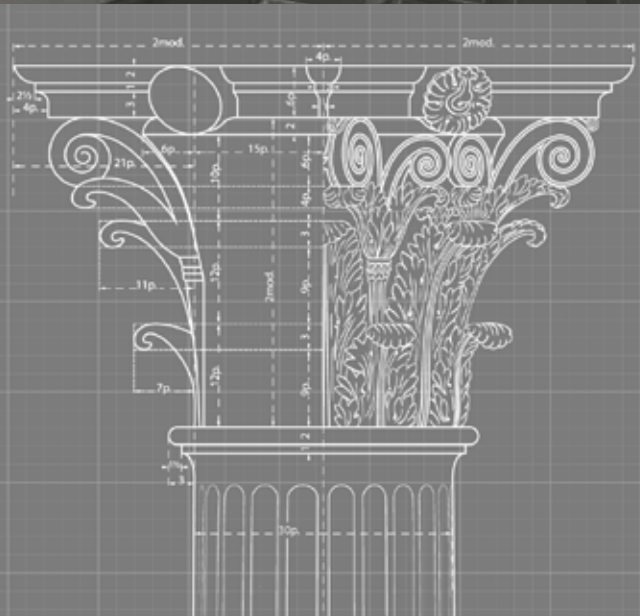


STRATEGIC SERIES

Optional Benefit Available on  
DynaMARC Index® Annuity



## STRATEGIC INCOME OPTION

Income You Can't Outlive and Enhanced Income When  
You Need it Most!

**STRATEGIC INCOME OPTION** is an optional benefit available at all issue ages on **DYNAMARC INDEX ANNUITY**. It offers:

- Lifetime income based on 4.0% accumulation, plus index and interest credits.
- A 10% bonus is added to your Benefit-Base accumulation for all premium paid in the first year.
- A guaranteed<sup>1</sup> income stream for life – without annuitizing – and increased income payments in the event of a chronic illness.
- The ability to double your income for up to 5 years in the event of a chronic illness.
- Flexibility and control to start and stop income payments when you choose
- All of this...while still maintaining your other annuity contract benefits!

Any time after the first contract year and age 50, you can elect to begin lifetime Income Withdrawals.<sup>2</sup> Your payments will never decrease if you withdraw only your income amount each year. Under certain situations, your payments could even increase!

## Income Withdrawal Amount

$$\text{Income Withdrawal Percentage} \times \text{Benefit Base} = \text{Income Withdrawal Amount}$$

### 1. INCOME WITHDRAWAL PERCENTAGE

The Withdrawal Percentage is based on your age at the time you first elect to receive Income Withdrawals. **Withdrawal percentages increase 0.10% for each age between the ages shown below.** Once you start Income Withdrawals, the Withdrawal Percentage will never change.

Age of Owner at Time of 1st Income Withdrawal	Single Life Income Withdrawal Percentage	Joint Life Income Withdrawal Percentage
50	3.25%	2.25%
60	4.25%	3.25%
70	5.25%	4.25%
80	6.25%	5.25%
90+	7.25%	6.25%

### 2. BENEFIT BASE

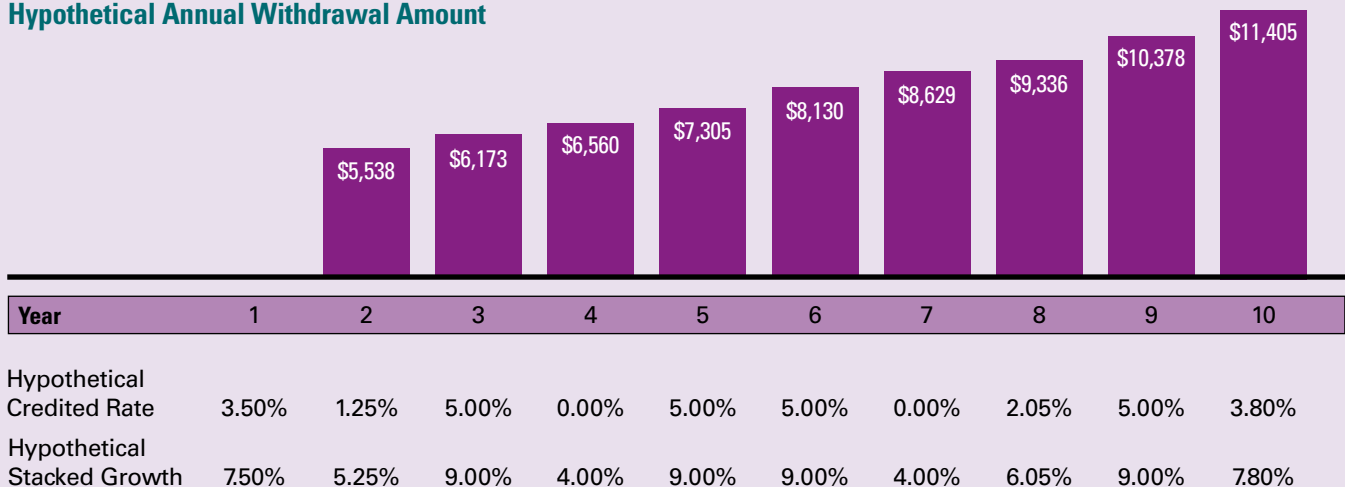
The Benefit Base is equal to the premium, plus a 10% first-year bonus on premiums paid, less withdrawals, increased each contract anniversary by 4% plus the weighted average of index and interest credits.<sup>3</sup> The Benefit Base grows for up to 10 years, or the start of Income Withdrawals, if earlier.

The Benefit Base is only used to calculate the Income Withdrawal amount. It is not available upon surrender, death, or annuitization.

After Income Withdrawals have started, the Benefit Base will be set equal to the Accumulation Value on each subsequent contract anniversary, if the Accumulation Value is higher. This allows for Income Withdrawal amounts to potentially increase from year to year.

## The Power of Lifetime Income – The longer you wait, the more the income grows.

### Hypothetical Annual Withdrawal Amount



This is a hypothetical illustration of the lifetime income possible for a contract owner, age 60, based on a single-life income withdrawal. The example assumes \$100,000 premium, 10% bonus to the Benefit Base, 4% annual rollup rate, plus hypothetical, index/interest credits. The hypothetical credited rates shown are hypothetical and are not intended to project future results. Actual interest/index credits will vary.

## Income Withdrawal Rules

Income Withdrawals may begin anytime after the first contract year and age 50 (both owners)<sup>2</sup>. Unlike annuitization, **STRATEGIC INCOME OPTION** gives you the flexibility to stop and restart Income Withdrawals when you choose. Payments will continue for life, even if the contract's Accumulation Value is depleted. Income Withdrawals may be taken monthly, quarterly, semi-annually or annually. After Income Withdrawals start, the annual penalty-free withdrawal amount is the greater of 10% of the Accumulation Value, or your Income Withdrawal.

By waiting to start your Income Withdrawals, you can significantly increase your income over the remaining years.

## Rider Charge

There is an annual fee for the rider. The fee is 0.95% of your Accumulation Value on each contract anniversary. The fee is deducted proportionately from each crediting account.

## Additional Premiums

The Benefit Base will be increased by any additional premiums, and will receive a 10% bonus to the Benefit Base for all first-year premium. Additional premiums are not allowed after the start of the Income Withdrawals.

## Enhanced Income Withdrawals

The cost of nursing care later in life can have a severe impact on retirement resources. To help plan for this financial unknown, the Strategic Income Rider features Enhanced Income Withdrawals – included at no additional cost.

If the annuity owner becomes chronically ill, the income withdrawal amounts may be doubled for up to five years; for joint owners the increase is 50%. A chronic illness is defined as the permanent inability to perform at least two of six activities of daily living, which include eating, toileting, transferring, bathing, dressing and continence — or permanent severe cognitive impairment. If utilized, the additional payments do not impact the lifetime income payments at the end of the enhanced-benefits period.

Enhanced Income Withdrawals may be utilized after the annuity contract and Strategic Income Option have been in effect for 3 years, if the contract has an Accumulation Value greater than zero, no additional premiums have been added in the last two years, and the owner is a U.S. resident between the ages of 60 and 90. During the Enhanced Income Withdrawal period, the chronic illness must be physician-certified annually. Enhanced Income Withdrawals are not available in Connecticut.

## Rider Issue Requirements

**STRATEGIC INCOME OPTION** may be elected during the annuity application process only and cannot be added after the annuity contract has been issued. In order to qualify for the rider, the owner and annuitant must be the same person and joint owners must be spouses.

## Excess Withdrawals

You may withdraw more than your Income Withdrawal amount at any time, but it will reduce your future Income Withdrawals permanently. Any amount withdrawn in addition to your Income Withdrawal is considered an Excess Withdrawal, with the exception of a Required Minimum Distribution.

- If the Excess Withdrawal amount exceeds the penalty-free provisions of the contract, it may be subject to a surrender charge or a Market Value Adjustment.
- Excess Withdrawals reduce future Income Withdrawals and the Benefit Base proportionately to the reduction in Accumulation Value.

## Annuitization

If you choose to annuitize your contract on the Maturity Date<sup>4</sup> for a Life Only payout, the annual annuitization payment will never be less than the annual Income Withdrawal amount.

## Spousal Continuation

Upon the owner's death, Spousal Continuation of the rider is allowed if the spouse is the sole primary beneficiary. If there are joint owners, the sole primary beneficiary must be listed as "surviving spouse."

If the Income Withdrawals have not started, the surviving spouse can start Income Withdrawals as early as the 2nd contract year, or attained age 50.<sup>2</sup> Income Withdrawals will be based on the current Benefit Base and the Income Withdrawal Percentage based on the surviving spouse's attained age at the start of Income Withdrawals.

If the Income Withdrawals have already started, and the surviving spouse is at least 50,<sup>2</sup> they will continue as follows:

- If Income Withdrawals were based on joint owners, they will continue at the same dollar amount until the death of the surviving spouse.
- If Income Withdrawals were based on a single owner, payments will be recalculated based on the current Benefit Base and the surviving spouse's attained age.

## Payment Flexibility

You have the option to stop Income Withdrawals at any time. While the payments are stopped, partial Withdrawals in excess of the Income Withdrawal amount will be considered Excess Withdrawals and reduce your future Income Withdrawal Amount.

If you later choose to restart Income Withdrawals, the Income Withdrawal amount will be the greater of:

- The prior Income Withdrawal amount (adjusted for any Excess Withdrawals), or
- The original Income Withdrawal Percentage multiplied by the current Benefit Base.

## Rider Termination

The rider may be terminated at the owner's request. Once the rider is terminated, it cannot be restarted.

The rider will **automatically** be terminated upon:

- Death of first contract owner, unless spousal continuation is elected
- Full Surrender
- Annuitization
- Contract ownership change – other than a spousal continuation or the addition of a spousal joint owner
- Excess Withdrawals that reduce the Accumulation Value to zero

**Talk to your agent and other professional advisors to determine if Strategic Income Option is appropriate for your circumstances.**



### EquiTrust Life Insurance Company

7100 Westown Pkwy Suite 200  
West Des Moines, IA 50266-2521  
877-249-3694

<sup>1</sup> The guarantees in this brochure are based on the claims-paying ability of EquiTrust Life Insurance Company.

<sup>2</sup> In the event of a full surrender, charges will apply to any penalty-free amounts taken during the same contract year. Withdrawals before age 59½ may result in a 10% IRS penalty tax. Withdrawals do not participate in index growth.

<sup>3</sup> Withdrawals prior to starting Income Withdrawals will reduce the Benefit Base proportionately.

<sup>4</sup> Your Maturity Date is shown as the Income Date on your Contract Data page.

EquiTrust Life Insurance Company cannot give legal, tax or accounting advice. Your personal tax advisor can provide important information with respect to the purchase of this annuity contract and its taxation.

Rider issued on Form Series ET-IBR-STR(04-15) or ICC15-ET-IBR-STR(04-15). In Oregon, rider issued on Form Series ICC15-ET-IBR-STR(04-15) and available on Contract Form Series ICC15-ET-MTA-2000(04-15). The Enhanced Income Withdrawals rider for chronic illness is issued on Form Series ET-IBR-ER(04-15) or ICC16-ET-IBR-ER(09-16). May not be available in all states.

This brochure briefly highlights EquiTrust Life Insurance Company's Strategic Income Option and its benefits. For costs and complete details of coverage, including any exclusions, reductions or limitations, and the terms under which the Rider may be continued in force, contact your EquiTrust Life agent. This material is not intended to provide investment advice to you or to your specific situation. EquiTrust does not offer investment advice to any individual and this material should not be construed as investment advice.