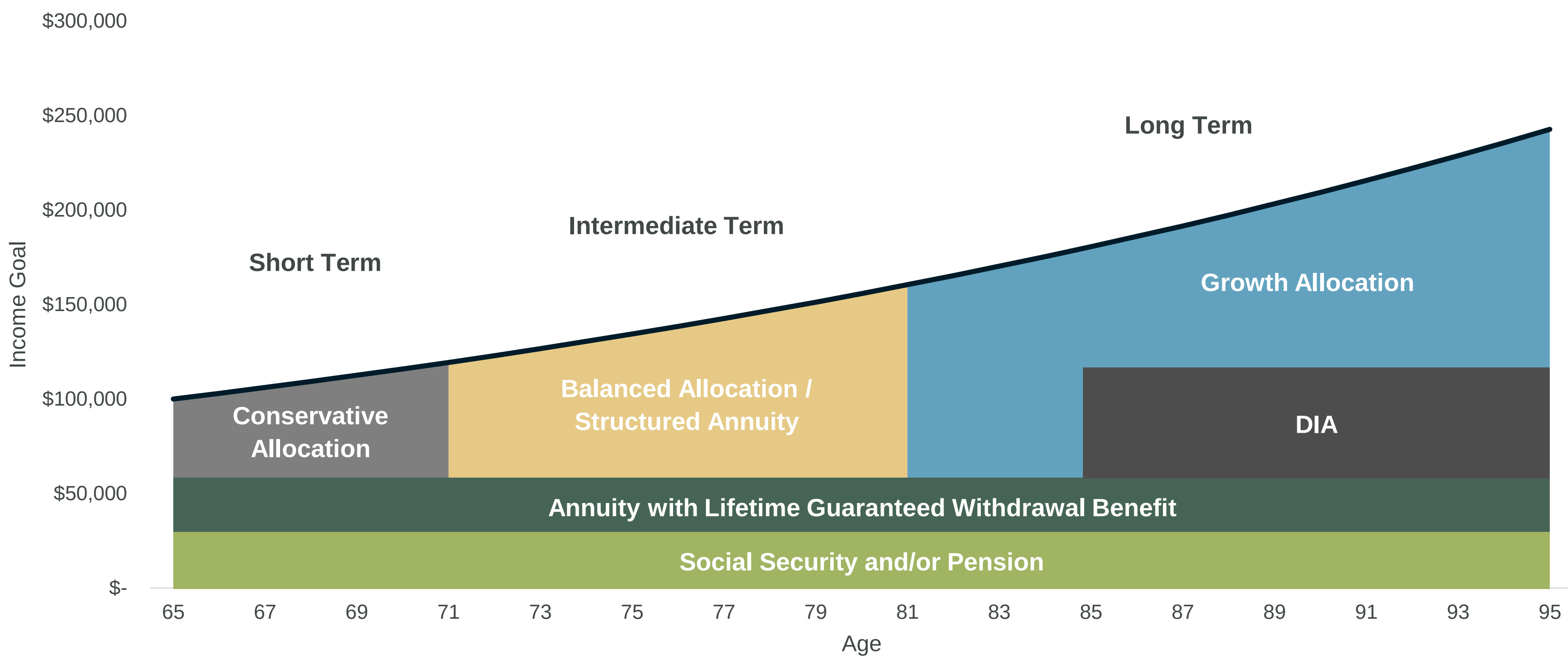
S.W.A.N. INVESTMENT STRATEGIES

How to *Sleep Well at Night* During Retirement

A successful retirement income plan is one which adequately balances short term stability with long term growth. A plan will utilize various investment strategies targeting specific time periods to generate retirement income.

While every retiree’s needs, risk tolerance, and resources are different, the below hypothetical allocation is designed to showcase how a portfolio can be allocated into different “buckets” to mitigate market and sequence of returns risk, and adequately invest for long-term growth to protect against longevity and inflation risks.

Social Security, pensions, and annuities are guaranteed for life to provide a foundation of income. Conservative allocations are designed for stability of principal, while intermediate term investments balance capital appreciation while managing market volatility. Lastly, growth allocations are more volatile but have historically proven to be the best resources to manage longevity and inflation risk.



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Definitions & Disclosures

Conservative: Appropriate for investors seeking an investment to provide primarily income, with growth of capital and a relatively low level of volatility.

Balanced: Appropriate for investors seeking an investment to provide a total return in the form of growth of capital and income, while maintaining a moderate level of volatility.

Growth: Appropriate for investors seeking an investment to provide primarily growth of capital, at a level of risk expected to be lower than that of an investor fully invested in equity-based investment options. This portfolio allocates some investments to bonds and money market assets in order to diversify and reduce volatility.

DIA: Deferred Income Annuity. A DIA is funded with a lump sum and begins income 1 or more years after purchase. DIAs are irrevocable and generally illiquid.

Structured Annuity: May also be referred to as “buffered” annuities or “hybrid” annuities. These types of annuities offer protection against some downside risk at the cost of limiting upside potential. These annuities when invested in indexed “segments” are subject to general account risk, linking account value performance to index options that generally do not include dividend returns.

Annuity with Lifetime Guaranteed Withdrawal Benefit: An annuity is an investment contract between you and a life insurance company. A lifetime guaranteed withdrawal benefit offers you guaranteed lifetime income regardless of your account value or market performance. A LGWB rider allows you to withdraw a percentage of your Income Base (IB) each year for as long as you live, regardless of market performance, even if the account value is insufficient to cover these lifetime withdrawals.

The material contained in the herein is for informational purpose only and is not intended to provide specific advice or recommendations for any individual, nor does it take into account the particular investment objectives, financial situation or needs of individual investors. Consult your financial professional before making any investment decision.

Before investing in a fixed or indexed annuity, you should read the specific insurer/product information to review company’s descriptions of their specific product, including features and policy provisions. Variable annuities are sold by prospectus. You should read the prospectus for more information about the variable annuity, including its product features, charges, and expenses. The principal value and rate of return in a variable annuity will fluctuate due to market conditions. Therefore, at any point in time, the value of the annuity contract may be worth more or less than the owner’s actual investment in the contract.

Please consider the charges, risks, expenses, and investment objectives carefully before investing. Guarantees are based on the claims-paying ability of the issuing company. It is not possible to invest directly in a market index.