



August 2020 Interest Rates and Guggenheim Life and Annuity Company News

News

Changes Are Coming on August 1, 2020

Beginning on August 1, 2020, the Lifetime Withdrawal Rider available on the **ViStar Fixed Indexed Annuity** ("Vistar") and the **Highlander Fixed Indexed Annuity** ("Highlander") will change.

In light of the current environment, we are making the following changes to the Lifetime Withdrawal Rider for all products:

- The Roll-up period will be reduced from 20 years to 10 years,
- The Premium Bonus on the Lifetime Withdrawal Rider will be reduced from 10% to 5%, and

- The minimum age for adding the Lifetime Withdrawal Rider to a contract will increase from 45 to 50.

The current environment has increased the cost of the Lifetime Withdrawal Rider substantially. In order to maintain competitive pricing on these products, we need to reduce these features.

These changes take effect on August 1, 2020 and the ***application signed date*** will be used to determine the benefits applied to the contract.

In Case You Missed It

GL Marketing's National Annuity Sales Manager held a webinar last week that detailed all of the changes to the Lifetime Withdrawal Rider and much more. If you missed the informative webinar, you may stream the replay by logging into the Agent Portal at [GuggenheimLife.com](https://www.guggenheimlife.com) and accessing the [Training & Services Page](#).

Topics include:

- Changes to Lifetime Withdrawal Rider
- In depth review of the ViStar
- Current market conditions and how the index strategies are reacting
- Commission bonus for remainder of 2020
- How to position sales utilizing illustrations

Rates

Some indices on the Vistar, Highlander, and Highlander 7 Fixed Indexed Annuity ("Highlander 7") will have a rate increase on August 1, 2020.

Download the Rate Sheet



Writing Agent Bonus

GL Marketing is paying a 1% commission bonus* on all Fixed Indexed Annuity premium above \$300,000 in 2020.

This bonus combines the premium for the ViStar, the Highlander, and the Highlander 7 and pays once the threshold has been met.

Download the Bonus Flyer now for complete details.



Reminder:

Is your **licensing agreement** with GL Marketing up to date? Call **Marketing Support at 800.767.7749** or **email us** to check the status of your licensing agreement. If you haven't completed it yet, we will send it via DocuSign for electronic signature. If you were appointed after January 1, 2019, you have already signed the current agreement and no further action is needed.

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*Eligibility requirements will apply.

The Lifetime Withdrawal Rider is only available with the Highlander and the ViStar Fixed Index Annuities. Interest rates are effective as of 8/1/2020 and guaranteed for the initial term. Future interest rates are subject to change at the discretion of Guggenheim Life and Annuity Company, subject to the minimum guarantees.

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Guggenheim Life, whose office is located at 401 Pennsylvania Parkway, Suite 300 Indianapolis, Indiana, issues the ViStar Fixed Indexed Annuity on form number GLA-INDEX-02, the Highlander Fixed Indexed Annuity on form number GLA-INDEX-02, the Highlander 7 Fixed Indexed Annuity on form number FIA-INDEX-07M or variations of such. The products and/or certain product features may not be available in all states. Guggenheim Life is not licensed in New York.

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