

Capital Investment Management - Client's Preferred Choice Annuity

Effective February 13, 2012, the Client's Preferred Choice 5 - 1 and 5 year guaranteed rate options will be suspended. Rates on the following product(s) will change:

The current minimum guarantee rate is 1.00% for new policy purchases.

New policies and subsequent deposits on policies issued on or after 07-12-10 with a 1.00% minimum guarantee rate.
 Subsequent deposits into existing 1.00% policies

Product Description	Current Rate	New Rate	
5 Year Surrender Schedule			
1 Yr. Guarantee* less than \$100,000 \$100,000 or greater ** (*tax qualified interest bonus available) (not available for new sales***)	Includes 0% first year bonus Includes 1.00% first year bonus	1.00% 2.00%	No change No change
3 Yr. Guarantee less than \$100,000 \$100,000 or greater **	Includes 0% bonus for first three years Includes 0.30% bonus for first three years	1.00% 1.30%	No change No change
5 Yr. Guarantee less than \$100,000 \$100,000 or greater ** (not available for new sales***)	No bonus No bonus	1.00% 1.00%	No change No change
5 Yr. MVA Option* less than \$100,000 \$100,000 or greater ** Available in all states except: IL, NJ, NY, OR, PA, TX, UT and WA (*tax qualified interest bonus available)	Includes 0% first year bonus Includes 0% first year bonus	1.10% 2.10%	1.00% 1.00% new new
7 Year Surrender Schedule			
1 Yr. Guarantee* less than \$100,000 \$100,000 or greater ** (*tax qualified interest bonus available)	Includes 0.40% first year bonus Includes 1.40% first year bonus	1.45% 2.45%	No change No change
3 Yr. Guarantee	Includes 0.20% bonus for first three years Includes 0.50% bonus for first three years (bonus was introduced on 11/20/06)	1.20% 1.50%	No change No change
5 Yr. Guarantee	No bonus	1.00%	No change
7 Yr. Guarantee less than \$100,000 \$100,000 or greater **	no bonus no bonus	1.00% 1.20%	No change No change

*Tax qualified purchases will receive an additional interest rate bonus of 0.15% (15 basis points) in the first year only. Please note this interest rate bonus is applicable to new purchases of Client's Preferred Choice Annuity policies as well as subsequent purchases into existing qualified policies and is only applicable to products with a first-year bonus or initial premium bonus. The additional 0.15% should be included when completing the interest rate and bonus information on your annuity paperwork.

** Please note that policies issued prior to January 31, 2005 and subsequents into those policies are not eligible for the \$100,000 and over bonus.

*** Effective February 13, 2012, the CIA 5 - 1&5yr guaranteed rate options have been suspended.

If you are an agent or back office and have policy or operational inquires, please contact our Client Care Center at (888) 852-4373. If you are an agent in need of sales, promotion and marketing support, please contact our Internal Wholesalers at (888) 237-4210.



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Product Description		Current Rate	New Rate	
5 Year Surrender Schedule				
1 Yr. Guarantee* less than \$100,000 \$100,000 or greater ** <i>(*tax qualified interest bonus available)</i> <i>(not available for new sales***)</i>	Includes 0.50% first year bonus Includes 1.50% first year bonus	1.50% 2.50%	No change No change	
3 Yr. Guarantee less than \$100,000 \$100,000 or greater **	Includes 0.25% bonus for first three years Includes 0.55% bonus for first three years	1.30% 1.60%	No change No change	
5 Yr. Guarantee less than \$100,000 \$100,000 or greater ** <i>(not available for new sales)</i>	No bonus No bonus	1.00% 1.00%	No change No change	
7 Year Surrender Schedule				
1 Yr. Guarantee* less than \$100,000 \$100,000 or greater ** <i>(*tax qualified interest bonus available)</i>	Includes 0.25% first year bonus Includes 1.25% first year bonus	1.65% 2.55%	No change No change	
3 Yr. Guarantee	Includes 0.85% bonus for first three years Includes 1.15% bonus for first three years (bonus was introduced on 11/20/06)	1.90% 2.20%	No change No change	
5 Yr. Guarantee	No bonus	1.30%	No change	
7 Yr. Guarantee less than \$100,000 \$100,000 or greater **	no bonus no bonus	1.30% 1.50%	No change No change	

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HISTORY:

originally launched 5-year product at 3% and 7-year product at 2%

4-21-03 -converted all states to 2%

Please note that the rate enhancement for qualified policies is no longer available as of April 30, 2005

5-2-05 - converted all states to 3% (for both products)

10-1-05 launched KS at the Index minimum (3% for 4th quarter 05)

Index minimum for 1st quarter 2006 is 3.00% (KS only)

Index minimum for 2nd quarter 2006 is 3.00% (KS only)

Index minimum for 3rd quarter 2006 is 3.00% (KS only)

Index minimum for 4th quarter 2006 is 3.00% (KS only)

Introduced a level bonus on the three-year guarantee (7-year product) on 11/20/06

Introduced a new three-year rate guarantee (7-year product) on 11/20/06

15% - 30 day feature added on 12/11/06

Index minimum for 1st quarter 2007 is 3.00% (KS only)

Converted to indexed minimum 02/20/07

Index minimum for 2nd quarter 2007 is 3.00%

Index minimum for 3rd quarter 2007 is 3.00%

Index minimum for 4th quarter 2007 is 3.00%

10-22-07 launched the FSA version of the Client's Preferred Choice 5yr surrender

11-05-07 launched the FSA version of the Client's Preferred Choice 7yr surrender

01-15-08 CIA 5 yr surrender/5-yr guarantee product first year bonus eliminated

Index minimum for 1st quarter 2008 is 3.00%

01-26-09 minimum guaranteed rate converted to 2.00% in all states except WA

03-09-09 minimum guaranteed rate converted to 2.00% in Washington State

03-16-09 launched the Client's Preferred Choice 7-year guarantee - 7yr surrender