



**SIGNATURE PROTECTION INDEXED
UNIVERSAL LIFE INSURANCE**



SIGNATURE PERFORMANCE INDEXED UNIVERSAL LIFE

SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE INSURANCE



SIGNATURE PERFORMANCE INDEXED UNIVERSAL LIFE



A Flexible Premium Universal Life Insurance Policy
With Both Fixed and Indexed Interest Crediting Options



SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE INSURANCE



Where Tradition Meets Innovation
Life ♦ Pensions ♦ Annuities

For Agent Use Only



BUILD WEALTH

- **Strong Target Premium**
- **Solid Cash Accumulation**



GUARANTEED PROTECTION

**Lowest Cost Guarantee
to Age 90 – All Ages**

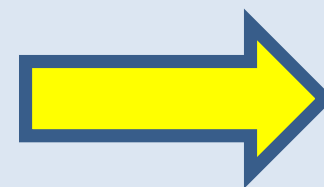


SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE *



At A Glance

Issue Limits	Ages 18-80 (<i>Nearest Birthday</i>) / \$250,000 Minimum Face Amount
Guarantees	No Lapse Ages 80 – 121 / 61 Day Contractual Catch-up Period
Living Benefits	Critical, Chronic & Terminal Illness
Flexibility	<ul style="list-style-type: none">• NLG IUL, Max Funded IUL, Fixed / Variable Policy Loans• Both a Level (Option A) & Increasing (Option B) Death Benefit
<u>Target</u> Markets	IUL Growth with Flexible Death Benefit Guarantees
Index UL Strategies	<ul style="list-style-type: none">• S&P 500: Value Cap, Uncapped with Spread• Nasdaq 100: Growth Cap• S&P MARC 5% Index: Low Volatility



***Not available in NY.**

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IUL Index Strategies



All are One Year Strategies

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S&P 500® INDEX

Ticker: SPX



Proven Performance



Created in 1957



500 Companies



80% of US Market Capitalization



11 Major Industries



Globally Diversified

Details

S&P 500 Index
Index

285

1 Yr *
26.89%

5 Yr *
16.31%

10 Yr *
14.256%

15 Yr *
8.42%

20 Yr *
7.38%

*** As of 1/1/22**

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S&P 500® INDEX

Ticker: SPX

Value Cap



If index
moves
up...

100% of the S&P 500
Performance up to a Cap

Current Cap = 8.50%*

If index
moves
down...

interest credited
could be zero,
but never below
0%

★ **Effective 6/1/22**

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S&P 500® INDEX

Ticker: SPX

Un-Capped with a Spread



If index
moves
up...

100% of S&P performance
above the Spread in effect

Current Spread = 7.00%*

If index
moves
down...

interest credited
could be zero,
but never below
0%

Offers Potential for 'Unlimited' returns & a 0% Floor

*** Effective 6/1/22**

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S&P 500® INDEX
Ticker: SPX

Un-Capped with a Spread



HIGHEST POSSIBLE RETURNS & NO DOWNSIDE RISK!

Hypothetical Example 1¹

Index Increases 26.89%*

Spread of 7%

7%

26.89%
Increase*

Minus 7% Spread

**19.89%
Gain**

Hypothetical Example 2¹

Floor of 0%

**Decrease
of -4%**

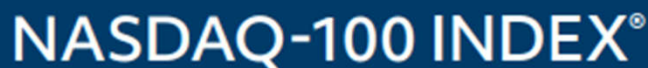
If the Index Decreases by ANY
Amount There is a 0% Floor

The Strategy is credited 0%

*Based on S&P 500 1/1/21 - 1/1/22

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NASDAQ-100 INDEX®

Ticker: NDX



This well-known index is made up of the 100 of the largest domestic and international non-financial companies on the Nasdaq Stock Exchange. The Nasdaq-100 Index[®] is comprised of well-known companies such as Apple Inc., Amazon.com, Facebook Inc., and Adobe Inc.

Nasdaq-100 Index'

As the world's first electronic stock market, Nasdaq® has become the largest global exchange to rely solely on electronic trading. Nasdaq-100 Index® offers investors the benefit of maintaining stable, equal weightings to all 100 of The Nasdaq Stock Market® companies and is rebalanced quarterly.

THE NASDAQ-100® IS MORE THAN JUST AN INDEX.

It is home to global growth, innovation, and performance. The diversity of the companies included in the Nasdaq-100® has been critical to the index's strong performance and success over the past two decades.



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'Proven Performance'

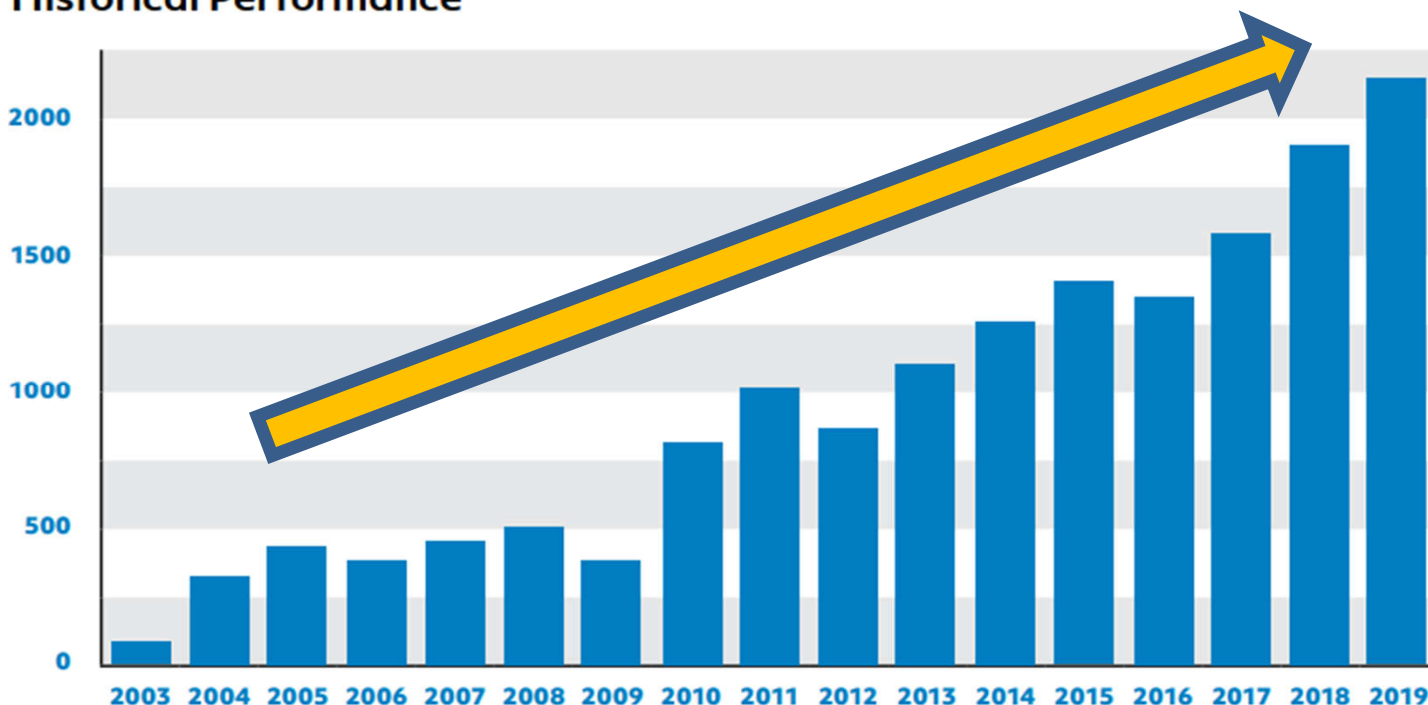
NASDAQ-100 INDEX®



THE NASDAQ-100® IS MORE THAN JUST AN INDEX.

It is home to global growth, innovation, and performance. The diversity of the companies included in the Nasdaq-100® has been critical to the index's strong performance and success over the past two decades.

Historical Performance



Annualized Returns*

1-Year = 26.63%

5-Year = 27.40%

10-Year = 21.76%

15-Year = 16.02%

20-Year = 12.39%

* NDX Returns as of 1/1/22



NASDAQ-100 INDEX

'Growth Cap'



If index
moves
up...

100% of the Nasdaq 100
Performance up to a Cap

Current Cap = 8.50%*

If index
moves
down...

interest credited
could be zero,
but never below
0%

*** Effective 6/1/22**

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'Multi-Asset Risk Control'



Global capital markets are constantly fluctuating, so it's crucial to mitigate the impact of unexpected dips. S&P Dow Jones Indices, the leading provider of market indices for use in insurance products, has created a diversified multi-asset index that uses an innovative design to **manage market volatility**.

S&P MARC 5% Index

This index seeks to provide multi-asset diversification within a simple risk weighting framework, tracking three underlying component indices that represent:



Equity – S&P 500*



Fixed Income – 10 Year US Treasury Notes Futures ER



Commodities – Gold Futures ER

Benefits of S&P MARC 5%

- ▶ Volatility Reduction
- ▶ Diversification
- ▶ Inflation Protection
- ▶ Rising Rate Protection
- ▶ Downside Protection

How the Asset Weighting Works

Volatility is calculated for each asset class in the index

Components are weighted by the inverse of their volatility

This index is then risk controlled with a 5% target, creating the S&P MARC 5%



When the index volatility is low MARC 5% allocates **more** to the index (up to 150%)



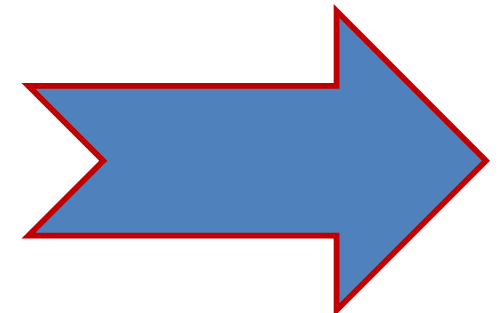
When the index volatility is high MARC 5% allocates **less** to the index and more to the cash component



✓ **Stable Returns**

✓ **True Volatility Control**

✓ **Uncapped Returns**





S&P MARC 5% EXCESS RETURN INDEX

(S&P MARC 5% Index)

Ticker: SPMARC5P

'Multi-Asset Risk Control'



- ✓ S&P Dow Jones Indices created a diversified multi-asset index with an innovative design to **manage market volatility**
- ✓ This index provides multi-asset diversification with a simple risk weighting tracking **3 underlying component indices:**



Equity – S&P 500[®]



Fixed Income – 10 Year US Treasury Notes Futures ER



Commodities – Gold Futures ER

**Downside
Protection**



S&P MARC 5% EXCESS RETURN INDEX

(S&P MARC 5% Index)

Ticker: SPMARC5P

'Multi-Asset Risk Control'



How Does the S&P MARC 5% Index Work?

Three Asset Classes:

S&P 500

Gold

Treasuries



Volatility-Based Weighting

Risk Control: Index Allocation is Rebalanced Daily Based on Market Conditions

S&P MARC 5% Index

S&P MARC 5% Index

Cash

Low-Volatility Environments

High-Volatility Environments

MARC5% Annualized Returns*:

- 3-Yr = 7.28%
- 5-Yr = 8.61%

* Actual Index Crediting History: 2017 – 2021.



S&P MARC 5% EXCESS RETURN INDEX

(S&P MARC 5% Index)

Ticker: SPMARC5P

'Low Volatility'



If index
moves
up...

135% of the S&P MARC 5%
Index Performance with
NO CAP

If index
moves
down...

interest credited
could be zero,
but never below
0%

Offers Potential for 'Higher' returns & a 0% Floor

★ **Effective 6/1/22**

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S&P MARC 5% EXCESS RETURN INDEX

(S&P MARC 5% Index)

Ticker: SPMARC5P

'Low Volatility'



How It's Calculated

Participation
Rate



Index
Gains

NO Cap



Index
Interest

Based on the **3-Yr Avg Return of 7.28%** Gain in the MARC 5% Index★★

135%*



7.28%★★



**9.83%
Return**

* Participation Rate as of 6/1/22 for MARC 5% Index. The Participation Rate is subject to change with economic conditions. Availability may vary by state. **★★ Return based on 1/1/19 - 12/31/21**



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Fixed Account

- A Fixed interest rate is declared and credited
 - **Up/Down Market, No Change: Declared Rate is credited.**
 - **True Volatility Control / Management Strategy**

		Starting Index Interest	Ending Index Value	Change in Index	Interest Credited
Example	1	1000	1100	10% Increase	3.50%*
	2	1200	1200	No Change	3.50%*
	3	1300	1170	10% Decrease	3.50%*

Consistent Performance: Positive Returns All Years

★ **Effective 6/1/22**

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- ✓ **Fixed Account: 1-Year Interest Rate ~ Among the Highest!**
- ✓ **4 Index Interest Crediting Strategies ~ All 1-Yr Strategies**
 - **Simple Index Strategies for High, Low, Sideways & Down Markets**
 - **S&P 500 Index, Nasdaq 100 Index, S&P MARC 5% Index**
- ✓ **No Minimum Allocation / Can Re-Allocate Every Month!**
- ✓ **The 'Protection' of a Guaranteed Universal Life**
- ✓ **The Potential Growth of Index Universal Life**



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Policy Loans*

Loan Options for Unexpected Financial Needs

Same as what we offer on the Signature Performance IUL



Fixed Loan Option

Your client's fixed rate won't change for the selected term — which means they're protected from the possibility of rising interest rates.

Credited 6% / Charged 6% / 0% Net Cost



Variable Loan Option

Variable loans have an interest rate that adjusts over time in response to changes in the market.

3.60% Current Variable Rate**



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Flexibility

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Customize for Growth & Guarantees

- The more you fund it, the longer the guarantees & higher growth
- Ample flexibility to 'Step Down' the Premium if they need to . . .



Customize for Growth & Guarantees

- They start it at the minimum premium – guaranteed DB to Age 80
- In 5 Years, they increase the Premium – DB Guarantee extends to age 88
- 5 Years later (*age 50*), they increase the premium – DB Guaranteed to 95

*Increase
Premium to
Guarantee
to 121?*

✓ Monthly Premium

✓ Age 65 CV

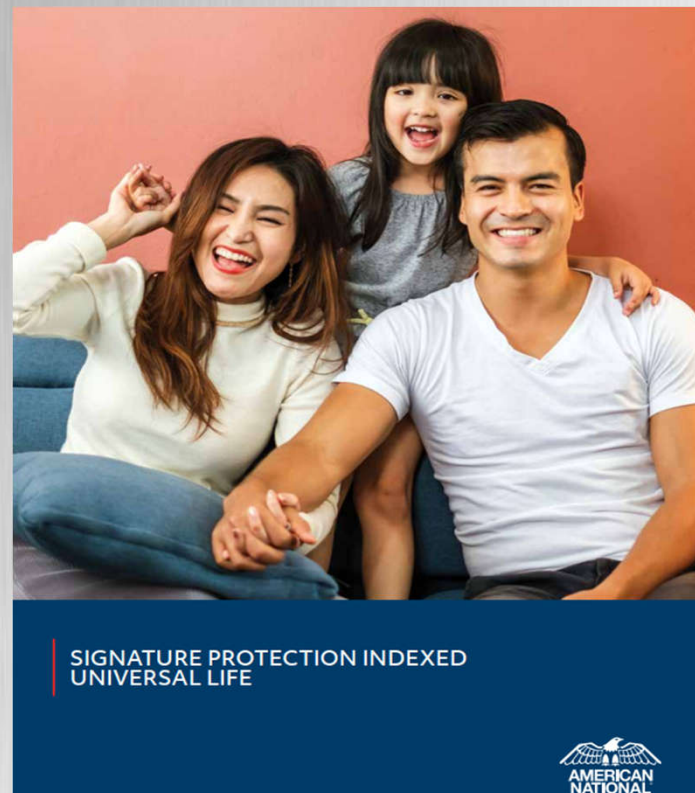


SIGNATURE TERM
Life Insurance Series

**SIGNATURE GUARANTEED
UNIVERSAL LIFE INSURANCE**
With Guaranteed Cash-Out

**SIGNATURE PROTECTION INDEXED
UNIVERSAL LIFE INSURANCE**

Positioning Ideas . . .



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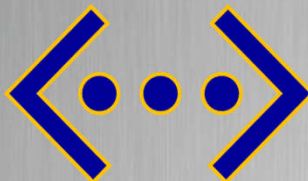
SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE vs. Signature Term



Protection IUL for only slightly more than Term?



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UNIVERSAL LIFE



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SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE **Term Alternative**



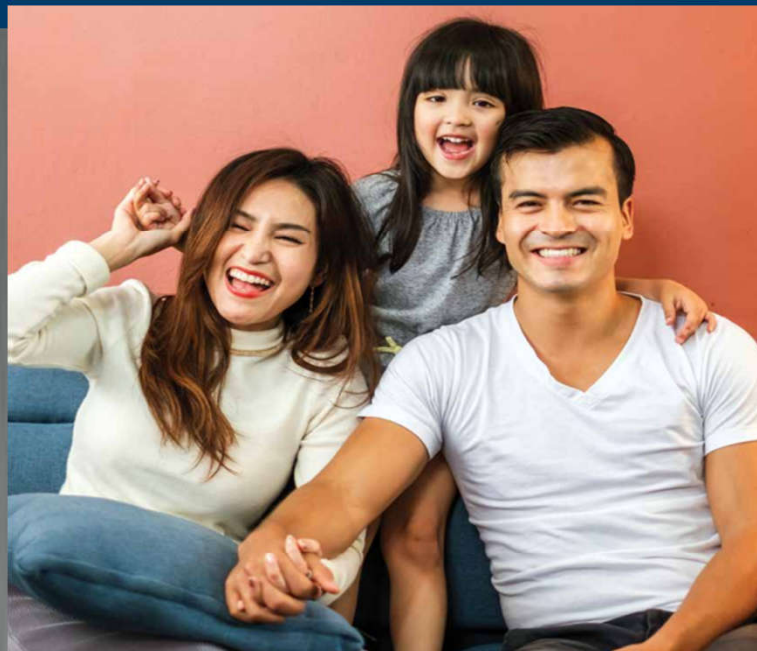
Age	<u>30-Year</u> Term	Protection IUL Guaranteed to 80	Additional Cost of Protection IUL
 40	\$60.48	\$115.22	\$54.74
		10 Yr Longer Guarantee	
 45	\$91.80	\$127.65	\$35.85
		5 Yr Longer Guarantee	
 50	\$146.45	\$155.79	\$9.34
		Same Guarantee	



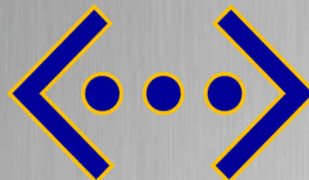
✓ A 30-Yr Term Alternative (IUL) for \$10 - \$50 more?

SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE vs. Signature GUL

Protection IUL Guarantees for Less than a GUL?



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UNIVERSAL LIFE



SIGNATURE GUARANTEED
UNIVERSAL LIFE INSURANCE
With Guaranteed Cash-Out






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SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE



GUL Alternative?

Age	GUL to 95	Protection IUL to 80	Protection IUL to 85	Protection IUL to 90
40	\$339.71	\$220.96	\$276.95	\$338.30 
50	\$480.04	\$296.10	\$376.13	\$471.26 
60	\$804.17	\$490.92	\$631.03	\$800.07 

- **Low-Cost GUL to 80, 85 or 90 . . . Works up through age 65...**
- **Higher Target Premiums than GUL!**

Male, Standard Non-Tobacco, \$500,000 Option A Death Benefit

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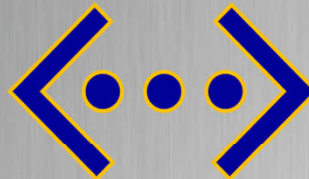
SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE vs. Signature Performance IUL



Lower Cost IUL with Growth & Guarantees



SIGNATURE PROTECTION INDEXED
UNIVERSAL LIFE



SIGNATURE PERFORMANCE
INDEXED UNIVERSAL LIFE

A Flexible Premium Universal Life Insurance Policy
With Both Fixed and Indexed Interest Crediting Options



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Lower Cost IUL...

Age	Performance Minimum	Protection Minimum	<i>Difference</i>
40	\$175.00	\$112.00	<\$63.00>
	<i>Guaranteed to 69</i>	<i>Guaranteed to 80</i>	+ 11 Years
50	\$278.00	\$151.00	<\$127.00>
	<i>Guaranteed to 73</i>	<i>Guaranteed to 80</i>	+ 7 Years

- Protection IUL Has a MUCH Lower Minimum Premium
- Protection IUL Guarantees are Stronger!

Male, Standard Non-Tobacco, \$250,000 Option A Death Benefit

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UNIVERSAL LIFE



Rated Case Rescue

- Client is rated on a traditional IUL policy like Signature Performance IUL
- The minimum premium increases too much.
- Accumulation potential is significantly impacted
- **Consider this example:**
 - Female, Age 52, \$300,000 Performance IUL
 - Quoted at Standard, Non-tobacco, \$500/Mo. Prem.
 - Rated Table 6



Rated Case Rescue

Performance IUL

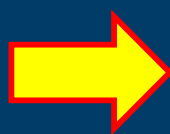
- Table 6 Minimum = **\$570**
 - Guaranteed to age 78
- Need to lower face amount to \$263,135 to keep original Premium of \$500/Month
 - Or increase Premium \$70/Mo.
- Original CV with **NO Rating**
 - Age 65 = \$69,877
 - Age 75 = \$167,388
 - Age 85 = \$254,029

Protection IUL

- Table 6 Minimum = **\$202**
 - Guaranteed to 80
- At \$500/Month, Protection IUL is guaranteed to age 92!
 - **\$18/month more – gtd to 95!**
- Protection CV **at a Table 6:**
 - Age 65 = \$58,625
 - Age 75 = \$133,873
 - Age 85 = \$162,543



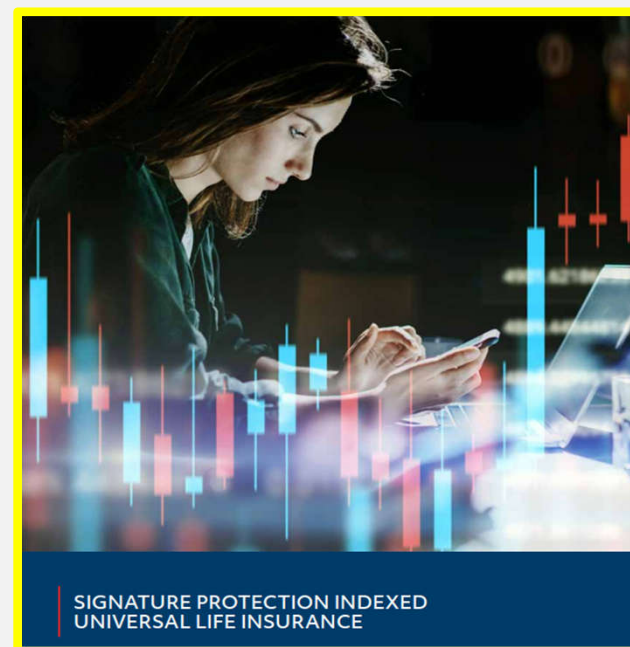
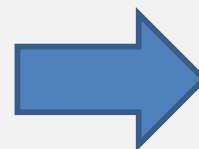
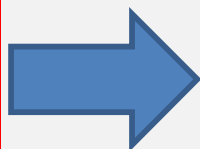
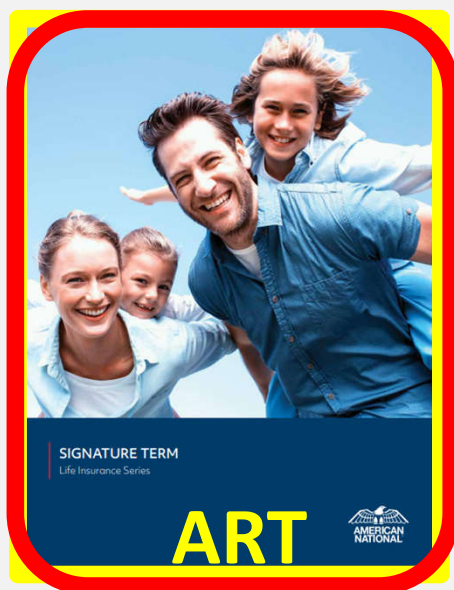
SIGNATURE TERM
Life Insurance Series



**SIGNATURE PROTECTION INDEXED
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Client Needs the Lowest Cost for Coverage Today . . .



\$ Sale #1: ART ~ Full Commission

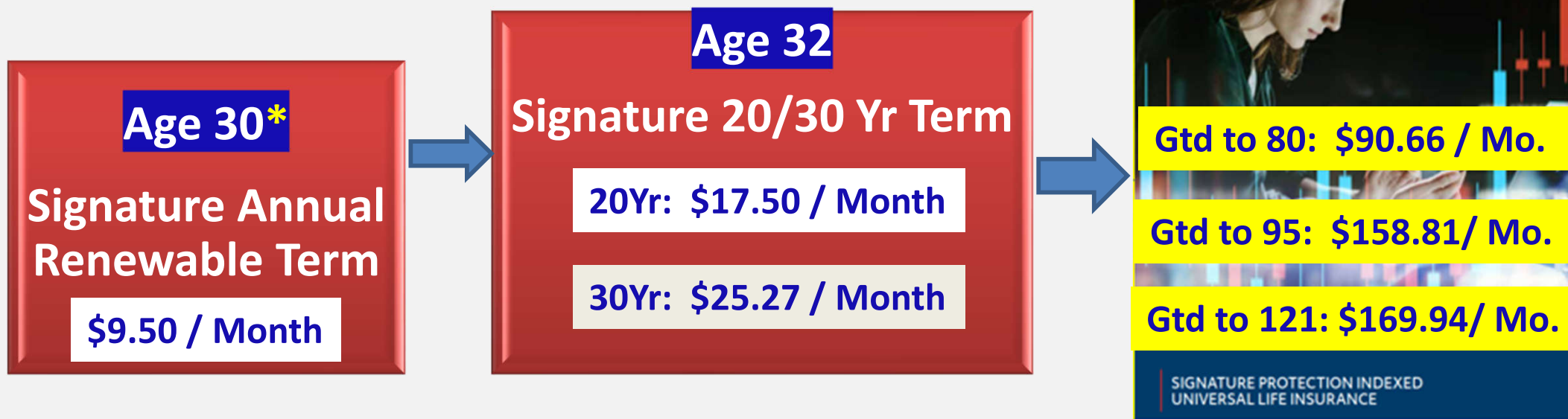
\$ Sale #2: Convert to 20/30 Yr Term ~ Full Commission

\$ Sale #3: Convert to Protection IUL ~ Full Commission



Multiple Conversions / Deferred IUL

- Client needs the coverage today, but finances are 'challenged' . . . ?



Get them the 'Protection' today . . . and 'Plant' the seed for a 'Deferred IUL' . . . When it is affordable . . .

**SIGNATURE GUARANTEED
UNIVERSAL LIFE INSURANCE**
With Guaranteed Cash-Out

**SIGNATURE PROTECTION INDEXED
UNIVERSAL LIFE INSURANCE**

**SIGNATURE PERFORMANCE
INDEXED UNIVERSAL LIFE**

Positioning . . .

- Client Looking for \$250,000 of Protection
- Male, Age 35, Standard Non-tobacco
- Wants options offering guarantees & possibly accumulation....



SIGNATURE PROTECTION INDEXED UNIVERSAL LIFE



Male, 35, Std NT, \$250,000 Death Benefit – Option A

**Signature
30-Yr Term**

**\$42.34 / Month
Gtd to Age 65**



Signature GUL

**\$143.39 / Month
Gtd to Age 95**



25 Yr GTCO = \$43,017*

**Signature
Protection IUL**

**\$166.79 / Month
Gtd to Age 95**



25 Yr CV = \$66,610

*** 25-Year Cash-out = \$43,017, but coverage would terminate at age 65...**

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IUL for Guarantees & Growth. . .

- Clients Seeking Guaranteed Protection *(Primary)*
- Want the Opportunity for Growth *(Secondary)*
- Not 'Max-Funding' / May Increase Premiums Later
- Flexibility to Reduce Premiums & Keep Guarantees
- A Term Alternative or Lower Cost GUL w/ CV
- A Lower Cost IUL offering Guarantees + **SOLID** Cash Accumulation . . .

'FLEXIBILITY IS KEY'

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LIVING BENEFITS

Your Guide to Accelerated Benefit Riders



2016 – 2021: 322 Claims Paid out for \$34 Million!

Living Benefits... When You Need Them Most

Accelerated Benefit Riders

Your Guide to Living Benefits



➤ **Critical, Chronic & Terminal Illness**

➤ **up to \$2 Million**

- ✓ **The Most Critical Illness Triggers! 16 (13 in CA)**
- ✓ **Partial & Full Settlements ~ Multiple in Same Year!**
- ✓ **Included on Rated Cases ~ Thru T-4 / Flat Extra of \$5/\$1K (Critical / Chronic)**
- ✓ **Lump-Sum Benefits**

****Chronic Illness NOT available on Term in CA***

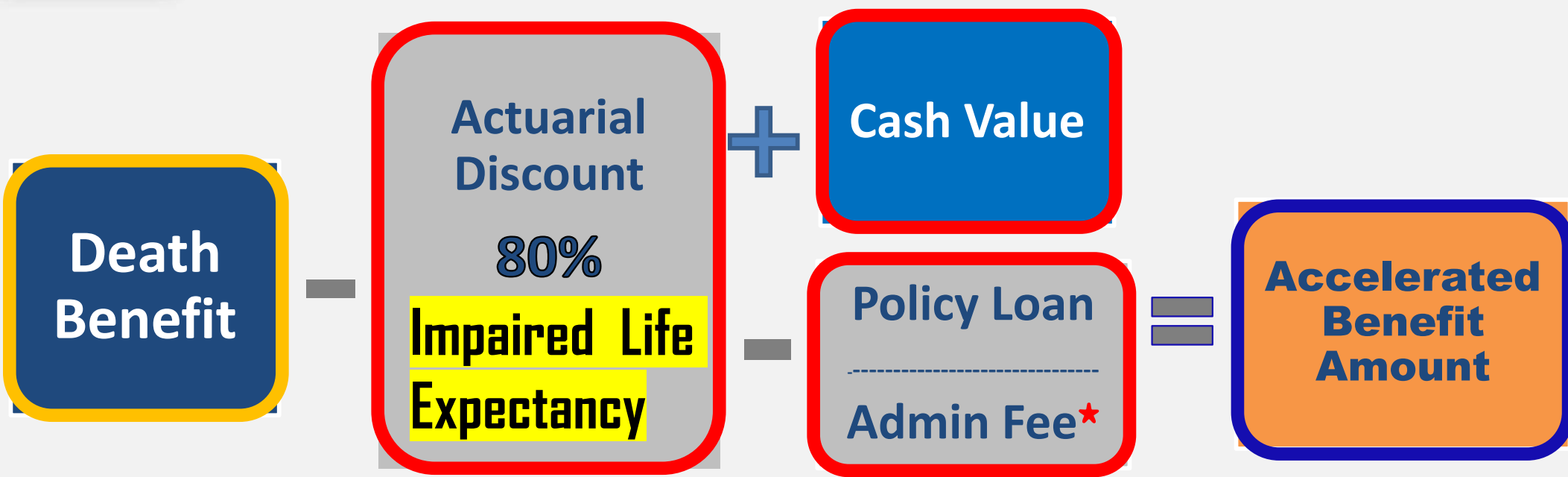




Living Benefits Riders



Calculation of Benefits



Note: Full and Partial Benefits are Provided with a Claim★★:

- The Reduction in Life Expectancy as a result of the illness or injury is the major factor determining the % of the Death Benefit that is Accelerated
- If the Full Amount is selected, the policy terminates. If a Partial Acceleration is selected, the remaining portion of the policy continues with premiums adjusted . .

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*** Can vary by state. Not to exceed \$500. **Partial Accelerations are subject to policy Minimums for remaining Policy Face Amount**



LIVING BENEFITS

Your Guide to Accelerated Benefit Riders



Critical Illness

Critical Illness

(Not Available in CT or NY ^{*})

- Triggered by a specific qualifying health event where critical illness transpires
- Minimum Face Amount of \$50,000
- Available for Substandard Cases thru table 4 or a Flat Extra of up to \$5 / \$1,000

**Critical
Illness
Rider
Covering
More Than
ANYONE
Else:**



1. Heart Attack
2. Stroke
3. Invasive Cancer
4. End stage renal failure
5. Major organ transplant
6. ALS
7. Blindness
8. Paralysis
9. Arterial aneurysms
10. **Central nervous system disease ^{**}**
11. Central nervous system tumors
12. **AIDS ^{**}**
13. Major burns
14. **Major Multi-system Trauma ^{***}**
15. Severe disease of any organ
16. Loss of limbs

16

^{*} Available in All States EXCEPT CT and NY; Terminal Illness Only in CT. ^{} Not Available in CA. ^{***} Excludes brain and/or spinal cord, any life-threatening illness, disease requiring inpatient hospital care)**



LIVING BENEFITS

Your Guide to Accelerated Benefit Riders

Chronic & Terminal Illness



Chronic Illness*

- Unable to perform 2 of 6 activities of daily living (ADLs)
 - Bathing, Continence, Dressing, Eating, Toileting & Transferring
- OR**
- Requires supervision due to severe cognitive impairment
- **LUMP-SUM Payment**
 - Not restricted to installments
 - No Annual Cap

Terminal Illness

- Life expectancy of less than 24 months**
 - Some states may limit the definition of terminal illness to conditions that are expected to result in death within 12 months
- **Available on all Policies \$25,000 or more (regardless of rating)**

★ Available on \$50,000 Minimum Policy. Not Available on Term in CA. ★★ 12 Months in FL & CT.

Win with ANICO!



Win with ANICO!

Paid by July 15, 2022

LIFE SALES

GO DIGITAL FOR CASH!

APRIL 1 – JUNE 30, 2022

UP TO \$3,000 IN BONUSES
& DOUBLE THE CONFERENCE CREDIT*

For All Electronic Applications!

MIN PREM	\$5,000	\$10,000	\$20,000	\$30,000	\$40,000	\$50,000	\$60,000	\$70,000
CASH BONUS!	\$100	\$200	\$450	\$750	\$1,200	\$1,700	\$2,300	\$3,000

ANNUITY SALES

GO DIGITAL FOR CASH!

APRIL 1 – JUNE 30, 2022


UP TO \$3,000 IN BONUSES
& DOUBLE THE CONFERENCE CREDIT*

For All Electronic Applications!

CASH BONUS	\$750	\$1,000	\$1,500	\$2,250	\$3,000
TOTAL ANNUITY SALES	\$500,000 – \$750,000	\$750,001 – \$1,000,000	\$1,000,001 – \$1,250,000	\$1,250,001 – \$1,500,000	\$1,500,001 – \$1,750,000

DOUBLE CONFERENCE CREDIT!

Agent Use Only



We hope that you will qualify
to join us for the
Independent Marketing Group
Conference 2023!

You and a guest could escape
for a luxurious five days and
four nights at the stunning
One & Only Palmilla,
Cabo San Lucas, Mexico.

What's Needed to be in the 'Top 80'?

\$150,000+ of Life Premium

\$3 Million+ of Annuity Premium

Independent Marketing
Group Conference

2023

Official Qualification Requirements

Eligibility

The Top 80 Qualifiers.

Licensed representatives of the Company who qualify in accordance with the official requirements are eligible for an invitation to attend. The licensed representative must be contracted and in good standing with the Company at the time the conference is held.

Qualification Period

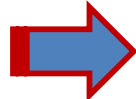
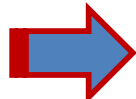
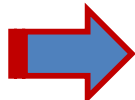
January 1, 2022 through December 31, 2022.

Applications must be issued and paid (all issue requirements satisfied) by the final cutoff date of December 31, 2022. A minimum life persistency of 80% is required on all business placed during the qualification period and continuing in force through January 31, 2023.

Qualifications

- 1. \$100,000+ of Conference Credit AND**
- 2. 12 New Cases** (General Agent and Agent levels)

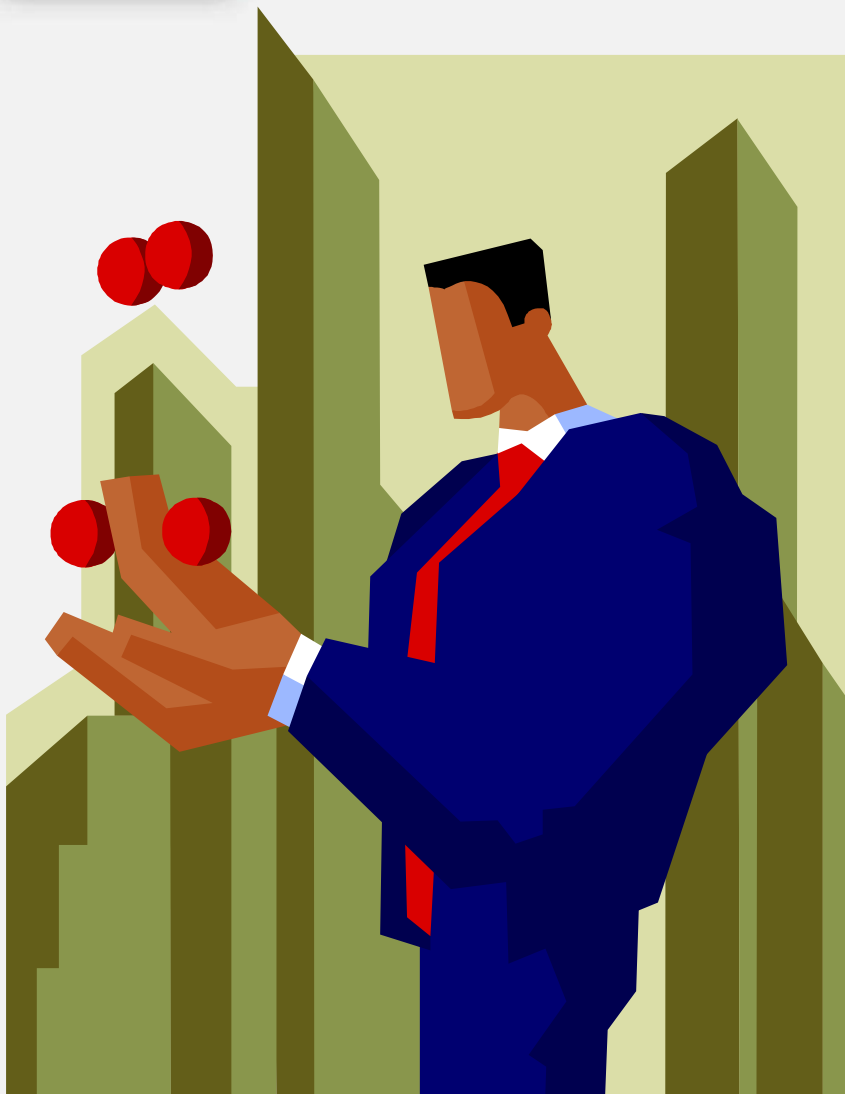
Variable products are not eligible for conference credit. Conference credit is based upon the following formula:


-  **100%** On paid Life business up to commissionable target first-year premium and (except as noted below) last survivor policies.
-  **5%** For paid Individual Annuities.
- 5%** For paid Group Annuities.
- 5%** For first-year Single Premium UL.
-  **10%** For Universal Life Excess.

Standings are reported on in-force business, and conference credits are not assignable.



American National Insurance Company



- Thanks  **LiveAmerica.**
New Living Benefit Life Insurance & Retirement Solutions
- for your commitment to American National
- We look forward to our Growing our 'Partnership' and with you!



Questions / Contact:



OR

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