



# RetireMax Secure

## MULTI-YEAR GUARANTEED ANNUITY

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# About RetireMax Secure

## A MYGA With a Guaranteed Interest Rate

RetireMax Secure is a Multi-Year Guaranteed Annuity (MYGA), which offers a guaranteed, fixed interest rate, compounded annually.

- **Guaranteed interest rate** for 3 or 5 years
- Interest compounds annually
- MVA option with higher interest rate
- Protected from market risk
- Tax advantages
- Access to money and true walkaway after surrender period
- Minimum premium: \$25,000
- Premium bands:
  - Below \$100,000 (lower rate)
  - \$100,000 and above (higher rate)
- No fees or expenses

## A MYGA Is a Type of SPDA

Like our Zenith and Driver series, RetireMax Secure is a Single Premium Deferred Annuity (SPDA). Unlike those products, RetireMax Secure is not linked to an index. Your client will know exactly how much will be in their account at the end of three or five years. The interest rate is guaranteed and won't change until the end of the rate guarantee period.

## Sounds a Lot Like a CD?

True, but clients won't be taxed every year on the interest gained.

With a CD, clients also can't access their funds without a penalty. With RetireMax Secure, clients can withdraw up to 10% of their funds annually without a withdrawal charge, starting in year 2.

**Submit an application** the fastest In Good Order with iGo eApp. Or you can get a paper application from Forms & Materials in the [Agent Portal](#) and submit completed, scanned applications to [imaging@nationallife.com](mailto:imaging@nationallife.com).

You can also mail applications to:  
 National Life Group  
 Attn: New Business Unit  
 1 National Life Drive  
 Montpelier, VT 05604

RetireMax Secure is approved in all states, except NY. For NY clients, sell the [Green Mountain Freedom 5 MYGA](#).

## Client Profiles

### Who Loves a MYGA?

Anyone comfortable with a CD may be interested in a MYGA, which typically offers higher rates. Clients with the following perspectives may also be a great fit for RetireMax Secure.

#### People who love a sure thing.

RetireMax Secure is ideal for clients who are looking for certainty and safety.

**Certainty:** RetireMax Secure has a **guaranteed fixed rate**, so the outcome is known at issue.

**Safety:** The client's principal and interest are protected from market risk and loss.

#### People who want to grow their retirement savings, faster.

RetireMax Secure is ideal for clients who want to lock in a high interest rate and grow savings tax deferred.

**Tax deferral:** interest earned is not taxed until funds are withdrawn. Your client has the option to roll the money into another annuity, delaying taxes until they need the money.

#### People who may want access to their money before the rate guarantee period ends.

RetireMax Secure is ideal for clients who want the reassurance they have some liquidity starting in year 2.

**Free withdrawals:** Unlike with a CD, you can withdraw up to 10% of the accumulation value of your MYGA every year, without a withdrawal charge (starting in year 2). Clients can also use the Terminal Illness and Nursing Care riders, when applicable.

#### People who want options at the end of the rate guarantee period.

RetireMax Secure is ideal for clients who want flexibility. Options at the end of the rate guarantee period include:

**Roll over funds** (some or all of the money) into another annuity.

**Keep the money** in RetireMax Secure, earning the guaranteed minimum rate set at issue.

**Withdraw all the money** at no charge at any time. There's no automatic renewal that locks them in after 30 days.

For more sales ideas, log into the [Agent Portal](#) and visit the [Product Knowledge Learning Library](#).

## Key Benefits Clients Love to Hear About

Clients love that with RetireMax Secure, they can earn with certainty.

Key selling points include:

- **Guaranteed<sup>1</sup> interest rate** for three or five policy years
- Grow retirement savings tax deferred
- Money is protected from market risk
- Option to choose an MVA option with higher interest rate
- Low minimum deposit of \$25,000
- Higher interest rate when you deposit \$100,000 or more
- No fees or expenses



### Guaranteed Growth

Clients can grow savings with a guaranteed interest rate. After the initial term, the fixed interest rate is declared by National Life Group.



### Tax Deferred

Savings grow faster when interest compounds annually without being taxed.



### Protection

Clients never lose a penny of their deposit. They can protect their money (and earned interest) from market downturns.



### Access to Money

Clients can withdraw cash up to 10% annually without penalty, starting in year 2. Some withdrawal charges may be waived for qualifying long-term care or terminal illness.

Download the [RetireMax Secure flyer](#) to share these highlights with your clients.

Continue the conversation with the [RetireMax Secure brochure](#).

## Guaranteed Outcomes

Clients get a guaranteed, fixed interest rate for the rate guaranteed period.

This means they know exactly how much their savings will grow. The interest rate will be higher for MVA versions than non-MVA versions, and for premiums starting at \$100,000 vs. lower premiums.

Run an [illustration](#) to share **today's rates** with your clients.

### What Happens After the Rate Guarantee Period?

After the rate guarantee period ends, the policy's interest rate will renew annually. The interest rate is guaranteed to be no less than 0.25%.

<sup>1</sup> Guarantees are based on the claims paying ability of the issuing company.

## MVA vs. Non-MVA

### Clients Get a Higher Rate With MVA

RetireMax Secure 3 and RetireMax Secure 5 are available with or without Market Value Adjustment (MVA). An MVA is an upward or downward adjustment that may be applied to amounts withdrawn during the 3-year or 5-year rate guarantee period.

The MVA versions of RetireMax Secure offer a higher guaranteed interest rate because this feature reduces National Life Group's risk exposure to changing interest rates.

### How Is the MVA Calculated?

If the annuity is cashed in early, or if more than the free yearly withdrawal amount (starting in year 2) is taken out, we compare the current 3-year or 5-year Treasury interest rate with the rate when the client got the annuity.

- If the Treasury interest rate has gone down, the payout your client receives is boosted
- If the Treasury interest rate has gone up, the payout is reduced

The magnitude of the adjustment is based on the size of the rate change and on the number of months that are left in the rate guarantee period.

So, excess withdrawals taken early will have a more significant adjustment (for the same rate change) as excess withdrawals made towards the end of the rate guarantee period.

### Opting for MVA

The MVA versions of RetireMax Secure are especially interesting to clients who think they're unlikely to need early access to the surrender value of their annuity, because it offers a higher interest rate.

If clients leave the money in the annuity for the full three or five years (or only withdraw the yearly free withdrawal amount), the MVA isn't triggered — and the payout is not adjusted. The MVA also doesn't apply to the death benefit.

[Compare today's MVA and non-MVA rates.](#)

## How Do MYGAs Compete in the Marketplace?

Like MYGAs, Certificates of Deposit (CDs) offer safety and guarantees, but gains are taxed every year as interest income. In addition, MYGAs often offer higher rates than CDs. If no withdrawals are made before the end of the rate guarantee period, clients will typically grow their savings more than with a CD.

- After the first policy year, clients can withdraw up to 10% of their RetireMax Secure funds without a withdrawal charge. They can also use the Nursing Care and Terminal Illness riders, when applicable, to get withdrawal fees waived.
- With a jumbo CD, clients cannot access their funds for the full term of the CD without a penalty.

Jumbo CD <sup>2</sup>	RetireMax Secure 5 <sup>3</sup>
\$100,000	\$100,000
4.15% guaranteed fixed interest rate	5.00% guaranteed fixed interest rate
Value after 5 years: <b>\$122,545</b>	Value after 5 years: <b>\$127,628</b>

<sup>2</sup> Assumes a 5-year jumbo CD rate of 4.15% (best available rate as of 02/24 from a highly reputable national bank).

<sup>3</sup> Assumes current rate of 5.00% for 5 years. Withdrawals prior to age 59½ may be subject to a 10% Federal Tax Penalty.

## Product Details

<b>Issue Ages:</b>	0 to 90 (actual age)						
<b>Minimum Deposit:</b>	\$25,000						
<b>Maximum Deposit:</b>	The deposit maximum depends on the age of the client.						
	<b>Ages 0–70:</b>	\$2,000,000					
	<b>Ages 71–75:</b>	\$1,500,000					
	<b>Ages 76–80:</b>	\$1,000,000					
	<b>Ages 81–85:</b>	\$500,000					
	<b>Ages 86–90:</b>	\$250,000					
	Higher amounts may be available with home office approval.						
<b>Interest Rate Bands:</b>	Band 1: Below \$100,000 Band 2: \$100,000 and higher						
<b>Plan Options:</b>	403(b) 457(b) IRA Simple IRA ROTH IRA Nonqualified						
<b>Loans:</b>	403(b) and 457(b) are eligible for loans if permitted by the plan.						
<b>Free Look:</b>	30 days						
<b>Free Withdrawals:</b>	10% of the Accumulation Value available after the first policy year as permitted by law. You must keep at least \$5,000 in the annuity to keep it in force.						
<b>Withdrawal Charges 3-Year Guaranteed Period:</b>	<b>Policy Year</b>	1	2	3	4+		
	<b>Charge</b>	7%	7%	7%	0		
	For MVA policies, a market value adjustment may also apply in the first three policy years.						
<b>Withdrawal Charges 5-Year Guaranteed Period:</b>	<b>Policy Year</b>	1	2	3	4	5	6+
	<b>Charge</b>	7%	7%	7%	6%	5%	0
	For MVA policies, a market value adjustment may also apply in the first five policy years.						
<b>Withdrawal Limitations:</b>	<p>Partial withdrawals are subject to the following limits:</p> <ul style="list-style-type: none"> <li>• Each partial withdrawal must be at least \$500 contractually</li> <li>• A partial withdrawal may not reduce the Accumulation Value to less than \$5,000. This limitation does not apply for systematic withdrawals</li> </ul> <p>Systematic withdrawals are available based on current company practices, and may only be requested as a specified dollar amount (minimum \$100). The one exception to this requirement is the systematic withdrawals for interest credited. Available frequencies are monthly, quarterly, semi-annually, and annually.</p>						
<b>Riders:</b>	Nursing Care Benefit Rider Terminal Illness Rider						
<b>Annuitization Options:</b>	Life Income Life Income and Period Certain Period Certain Joint and Survivor Options						
<b>State Availability:</b>	All states except NY						
<b>State Taxes:</b>	State taxes are currently levied in these states: CA, CO, ME, NV, SD, WY. As a current company practice, we will not pass on any front-end state tax to the client for these products.						