

# GUARANTEED INCOME ANNUITY\*

## CLIENT INFORMATION BROCHURE

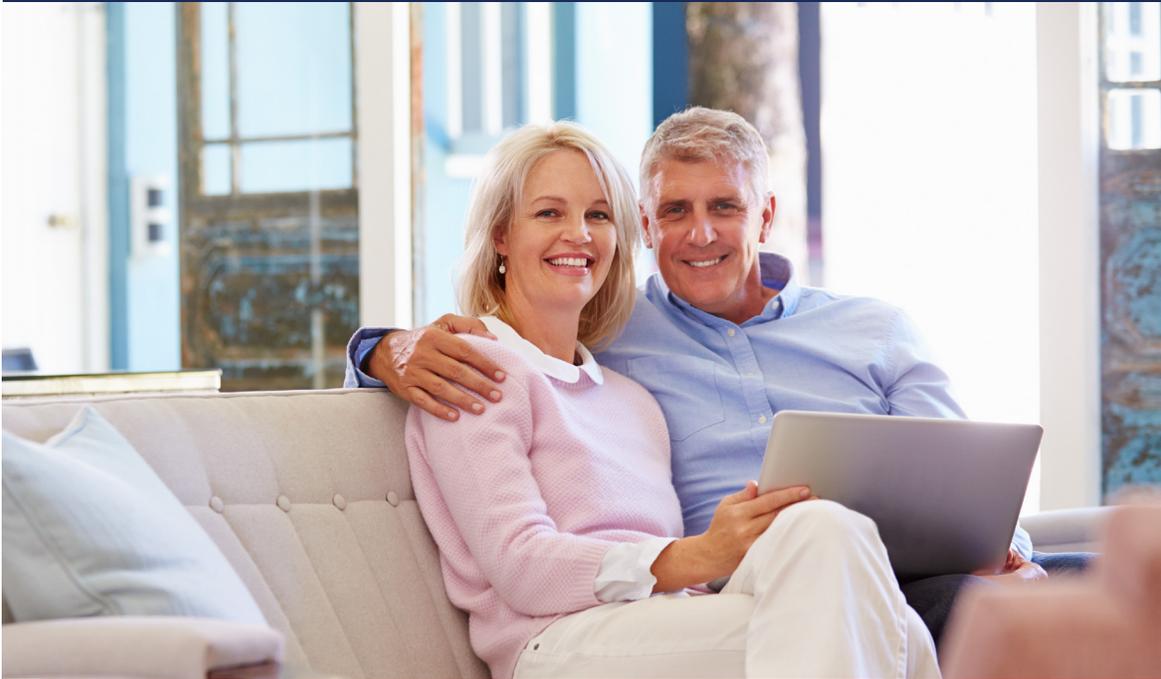
All States Except South Dakota

\*This is the product name filed under the compact and individual states



**ATLANTIC COAST LIFE**  
INSURANCE COMPANY

ACLGIABR-OT 041020



## Give yourself the future you envision.

**The Guaranteed Income Annuity helps create reliable retirement income to give you greater financial confidence.**

As Americans live longer the need for reliable retirement income grows. Many retirees are now outliving their savings, placing themselves in difficult situations where they may not be able to enjoy their twilight years. You have been working hard for years - give yourself the future you envision.

The Guaranteed Income Annuity can help protect your future from risk while also growing your retirement money. This innovative annuity also can provide guaranteed income for the rest of your life or a legacy for your beneficiaries.

# The Guaranteed Income Annuity was created to help you achieve:

## RETIREMENT PROTECTION WITH MINIMAL RISK

Imagine putting money aside for retirement for your entire working life, only for the market to hit a slump and severely impact that accumulation. With a volatile market, years of hard work can suddenly shrink, leaving you far fewer retirement dollars than you planned. Once you have accumulated those retirement funds, wouldn't you like to better protect that money?

## GUARANTEED INCOME FOR LIFE

Most Americans begin retirement around their mid to late 60s and need their retirement savings to last for the rest of their lives, which could be 20-30 years after retirement.

## PROVIDING FOR YOUR LOVED ONES

Many of us are not only concerned about providing for ourselves, but for our families as well. To be able to do so may require more money than what we need for retirement. Wouldn't you want an annuity designed to help make this possible?

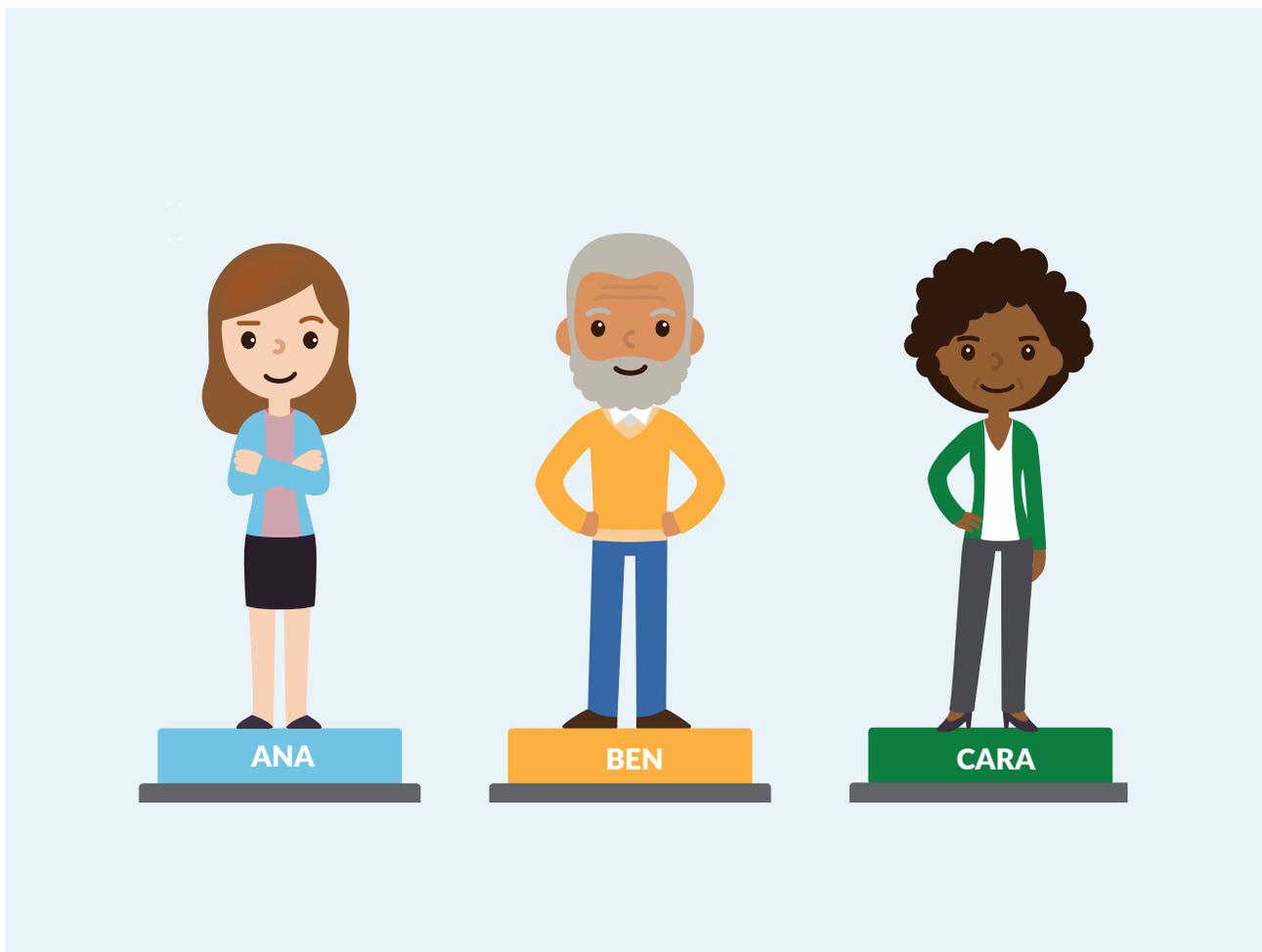


## Let the Guaranteed Income Annuity provide greater financial reassurance

As we near retirement it is important to acknowledge that a retirement savings plan can become more vulnerable.

A big downturn in the market could result in the loss of a significant part of your retirement nest egg which will then increase the chance that you will outlive your retirement savings. A big downturn in the market will also reduce the balance of the amount you want to leave behind to your loved ones.

Consider the following hypothetical comparison between Ana, Ben, and Cara. They are all nearing retirement at the age of 65 with a nest egg of \$250,000 each. They have each elected different financial products for their retirement monies during this critical time in their lives. For purposes of this illustration let's consider what would have happened during a financial crisis and how it could impact Ana, Ben, and Cara differently.



### Ana | Stock Market

She suffered large losses and now has less than she started with for her retirement. She is likely to outlive this amount of money. At the end of 10 years at the age of 75, Ana has \$207,087. What are the chances that Ana has enough money if she were to live to age 92?

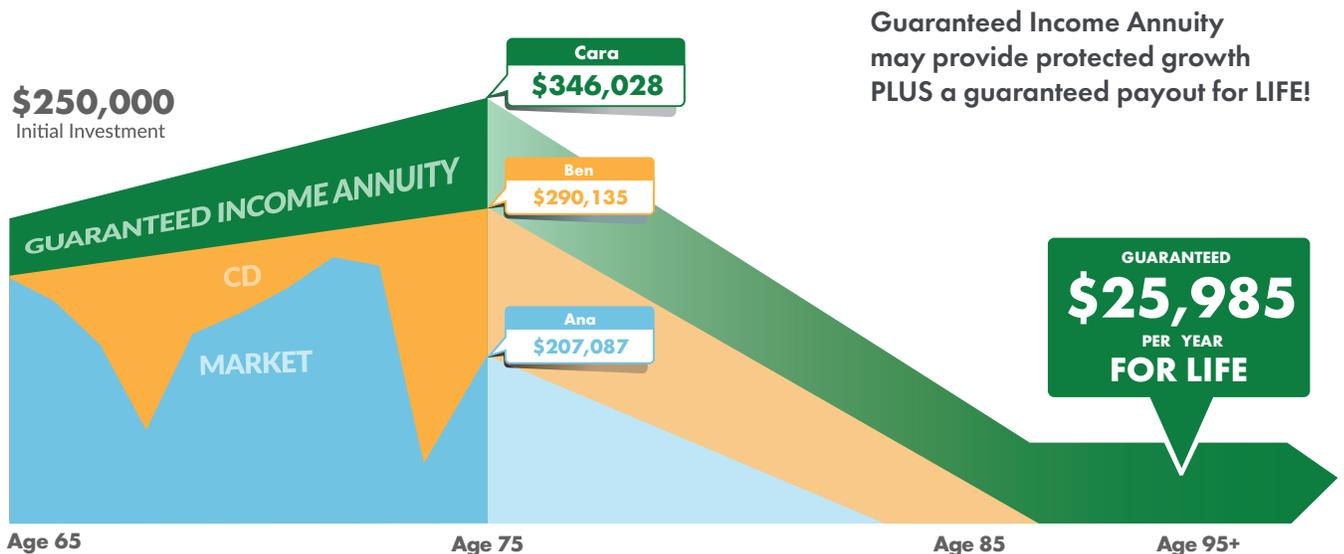
### Ben | Certificate of Deposit (CD)

He did not lose any of his savings and earned a fixed rate of 1.50% for ten years. This was a conservative choice to make and Ben now has \$290,135. Although this was a safe choice, what are the chances he can make that amount last for the remainder of his retirement?

### Cara | Guaranteed Income Annuity\*

Experiences zero market loss and started with a fixed rate of 1.65%. Cara's interest rate also grew by 0.15% each year during those ten years because of an increasing interest rate environment, resulting in an interest rate of 3.0%. In addition to money growth, she has an Income Account Value that received a one-time bonus of 10%, earning 200% of the interest rate that was applied to her account value, which will provide an income that is guaranteed for the rest of her life.

Your retirement is important, and your nest egg needs to be protected. Why place them at risk when there is a better way? Guaranteed Income Annuity provides you with growth while also guaranteeing income for life.



\*This scenario is based on the selection of the Accumulation Benefit Rider, with the benefit base that earned 200% of the interest rate that was applied to her account value. All scenarios and rates are hypothetical in order to illustrate the benefits of the Guaranteed Income Annuity. Actual rates and results may vary. Please speak to an agent licensed in your state to see how an annuity may fit with your retirement strategy.

# Interest Crediting

## Guaranteed Income Annuity and LIBOR

Fixed annuities utilize a fixed interest rate for the guarantee period. However, the Guaranteed Income Annuity takes it a step further.

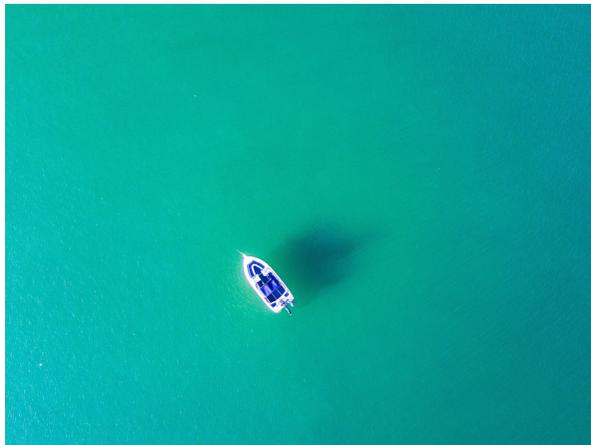
This annuity's interest rate is calculated by utilizing a participation rate of the (USD) LIBOR 3 month tenure. This enables you to receive a higher interest rate if rates increase during your contract's guarantee period while still having the safety net of a guaranteed minimum interest rate.

## What is LIBOR?

LIBOR is a benchmark rate used throughout the world, LIBOR is used by many of the world's leading banks to know how much they should charge one another for loans.

Thanks to LIBOR, Atlantic Coast Life is able to offer our clients the potential to earn a rewarding return in a rising rate environment. Typically as general interest rates increase, so does LIBOR, and vice versa.

In order to learn more about LIBOR and how it applies to the Guaranteed Income Annuity, see our LIBOR brochure or visit [www.aclico.com/libor](http://www.aclico.com/libor).



## Additional First Year Premiums

This is a modified single premium annuity, meaning that you are able to add additional premiums during the first 12 months of the contract. On top of that, the additional premiums will also earn a bonus!

## Premium Bonus of Up to 10%

We understand that making sure you have enough funds for retirement is important, so with this in mind we have added a bonus to this annuity. To help you get started, we will credit either a premium bonus or income bonus, depending on the rider selected\*.

See the table below for reference of the bonus potential.

### 10-YEAR ANNUITY 10% BONUS\*



Starting value with  
bonus now \$110,000

\*See the disclaimer page for more information.

# Product Details

## Required Minimum Distribution Waiver

Once you reach age 72, the federal government requires you to withdraw a percentage of your taxable income from any qualified retirement accounts, including annuities purchased with pre-tax dollars. To help you satisfy this requirement, during the first policy year the Required Minimum Distribution (RMD) may be withdrawn and no Market Value Adjustment, Surrender Charge, or loss of non-vested premium bonus will apply.

After the first policy year, the total amount that may be withdrawn as free withdrawals is the greater of the RMD or 10% of the Initial Purchase Premium and Subsequent Purchase Premiums.

## Terminal Illness and Nursing Home Waiver

There may be certain life-altering situations where you need access to all of your money, such as being diagnosed with a terminal illness or confined to a nursing home. If this does happen, you can make a full surrender or partial withdrawal with no Market Value Adjustment, Surrender Charge, or loss of any applicable non-vested premium bonus under certain conditions\*.

*\*See the disclaimer page for more information.*



# 10% Annual Withdrawal

Sometimes you need access to some of your money earlier than you were expecting. Some annuities do not offer free early withdrawals, but the Guaranteed Income Annuity allows you to withdraw up to 10% of the Purchase Premium after the first contract year\*. If the unexpected occurs, you will have access to your funds.

## 10 % of Premium VS 10% Account Value

Year	10% of Premium		10% of Value	
	Account	Withdrawal	Account	Withdrawal
1	\$110,000	-	\$110,000	-
2	\$111,100	\$10,000	\$111,100	\$11,110
3	\$102,211	\$10,000	\$101,101	\$10,110
4	\$93,233	\$10,000	\$92,002	\$9,200
5	\$84,165	\$10,000	\$83,722	\$8,372
6	\$75,007	\$10,000	\$76,187	\$7,619
7	\$65,757	\$10,000	\$69,330	\$6,933
8	\$56,415	\$10,000	\$63,090	\$6,309
9	\$46,979	\$10,000	\$57,412	\$5,741
10	\$37,449	\$10,000	\$52,245	\$5,225
11	\$27,823	\$10,000	\$47,543	\$4,754
12	\$18,101	\$10,000	\$43,264	\$4,326
13	\$8,282	\$8,282	\$39,370	\$3,937
14	-	-	\$35,827	\$3,583
<b>Cumulative =</b>		<b>\$118,282</b>	<b>Cumulative =</b>	<b>\$87,219</b>
<b>Difference = \$31,063</b>				

\*See the disclaimer page for more information.

# Riders

With the Guaranteed Income Annuity, you are given three different benefit riders to choose from, each designed to help you achieve your retirement goals. Check out our rider brochures for an in-depth study of each one and select the rider that best suits your needs.

1

### Guaranteed Lifetime Withdrawal Benefit Rider\*

#### PREDICTABLE INCOME

If your main goal is to make sure you have an income source for your retirement, this rider is designed for you. The Guaranteed lifetime Withdrawal Benefit Rider will give you a guaranteed amount of income for your lifetime so that you can have a continual steady stream of money coming in. This rider provides more financial confidence in knowing that you will have enough retirement income to last throughout your lifetime. This rider is available for a fee.

2

### Legacy Benefit Rider

#### LEAVING A LEGACY

Are you looking to leave an additional amount to your beneficiaries? With the Legacy Benefit Rider you place the focus on making sure those you care about are taken care of. Each year on your contract anniversary your Legacy Benefit Base will increase by the interest rates applied to your account value, plus a guaranteed 4% stacked on top. Your death benefit has the potential to grow to 300% of the amount of your purchase payments! This rider is available for a fee.

3

### Accumulation Benefit Rider

#### CONSISTENT GROWTH

Perhaps what you are aiming to do with your retirement is provide your funds an opportunity to grow with minimum risk while receiving the benefits of the other riders. If so, we would recommend selecting the Accumulation Benefit Rider. Your Benefit Base interest rate is 175% of interest applied to the account value for the first Roll-up period of 10 years. This is also the only rider with zero fees!

*Not available in all states. Contact an agent or visit [www.sslco.com](http://www.sslco.com) for listings.*

# DISCLAIMERS AND DEFINITIONS

**Annuity Guarantees** - Annuity guarantees rely on the financial strength and claims-paying ability of Atlantic Coast Life Insurance Company.

**Annuity Differences** - Some annuities offer lifetime income as a part of the base contract, and others may offer riders for a charge that provides that benefit. If lifetime income is elected through annuitization on the base contract, the elected rider will terminate, including any benefits provided by the rider.

**Penalty Free Withdrawal** - Up to 10% of the purchase premium may be withdrawn without any surrender charges, market value adjustment, or forfeiture of any applicable premium bonus starting in year two. The Required Minimum Distribution may be withdrawn without any surrender charges, market value adjustment, or forfeiture of any applicable premium bonus starting in year one. Any distribution may impact future Guaranteed Lifetime Withdrawal Benefit payments.

**Market Value Adjustments** - The Market Value Adjustment (MVA) is specified in the contract. The MVA expires at the end of the Surrender Charge Period.

**Terminal Illness Waiver** - Terminal illness is defined as any medical condition which a physician certifies that the policy owner's expected life span is twelve months or less. Proof of the terminal illness is required by a certified licensed physician that is not the owner, annuitant, or a family member to the owner or annuitant. The owner cannot be terminally ill during the waiting period. There is a waiting period of either one or two years, depending on which state the contract is issued.

**Nursing Home Waiver** - Must be confined to a nursing home for a period of at least 90 consecutive days. There is a waiting period of either one or two years, depending on the state contract is issued. If the owner is confined to a nursing home during the waiting period, this benefit would not be available in certain states.

**Home Healthcare Increase Benefit** - At time of issue, owner(s) must be able to do all 6 ADLs, which are:

- Bathing
- Dressing
- Transferring
- Toileting
- Continence
- Eating

To qualify for the benefit, must have a doctor's statement that any owner is unable to perform 2 out of 6 ADLs. There is a waiting period of 2 years after issue before the benefit can be requested. Benefit can only be applied once. Increase is available for up to 5 years. Account value must be greater than zero. See the Accumulation Benefit Rider & Guaranteed Lifetime Withdrawal Benefit Rider Inserts for more information.

**Rider Fees** - If you elect the Guaranteed Lifetime Withdrawal Benefit Rider, there is an annual fee on each contract anniversary of 1.25% for years 1-5 and 1.60% for years 6-10 multiplied by the Income Account Value and reduced from your account value. If you elect the Legacy Benefit Rider, there is an annual fee on each contract anniversary of 1.25% for years 1-5 and 1.60% for years 6-10 multiplied by the Legacy Benefit Base and reduced from your account value. If you elect the Accumulation Benefit Rider, there is no fee.

**Renewal Periods** - During any Renewal Roll-up Period, the Income Account Value Interest Rate, Legacy Benefit Base Interest Rate, Benefit Base Interest Rates, and rider fees may change.

## Premium Bonus

A one-time bonus will be credited to the account value of the Base Policy on the Policy Date when choosing either the Accumulation Benefit Rider or the Legacy Benefit Rider. (Note: Premium Bonus is not available for the Guaranteed Lifetime Withdrawal Benefit Rider but instead will receive a bonus to the Income Account Value.)

	Guaranteed Lifetime Withdrawal Benefit Rider	Legacy Rider	Accumulation Benefit Rider
<b>Surrender Period</b>	<b>10 Yrs</b>	<b>10 Yrs</b>	<b>10 Yrs</b>
Below Age 71	8%	10%	10%
Age 71-80	8%	5%	8%
Age 81-85	8%	3%	6%

Bonus annuities may carry higher fees and charges than annuities without the bonus feature, may only accumulate interest prior to annuitization, and may not pay the bonus in case of early withdrawal.

Premium Bonus is subject to the following vesting schedules:

	10-Year										
Policy Year	1	2	3	4	5	6	7	8	9	10	11+
Vesting	0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%

## Surrender Value

The Surrender Value is subject to Surrender Charges, Market Value Adjustment (MVA), Premium Bonus Vesting, and Minimum Guarantee Surrender Value required by Standard Non-Forfeiture Law. Surrender Charges are calculated according to the following schedule:

	10-Year										
Policy Year	1	2	3	4	5	6	7	8	9	10	11+
Surrender Charge	10%	9%	8%	7%	6%	5%	4%	3%	2%	1%	0%

Policy Series ICC17-ACLFLEXPBAN, ICC17-ACLFLEXNBAN, ICC17-ACLFLEXACCUM17, ACLFLEXACCUM17-XX, ICC17-ACLFLEXGLWB17, ACLFLEXGLWB17-XX, ICC17-ACLFLEXLB17, ACLFLEXLB17-XX

# ATLANTIC COAST LIFE

## INSURANCE COMPANY



### **“Solid Opportunities. Beacon of Integrity”**

After over 90 years, you can be sure we have the experience to provide the right products that offer the most value and potential for you. We have also earned a reputation of integrity that speaks volumes about our commitment to our customers and the people who join our team. Founded in 1925, Atlantic Coast Life Insurance Company continues to be fiercely independent, and with a refreshing corporate identity that leads by example.

### **Superlative Service**

Originating in the southeast, we continue to grow nationally while providing security, assurance and peace of mind. We listen to our customers and work hard as a team to provide friendly, professional and proven solutions to all of our clients.

### **Products and Growth**

Atlantic Coast Life Insurance Company is a premier provider of Life Insurance, Pre-Need, Medicare Supplement, and Fixed Annuity products for families. Our products and services are offered through a growing network of funeral homes and financial professionals.



**ATLANTIC COAST LIFE**  
INSURANCE COMPANY

PO Box 27248 | Salt Lake City | UT 84127-0248  
(844) 442-3847 | [www.aclico.com](http://www.aclico.com)



**B++ Good**

A.M. Best "B++" (Good) with  
Stable Outlook as of November 2019

■ ■ ■ ATLANTIC COAST LIFE INSURANCE COMPANY IS A MEMBER OF THE A-CAP FAMILY

**ACLGIABR-OT 041020**