investment advice to any individual or agent and this material should not be construed as investment advice.

**SALES SUPPORT  
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