

WEALTHVEST



# WealthLock<sup>SM</sup>

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## Accumulator

A Single Premium Deferred  
Fixed Index Annuity (FIA)

Issued by Aspida Life Insurance Company;  
Distributed by WealthVest

# Retirement Realities

## **NURTURE AND PROTECT YOUR RETIREMENT DREAM.**

Retirement dreams are precious, and concerns about whether those dreams will become reality are widely shared. Even when you do the right things—set a retirement savings goal, contribute regularly to a retirement account, and develop a retirement income plan—a chance that something will go amiss is always present.

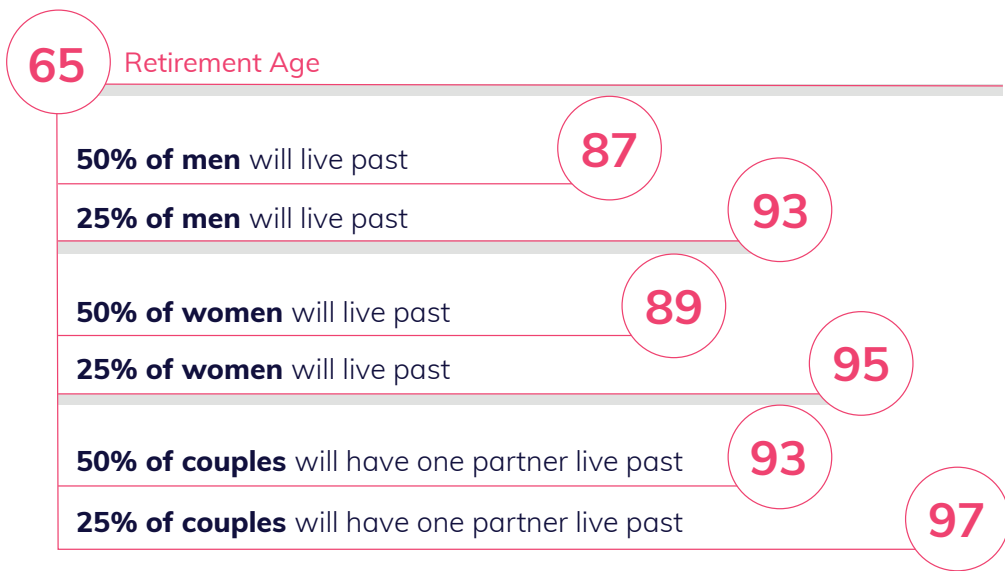
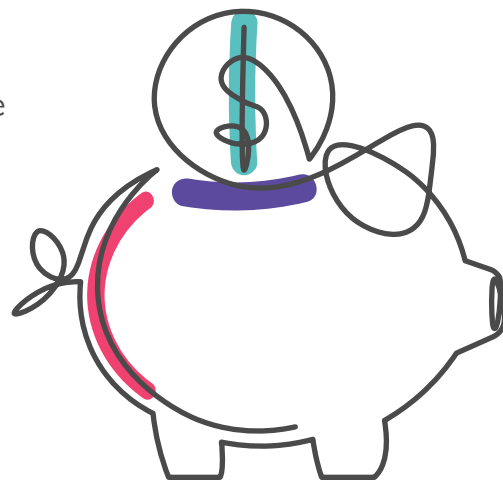
You're right to be concerned. On the next pages, you'll learn more about the risks to your retirement and find tips that will help you protect your retirement dream.



# Risk 1: Will your savings last as long as you do?

One of the most challenging aspects of retirement planning is developing an income strategy that makes it possible for you to live comfortably when you're no longer working. One of today's key concerns regarding retirement is longevity. We're living much longer than we use to.

Many people overestimate the amount of income their retirement savings will generate. Roughly one-third of participants in a survey expected to withdraw 8% or 10% of their savings every year in retirement without depleting their assets<sup>2</sup>. With interest rates near historic lows, those amounts are unrealistic.



**70%**  
of people are more worried about outliving their money than they are about dying.<sup>1</sup>

1 Dynamic Withdrawal Rule--Simplified, FA Magazine

2 2022 WealthVest Retirement Realities Study

**Tip #1.**  
**Reimagine your asset allocation.**

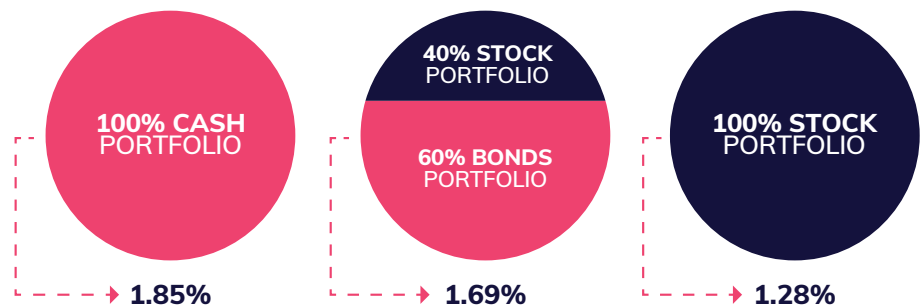
Replacing some—or all—of a bond allocation with a fixed index annuity can help you overcome the challenge of outliving your savings by

- reducing overall portfolio risk,
- optimizing performance in rising and falling interest rate environments, and
- helping you avoid significant losses immediately before and early in retirement.

## Risk 2: Will your savings provide enough income?

It's important to minimize the chance that you'll spend your savings too quickly. The amount of income your savings will provide depends on the size of your nest egg, your asset allocation, market returns, and your withdrawal rate. Historically, to have a 95% chance that their retirement portfolio would last throughout a 30-year retirement, people with the following portfolios could have made the following annual withdrawals.<sup>3</sup>

### RANGES OF SUSTAINABLE WITHDRAWAL RATES:



The withdrawal rate depends on market volatility as well as whether market fluctuations occurred early or late in retirement.<sup>3</sup>

3 WealthVest. Sustainable Withdrawal Rates for New Retirees in 2022.



## **Tip #2. Remain flexible.**

You don't have to withdraw the same amount of income every year during retirement. In years when markets perform well, you may want to withdraw more, and in years when markets perform poorly, you may want to take less. Of course, that means you must adjust your spending accordingly.

**Tip #3. Choose opportunities that protect your savings.**

One way to protect your retirement from a market downturn is holding a diversified portfolio that includes traditional investments, such as stocks, bonds, and funds, as well as lower-risk opportunities that protect principal.

## **Risk 3: Are you taking too much risk with your retirement savings?**

We live in interesting times (and it's clear why some consider that a curse). The pandemic, rising inflation, changing interest rates, and geopolitical upheaval have created tremendous uncertainty and market volatility.

Stock markets have been highly volatile,<sup>4</sup> commodity prices have soared,<sup>5</sup> and bond markets are vulnerable to rising interest rates.<sup>6</sup> Even when markets are less volatile, most people have relatively low tolerance for risk. More than one in four people are uncomfortable putting any of their retirement savings at risk.<sup>2</sup>

A market downturn in either stocks or bonds (or both) can significantly affect the value of retirement savings, which is the last thing someone on the cusp of retirement wants to experience. If a loss is large enough, it could mean delaying retirement.



4 Shiller, Robert. "Shiller PE Ratio for S&P 500." Multpl. April 1, 2022.

5 "World Bank Commodities Price Data (The Pink Sheet)". The World Bank. March 2022.

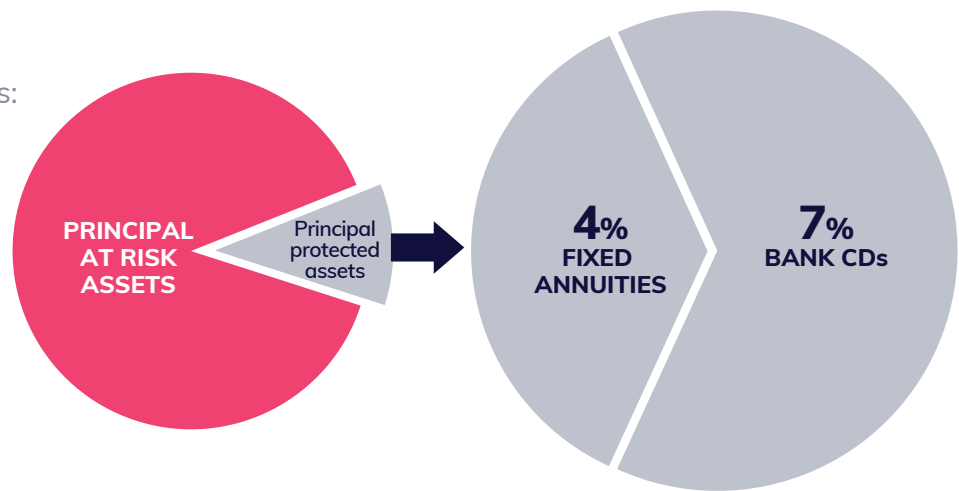
6 "CME FedWatch Tool". CME Group. April 2022.

● **11%<sup>2</sup>**

Principal protected assets:  
Fixed Annuities  
Bank CD

● **89%<sup>2</sup>**

Principal at risk assets:  
Stocks  
Bonds  
Stock Mutual Funds  
Bond Mutual Funds  
Variable Annuities



Bank CDs are insured by the Federal Deposit Insurance Corporation and offer a fixed rate of return. Principal protection and income stream guarantees on annuities are backed by the issuing company's financial strength and claim-paying ability.



**“...everyone gains from purchasing annuities.”**

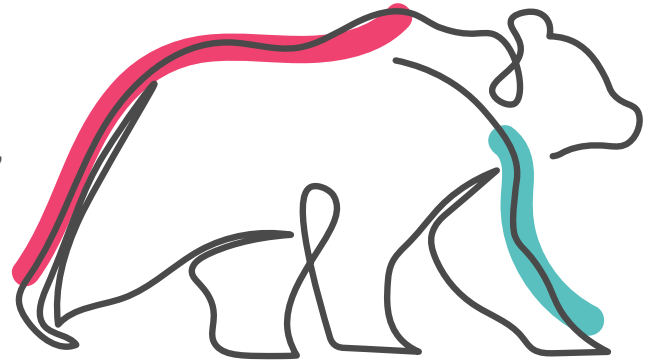
—Gal Wettstein, Alicia H. Munnell, et al., Center for Retirement Research at Boston College<sup>7</sup>

<sup>7</sup> Wettstein, Gal. Munnell, Alicia. Hou, Wenliang. Gok, Nilufer. “What is the Value of Annuities?”. Center for Retirement Research at Boston College. March 2021. Number 21-5

# Risk 4: What if a bear market in bonds arises?

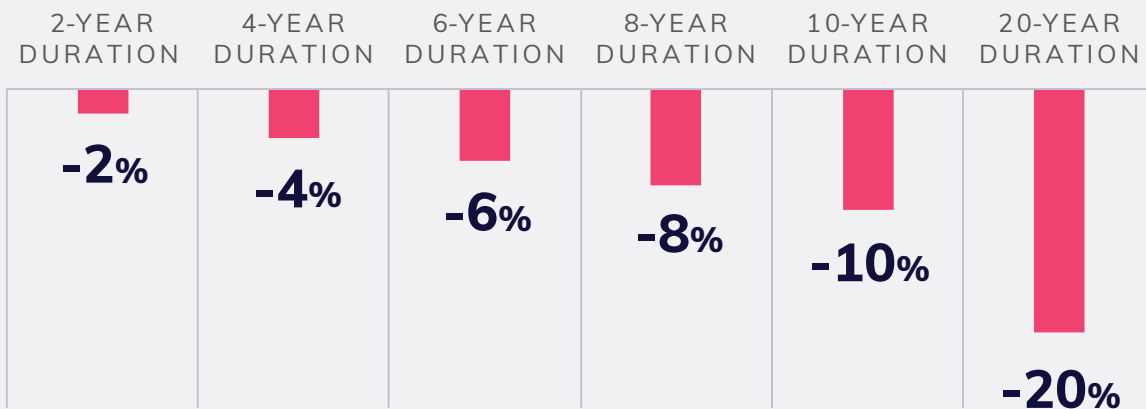
Many people think of bonds as safe investments—and, for decades, they have been. The current bull market in bonds began in 1982, when the 10-year Treasury note yield was 14%. Today, bond rates are low and are likely to rise.<sup>8</sup>

When bond rates move higher, bond prices move lower. A bond's duration provides some insight into how much its price may change. For example, a 10-year bond with a 10-year duration will lose about 10% of its value if rates rise by 1%.



*Hypothetical Illustration:*

## PERCENT CHANGE IN BOND PRICES IF RATES RISE BY 1%<sup>9</sup>



8 Board of Governors of the Federal Reserve System, 10 Year Treasury Constant Maturity Rate

9 Duration - What an Interest Rate Hike Could Do to Your Bond Portfolio, FINRA. Accessed July 2020





**Tip #4. Insulate your savings from market risk.**

Annuities can help protect your savings and investments. Fixed index annuities, for example, help protect portfolios from bear markets because they're structured so the contract value increases when the stock market rises and remains constant when stock market falls.

If you want principal protection and the potential to earn an attractive return that is tied to the market without the risks associated with directly investing in the market, a fixed index annuity may be right for you.

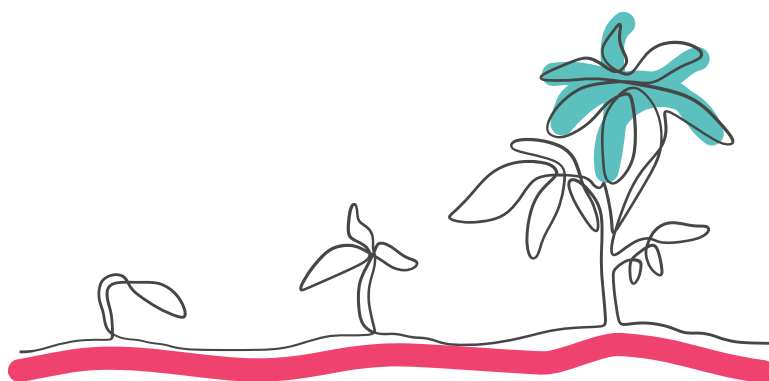
## Risk 5: What if my portfolio loses value near retirement?

Stock market performance just before and early in retirement can have a profound effect on the amount of income your savings will generate. Significant market gains can boost long-term income potential, and significant losses can

- hurt long-term income potential,
- result in a reduced standard of living in retirement, and/or
- lead to retirement delays.

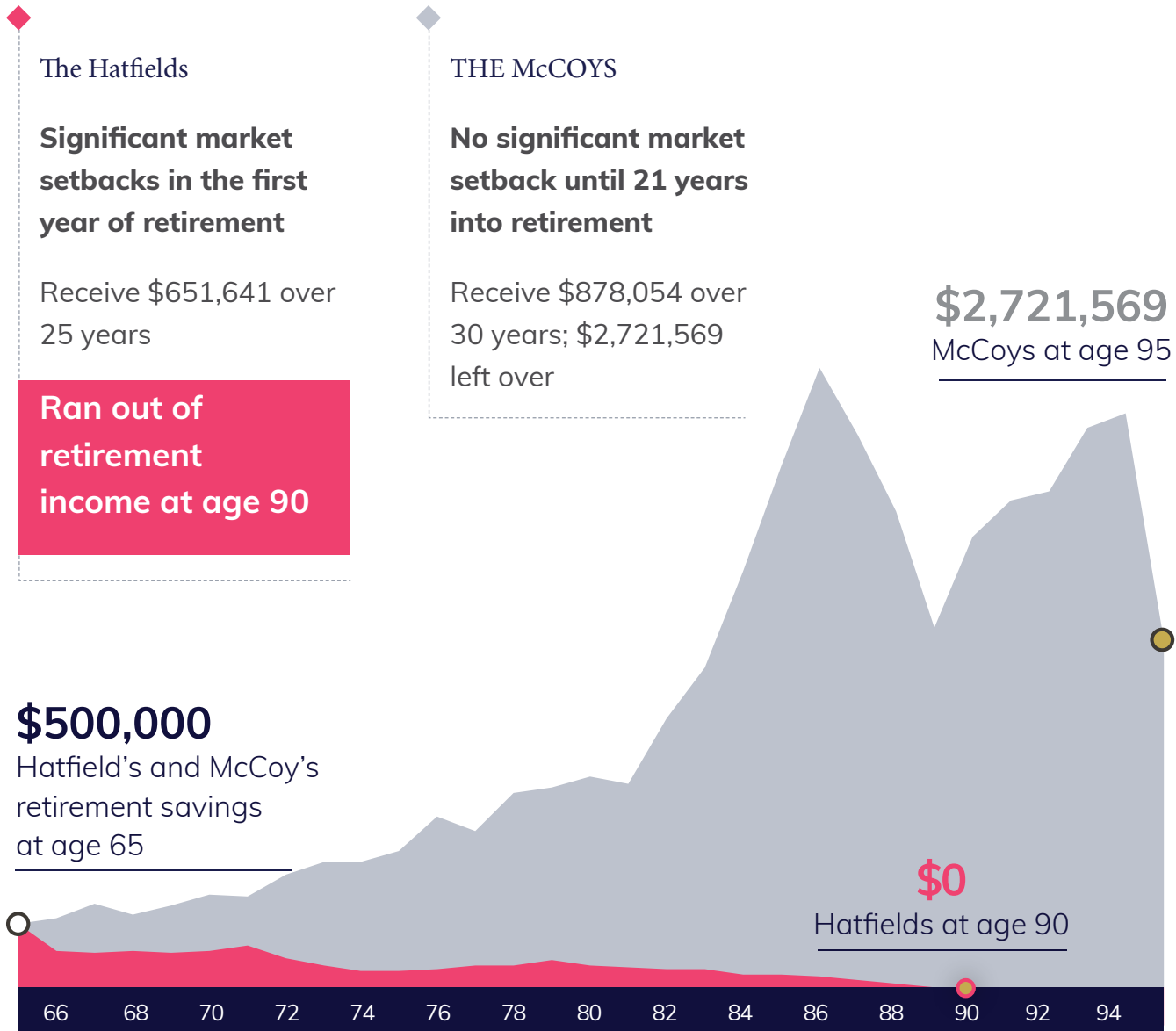
This hypothetical example shows how market fluctuations could

affect the retirement savings of two couples, the Hatfields and McCoys. Both couples retire at age 65 with \$500,000 invested in stocks, earn 9% on average each year during retirement, and withdraw 4% each year for income adjusted for annual average inflation of 2.4%.



### TIMING IS KEY

The market declines early in the Hatfields' retirement. Although, the Hatfields, like the McCoys, earn a 9% average annual return, their early losses may result in the depletion of their savings if they live too long. In contrast, the McCoys don't experience a significant downturn until they are two decades into retirement and have ample retirement funds.



## AVERAGE ANNUAL NET RETURN 9%

This is a hypothetical example used for illustrative purposes only, assuming an initial portfolio value of \$500,000. Chart assumes a 4% rate of withdrawal beginning in year 1, with a 2.4% annual increase of the net withdrawal amount to account for inflation. This is based off of Social Security Cost of Living Adjustments' average increase from 1990 to 2018. Cost-of-Living Adjustment (COLA) Information, <https://www.ssa.gov/cola/>. Actual S&P 500® historical data from 12/29/1978 to 12/31/2008 has been used in this graph. The hypothetical illustration does not consider the impact of taxes, which would reduce all values. Time period selected because of the extreme volatility during the 2000s, to better illustrate the impact of significant losses early in retirement. Using the current time period would demonstrate less dramatic results. Returns are based upon the Standard & Poor's® 500 Index (S&P 500® Index) historical data from 1978 to 2008. S&P 500® Index returns for the Hatfields are in reverse chronological order. The S&P 500® Index is an unmanaged group of large company stocks. It is not possible to invest directly in an index. Past performance does not guarantee future results.

Only  $\frac{1}{3}$   
of near-retirees  
plan to rely solely  
on Social Security  
and income from  
a pension.<sup>11</sup>



## Risk 6: **Social Security may not provide as much income as you expect.**

Social Security is an important source of income for many retirees, and only you can know whether it will provide enough income to cover your basic expenses in retirement. The average monthly benefit payment in January 2022 was \$1,658. That's about \$19,896 per year.

There is a caveat. The past ten Social Security Trustees' reports indicated that Social Security reserves are likely to be depleted in 11 to 13 years (2033–2035), causing benefits to be reduced by one-fourth.<sup>10</sup>



**SOCIAL SECURITY  
BENEFITS ARE  
EXPECTED TO BE  
REDUCED BY 25%**

### Tip #5. Maximize your Social Security benefits.

An annuity could provide retirement income until you reach age 70 (and afterward), allowing you to maximize your Social Security benefits by starting to receive benefits at a later age. If your normal retirement age is 67, your benefit would be 132% larger if you waited until age 70 to start receiving benefits.<sup>11</sup>

<sup>10</sup> Insured Retirement Institute. *Aligning Retirement Expectations with Financial Resources*. November 2021.

<sup>11</sup> "Effect of COLA on Average Social Security Benefits". "Office of the Chief Actuary's Estimate of Proposals to Change the Social Security Program or the SSI Program". "How Delayed Retirement Affects Your Social Security Benefits". Social Security. Social Security Administration. April 2022

**THIS IS OUR DREAM.  
THIS IS OUR STORY.**

# This is Aspida



Equipped with a shared dream of changing the industry, we created a business focused on providing retirement solutions to mirror the people we serve and reflect the digital world in which we live. We developed the tools and resources that allow producers, and their clients, to quickly, easily, and securely protect their own dreams

Founded in 2021 by a collective vision of industry professionals with over 200 years of combined experience, Aspida has the **financial strength** – an A- (Excellent) rating<sup>12</sup> – the **security** – backed by global alternative investment manager, Ares Management Corporation, with approximately \$419 billion in assets under management<sup>13</sup> – and the **capabilities** – cutting-edge, client-centered platform – to be a trusted partner in its clients' financial security.

We're Aspida, and we're in the business of protecting dreams.

## Ares

- **\$419 billion<sup>13</sup>** in AUM
- **Founded in 1997**

## Aspida

- **A- (Excellent) financial strength** rating from **AM Best**
- **A- financial strength** rating from **KBRA**

<sup>12</sup> AM Best assigned Aspida Life Insurance Company with a financial strength rating of A- (Excellent) on April 28, 2023. KBRA assigned Aspida Life Insurance Company with a rating of A- on September 28, 2023.

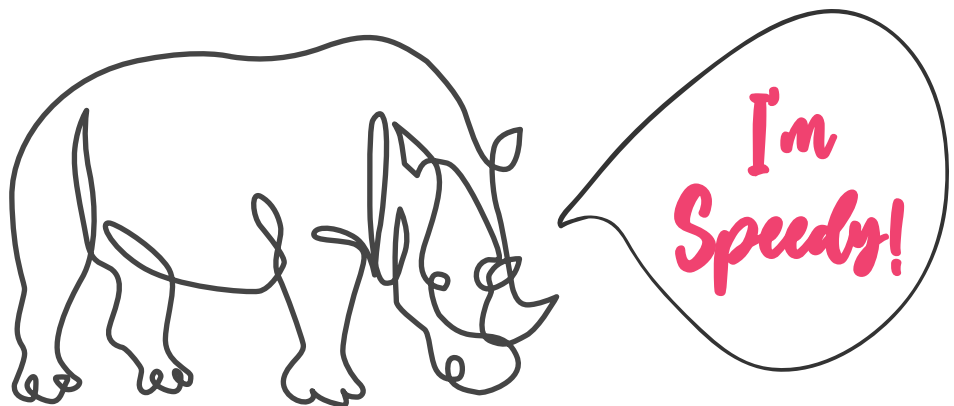
<sup>13</sup> As of December 31, 2023. AUM amounts include funds managed by Ivy Hill Asset Management, LP., a wholly owned portfolio company of Ares Capital Corporation and registered investment adviser.

## Have you met Speedy?

So, you might be asking yourself:

*“What’s with the rhino?”*

Well, his name is Speedy, and he represents the Aspida way. Rhinos are incredibly protective by nature, and are strong, agile, and fast creatures. Likewise, it’s our goal to protect our clients with our financial strength and impressive ability to move quickly and easily.



# WealthLock<sup>SM</sup> Fixed Index Annuities

## ANNUITIES CAN HELP PROTECT RETIREMENT DREAMS

Many types of annuities are available. Fixed index annuities (FIAs) offer principal protection with the opportunity to earn an attractive rate of return that is tied to an index's performance. Premiums grow tax-deferred, and principal is protected from market downturns.

FIAs can help secure your retirement by



### Protecting savings.

Principal is always protected against loss, and each year's credited interest, once applied to the contract value, is also protected against loss.



### Optimizing growth.

Accumulate savings for retirement by earning interest credits partially based on stock indices' upside potential.



### Offering tax advantages.

Any earnings in an annuity grow and compound tax-deferred.



# How does the WealthLock<sup>SM</sup> Accumulator work?

The **WealthLock<sup>SM</sup>** Accumulator is a fixed index annuity that can help you accumulate assets for retirement and can deliver guaranteed income throughout retirement. It gives owners opportunities to earn returns that are tied to the market without the risks associated with direct investment in the market.

## SINGLE PREMIUM

In a single-premium plan, you pay one premium for the coverage that best fits your financial needs and goals.

The **WealthLock<sup>SM</sup>** Accumulator has a

- **\$25,000 minimum premium**
- **\$1,000,000 maximum premium**

A premium of more than \$1,000,000 may be accepted with prior approval from Aspida.

**Baby Boomers who own an annuity are more than twice as likely as those who do not own annuities to believe they will be more secure in retirement than the average American.**

"Boomer Expectations For Retirement 2019."  
Insured Retirement Institute.

## INDEX CREDITING OPTIONS

Multiple crediting strategies are available, so owners can strategically position their premiums by allocating principal to one or more index options.

## CONTRACT VALUE

The initial premium plus any interest earned is called the contract value. This value helps you determine your contract's value at the end of the 5-, 7-, or 10-year surrender term as well as the surrender value and death benefit value.

# Our indices are managed by industry leaders

With the **WealthLock<sup>SM</sup>** Accumulator, you have an opportunity to track the returns of indices managed by leaders in the investment industry.

- Your premium return can be linked to one or more indices' performance.
- Interest is then credited based on the index's performance.
- If the index finishes a defined period at a higher value, the annuity earns interest up to certain limits.

The premium paid for the annuity is not actually invested in stocks or bonds, so the principal is not at risk of being subject to market losses.

## Our partners

The **WealthLock<sup>SM</sup>** Accumulator has partnered with three leaders in the investment industry to give annuity owners the opportunity to invest with the best without risking principal. We have several partners, listed below.

**FRANKLIN TEMPLETON** offers an unmatched collection of independent investment managers with deep expertise and specialization across asset classes, investment styles, and geographies.

- 75+ years of asset management experience
- \$1.4 trillion in assets under management



The **Franklin Factors US Index** is a US multi-asset index designed to deliver consistent risk-adjusted returns. Franklin begins by screening 1,000 well-recognized US stocks and assigning to each one a score based on three key factors: quality, value, and momentum. Once the stocks have been scored, they are ranked, and the top 250 stocks become the index's growth engine. During less volatile periods, the index emphasizes

stocks. During periods of heightened volatility, the index shifts to a more defensive alignment to help preserve capital. The Franklin Factors US Index is exclusively available in the **WealthLock<sup>SM</sup>** Accumulator fixed-index annuity.

**JANUS HENDERSON** offers an opportunity to invest in compelling opportunities. The Janus Henderson investment teams form their own views and seek to position portfolios actively to connect clients with their financial objectives.

- 89+ years of asset management experience<sup>14</sup>
- \$308.3 billion in assets under management<sup>15</sup>

**Janus Henderson**  
— INVESTORS —

**The Janus SG Lighthouse Index** relies on the historical observation that stocks of companies that provide earnings guidance—a fundamental and statistical breakdown of their expectations for future performance—tend to outperform stocks of companies that do not. The index’s goal is to capture the value of transparency potentially to outperform market benchmarks. The Janus SG Lighthouse Index is exclusively available in the **WealthLock<sup>SM</sup>** Accumulator fixed index annuity.

**INVESCO** believes the best investment insights come from specialized investment teams with discrete investment perspectives operating under a disciplined philosophy and process with strong risk oversight.

- 71+ years of asset management experience
- \$1.5 trillion in assets under management<sup>16</sup>

 **Invesco**

**The Invesco Peak Index** focuses on quality companies. Quality is a stock characteristic, or factor, shown by academics and practitioners to deliver more attractive returns historically than the broad market.<sup>17</sup> Quality companies tend to have a competitive advantage that offer potential to drive higher profits over longer time horizons. The Invesco Peak Index seeks to deliver greater stability and more compelling returns in all markets by focusing on one factor: quality.

14 Henderson Global Investors was established in 1934, and Janus Capital Group was founded in 1969. Janus Henderson was formed in 2017

15 Janus Henderson AUM as of September 30, 2023.

16 Invesco Ltd. experience and AUM as of September 30, 2023. AUM figure includes all assets under advisement, distributed and overseen by Invesco.

17 Sloan, R. 1996. Do stock prices fully reflect information in accruals and cash flows about future earnings? *The Accounting Review* 71 (July): 289-315.

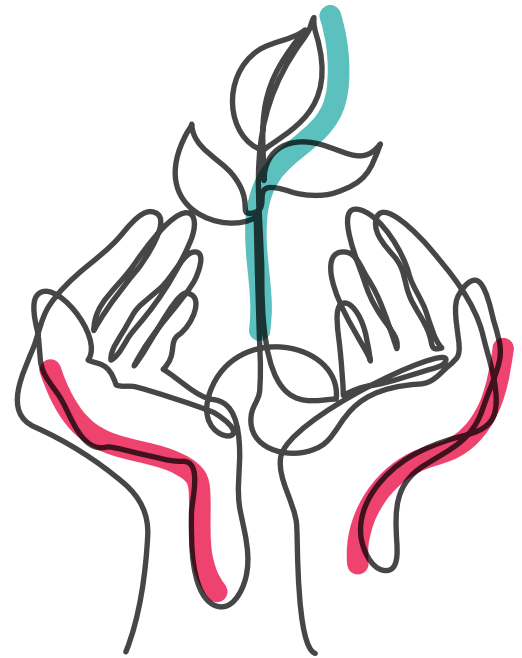
Ikenberry, D., J. Lakonishok, and T. Vermaelen. Market underreaction to open market share repurchases. *Journal of Financial Economics* 39 (1995): 181-208.

Novy-Marx, R. The other side of value: the gross profitability premium. *Journal of Financial Economics* 108 (2013): 1-28.

# Multiple ways to grow your funds

The WealthLock<sup>SM</sup> Accumulator provides you with multiple index crediting options to grow your premium while always ensuring that your premium and interest are protected. You have the flexibility to choose one or more index options.

Every available index option has WealthLock<sup>SM</sup> built into it. At the end of the index option term, you can rest assured any interest earned will be credited. Your initial premium is protected and will not decrease—no matter how the underlying index performs.



**FIXED STRATEGY:** Provides growth through a guaranteed annual interest rate.

**1-YEAR POINT-TO-POINT CAP RATE STRATEGY:** Provides growth by participating in 100% of the index's growth up to a cap. Your interest is credited and locked in for that year.

**1-YEAR POINT-TO-POINT PARTICIPATION RATE STRATEGY:** Provides growth by participating in a portion of the index's growth every year. Your interest is credited and locked in for that year.

## **2- AND 5-YEAR HIGH WATERMARK PARTICIPATION RATE STRATEGY:**

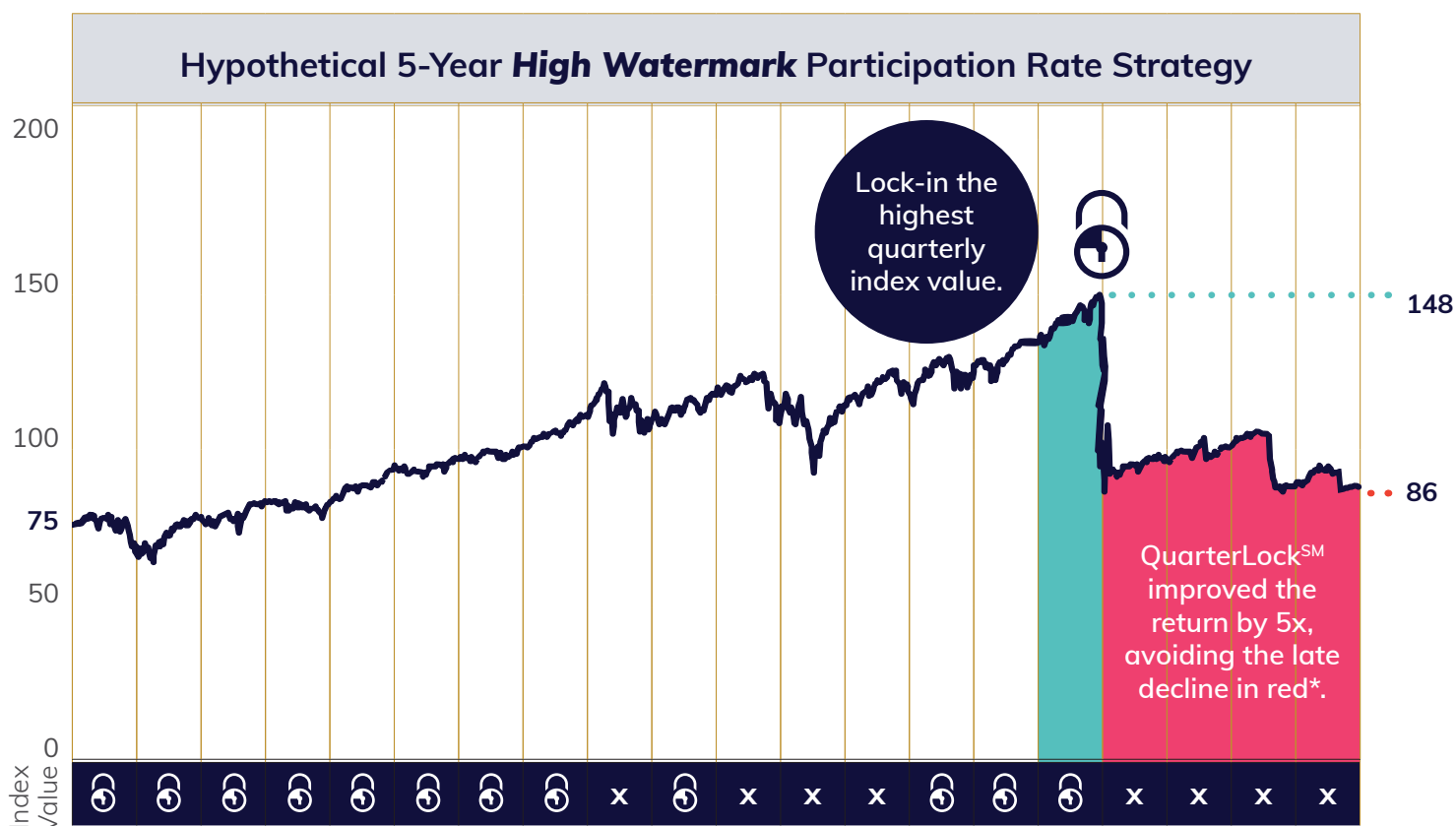
Provides growth by participating in a portion of the index's growth determined by the highest quarterly index value throughout the crediting term. Your interest is credited and locked in every two or five years, depending on the strategy you choose.

A unique feature of the 2- and 5-year High Watermark Participation Rate Crediting Strategy is QuarterLock<sup>SM</sup>. The QuarterLock<sup>SM</sup> feature provides owners four opportunities a year to automatically lock in rising index values.



# The QuarterLock<sup>SM</sup> Advantage

It's no secret that stock markets have higher risk and higher potential rewards than some other asset classes. With **QuarterLock<sup>SM</sup>**, you can make the most of stock market fluctuations by automatically locking in the highest quarterly index value throughout a crediting term. At the end of the crediting period, your interest is credited and locked in at the highest quarterly value—even if the index you track finishes the period at a lower value.



\*The above graph is a hypothetical example of a 5-year High Watermark Participation Rate Strategy. Interest is calculated by determining the percentage change between the starting index value and highest quarterly index value over the 5-year term. A participation rate is then applied to the percentage change to calculate your interest earned.

The 5-Year High Watermark Participation Rate Strategy in the example above was assumed to be 150% and the traditional 5-Year Point-to-Point with Participation Rate was assumed to be 200%. Both strategies had a starting index value of 75; whereas the ending index value differed for the 5-Year High Watermark Participation Rate Strategy and the 5-Year Point-to-Point with Participation Rate, 148 and 86 respectively.



# QUARTERLOCK<sup>SM</sup> AUTOMATICALLY LOCKS IN THE HIGHEST INDEX VALUE EVERY QUARTER.

**QuarterLock<sup>SM</sup>** may improve your interest credited on the 2- and 5-Year High Watermark Participation Rate Strategies, by giving you four automatic opportunities a year to lock in the highest index value.

This ensures you earn interest if the index decreases towards the end of your index option term.



# Questions & Answers

## WHAT IS A FIXED INDEX ANNUITY?

A fixed index annuity (FIA) is a contract between you and an insurance company. FIAs offer the opportunity for tax-deferred growth based in part on changes in a market index, plus the option to convert your annuity into a steady, guaranteed, lifetime income stream, all while protecting your hard-earned principal from the uncertainty of market volatility.

## WHAT IS A MARKET VALUE ADJUSTMENT (MVA) AND WHEN DOES IT APPLY TO ME?

A MVA may be applied if you make an excess withdrawal or surrender the contract. An MVA may be positive, negative or zero depending on whether interest rates have decreased, increased or stayed the same. Events triggering an MVA include a contract surrender or excess withdrawal. An MVA will not apply to any RMDs, free withdrawals or withdrawals after the Withdrawal Charge Schedule. For more information on MVAs, please review your contract.

## WHAT OPTIONS DO I HAVE TO WITHDRAW MY MONEY WITHOUT PENALTIES?

You have the option to take up to 10% of your Contract Value as a free withdrawal each year after the first contract anniversary.

Rest assured that all required minimum distributions (RMD) withdrawn thirty days after the contract has been issued will not be subject to any penalties.

Bailout: You have the option of withdrawing your Contract Value if the S&P500® annual point-to-point cap renewal rate falls below the stated bailout cap rate at contract issue.

At the end of your surrender charge term, you could withdraw up to 100% of the Contract Value.



## WHAT IF I NEED TO MAKE A WITHDRAWAL ABOVE THE 10% FREE WITHDRAWAL AMOUNT?

You have the option of taking a withdrawal above the 10% free withdrawal amount also known as an excess withdrawal, but withdrawal charges and a market value adjustment may apply. The surrender penalty for excess withdrawals is on a declining schedule below.

Contract Year	1	2	3	4	5	6	7	8	9	10	11
5-Year: Withdrawal Charge	9%	8%	7%	6%	5%	0%					
7-Year: Withdrawal Charge	9%	8%	7%	6%	5%	4%	3%	0%			
10-Year: Withdrawal Charge	9%	9%	8%	7%	6%	5%	4%	3%	2%	1%	0%

## WHAT OPTIONS DO I HAVE IF I AM CONFINED TO A NURSING HOME?

You can withdraw up to 100% of your annuity's Contract Value if you are confined to an eligible Nursing Home. This benefit is available if you are confined for at least 90 consecutive days any time after your first Contract Anniversary and meet eligibility requirements. No Withdrawal Charge or MVA apply if you qualify for this benefit. To receive the Nursing Home Waiver, you cannot be confined on the Contract Effective Date.

## WHAT OPTIONS DO I HAVE IF I AM DIAGNOSED WITH A TERMINAL ILLNESS?

You can withdraw up to 100% of your annuity's Contract Value if you are diagnosed with a terminal illness that is expected to result in death within one year and meet eligibility requirements. No Withdrawal Charge or MVA will be applied if you qualify for this benefit. This waiver is available after your first Contract Anniversary and the initial diagnosis of terminal illness must be made after the Contract Effective Date.



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<sup>1</sup> AM Best assigned Aspida with a financial strength rating of A- (Excellent) on April 28, 2023. KBRA assigned Aspida with a rating of A- on September 28, 2023.

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