

# **Securing Your Lifetime of Achievement**

You've worked hard for your wealth, aiming for retirement, a lasting legacy, or a better lifestyle. Now, as you enter a new phase, it's time to think about retirement income and protecting your wealth. But that doesn't mean your money should stop working for you. You deserve a retirement plan that not only provides security but also presents opportunities for your wealth to continue growing, ensuring your wealth keeps supporting your dreams.

The SBLI Market Crest™ Multi-Year Guarantee Indexed Annuity offers the best of both worlds: guaranteed returns coupled with the potential for additional growth tied to the market. This annuity provides a blend of robust growth opportunities and stability, aimed at securing your financial future. It's more than just an investment; it's a cornerstone for ensuring the longevity of your wealth.



## Why Choose Market Crest™?

Market Crest<sup>™</sup> is ideal for those planning for retirement or seeking a safe and secure home for their investment. It combines the reliable growth of a fixed annuity, offering a guaranteed interest rate, with the opportunity for an interest bonus tied to the positive performance of the S&P 500® Index\*, all while negating any downside risk.

This distinctive Multi-Year Guarantee Indexed Annuity (MYGIA) is a single-premium deferred annuity. At the end of each interest rate guarantee period, the annuity yields a return based on the higher of two values: either the total accumulated value from the guaranteed fixed interest rate or the indexed value based on the performance of the S&P 500® Index. If the indexed value is greater than the accumulated value, any excess will be credited as an interest bonus.

## **Safety and Security with Upside Potential**

Market Crest<sup>™</sup> provides key benefits in a retirement strategy through its blend of potential and protection:

- **Guaranteed Stability:** Secure a fixed interest rate for the chosen guarantee period, safeguarding against market volatility. This is the minimum return you will receive.
- Enhanced Earnings Opportunity: Gain from the possibility of a higher return linked to the S&P 500® Index's positive performance.
- Tax-Deferred Growth: Enjoy faster asset accumulation than in taxable investments, as earnings aren't taxed until withdrawal. This allows your money to compound more efficiently.
- Strong and Secure Backing: SBLI's esteemed ratings "A (Excellent)" from A.M. Best¹ and "A-(Strong)" from Standard & Poor's²—provide a reliable safeguard for your dreams.

## How Does Market Crest™ Work?

Purchasing an SBLI Market Crest<sup>™</sup> Annuity allows the value of your annuity to appreciate in two distinct ways. You will always benefit from the greater of the two returns at the end of each interest rate guarantee period. These are either:

#### 1. Fixed Interest Rate Return based on the Guaranteed Interest Rate

Your premium grows at a fixed, compounding interest rate for the chosen guarantee period, ensuring predictable and guaranteed returns. This interest rate remains constant throughout your selected guarantee period, with interest accumulating tax-deferred. This fixed interest rate is the minimum return you will receive.<sup>3</sup>

### 2. Indexed Value Return based on S&P 500® Index Performance

Your return is calculated by applying the participation rate to the percentage change in the S&P 500<sup>®</sup> Index, measured from just before the start of your chosen guarantee period to its highest point on any anniversary during that time.

With multiple chances to lock in the peak anniversary value of the S&P 500® Index in your bonus calculation over your chosen guarantee period, you have greater potential to maximize returns while minimizing the impact of market downturns.

If the Indexed Value return exceeds the fixed interest rate growth, the excess will be credited as an interest bonus.<sup>4</sup>

<sup>&</sup>lt;sup>3</sup>Subject to any surrender charges or MVA that may be incurred because of a withdrawal. <sup>4</sup>Please note, the bonus is called the Index Interest Bonus Crediting Rider in your contract.

## **How Does Market Crest™ Work?**

### Market Crest™ in Action

Let's examine a hypothetical scenario: an individual invests \$100,000 in Market Crest™, which is offering a 4% guaranteed fixed interest rate, and a 60% participation rate, for an initial 5-year guarantee period, and no RMDs are taken. The minimum guaranteed return provided would be \$21,665. We will explore two outcomes – one where they qualify for an interest bonus and one where they do not.

Description		Scenario 1: Indexed Value is higher, and a bonus is credited	Scenario 2: Indexed Value is lower, and no bonus is credited		
Single Premium – this is the lump sum amount invested in the annuity.		\$100,000	\$100,000		
Initial S&P 500° Index Price – this is the price on the business day before the contract's issue date.		4,000	4,000		
Highest S&P 500® Index Price – this is the price recorded on the last business day before each contract anniversary within the guarantee period.	Year 0:	4,000 – Initial Price	4,000– Initial Price		
	Year 1:	4,250	3,900		
	Year 2:	4,500	4,000		
	Year 3:	6,000	4,340 – Highest Price		
	Year 4:	6,770 – Highest Price	4,200		
	Year 5:	5,000	4,000		
Participation Rate – this is the percentage of the S&P 500® highest anniversary Index return credited to the Indexed Value.		60%	60%		
The Result – this is the hypothetical value of the total return available to you at the end of the interest rate guarantee period.		Indexed Value = \$141,550  which is greater than the Fixed Interest Rate Value = \$121,665  Therefore, the client's total return value is	Indexed Value = \$105,100  which is less than the Fixed Interest Rate Value = \$121,665  Therefore, the client's total return value is		
		\$141,550	\$121,665		
Equivalent Annualized Yield – this is the compounded annual return earned over the 5-year period based on the higher return.		7.2%	4.0%		

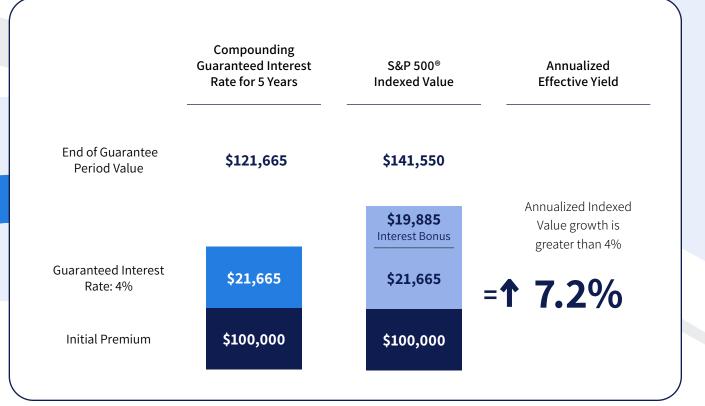
## **How Does Market Crest™ Work?**

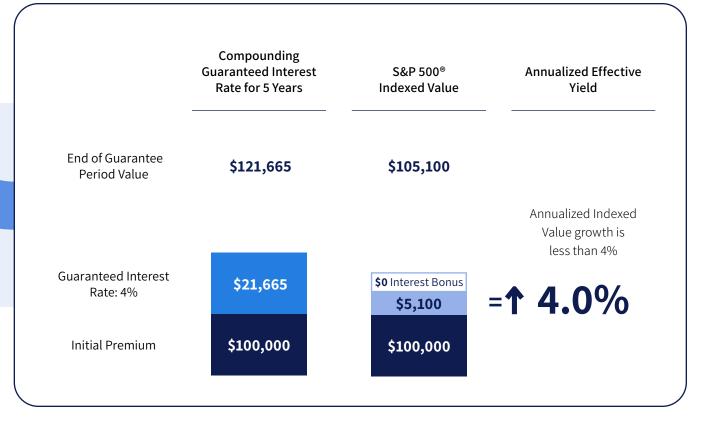
**Scenario 1:** At the end of the 5-year guarantee period, the Indexed Value based on the S&P 500® Index performance is \$141,550 providing an annualized cumulative return of 7.2%. Since this return exceeds the 4% guaranteed fixed interest rate, an interest bonus is applied, resulting in a 7.2% annualized effective yield.

\$100,000 Single Premium Did the annuity contract qualify for an Interest bonus?

1

**Scenario 2:** At the end of the 5-year guarantee period, the Indexed Value based on the S&P 500® Index performance is \$105,100 providing an annualized cumulative return of 1%. Since this is less than the 4% guaranteed interest rate, no bonus is applied. As a result, you will receive the compounded return at the fixed guaranteed rate of 4%. Regardless of market performance, the guaranteed interest rate is always assured.





# **Market Crest™ Highlights**

An SBLI Market Crest™ Annuity is straightforward to own, safeguarding your hard-earned money with guaranteed growth and the exciting potential of market-related gains.

Choice of Guarantee Periods⁵:	Select from 3-, 5-, or 7- year guarantee periods.				
Eligibility:	Available for individuals aged $18$ – $90$ (non-qualified) and $18$ – $85$ (qualified).The maturity age is $99$ .				
Single Premium:	\$10,000 (qualified) and \$25,000 (non-qualified) minimums.  Up to \$1,000,000 maximum (without home office approval).				
Guaranteed Interest Rates:	Competitive rates guaranteed for the selected period.				
Issue Dates:	There are two issue dates each month, (1st and 15th), with no nominal interest credited on early premiums. $^6$				
Index Interest Bonus <sup>7</sup> :	An interest bonus is awarded if the Indexed Value return, based on the S&P 500® Index's performance, exceeds the total guaranteed interest growth by the end of your selected guarantee period.  With 3, 5, or 7 opportunities to lock in the anniversary high-water mark of the S&P 500® Index in your bonus calculation — based on your chosen guarantee period — you increase your potential for stronger returns and earning a bonus, all while reducing the risk of market dips.				
Terminal Illness/Nursing Home Riders:	Terminal Illness and Nursing Home riders provide financial relief under specific conditions.8				
Withdrawal Options9:	IRS-mandated Required Minimum Distributions (RMDs) starting in the first contract year may be withdrawn without a penalty.  Annual withdrawals up to 5% <sup>10</sup> of the contract value, from year 1 onwards, are				

Annual withdrawals up to 5%<sup>10</sup> of the contract value, from year 1 onwards, are currently allowed without incurring Surrender Charges or MVA. Withdrawals that exceed this limit will be subject to these charges.

Please note, partial withdrawals (other than Required Minimum Distributions) during the selected interest rate guarantee period will render the contract ineligible for receiving the Index Interest Bonus at the end of that period and this rider will lapse.

#### Market Value Adjustment (MVA)<sup>11</sup>

Applies to early surrenders or withdrawals greater than 5% of the accumulated value, ensuring fair value adjustments.

#### **Renewal Options:**

For 30 calendar days after the end of the initial guarantee period, you can choose to move the money to any available guarantee period, begin annuity payouts, or withdraw some or all the annuity's value.<sup>12</sup>

The 3-year guarantee period is the only product available in Ohio. Payments for the annuity premium must arrive at SBLI's Home Office by 2 p.m. (EST) at least two business days before the next issue date to qualify for that issue date. Otherwise, the payment will be held until the subsequent issue date. Please note, the bonus is called the Index Interest Bonus Crediting Rider in your contract. Refer to the contract for further details. Withdrawals will reduce the contract value and other benefits under the contract. Withdrawals that exceed any free withdrawal amount during the surrender charge period will be subject to a surrender charge. All withdrawals are subject to ordinary income tax and, if taken prior to age 59½, may be subject to a 10% federal tax penalty. Please consult your tax advisor. Annual partial withdrawals of up to 10% of the contract value are allowed for the second interest rate guarantee period without surrender charges or MVA. The California annuity product does not have an MVA. Any withdrawal in the interest guarantee period except for RMDs will terminate the rider with no future interest bonus payment.

# Flexible Access To Your Money

### **Withdrawal Options**

- **Penalty-Free Withdrawals:** You may withdraw your IRS-mandated Required Minimum Distributions (RMDs) starting in the first contract year without a penalty.<sup>13</sup> If any other withdrawals are taken, other than RMDs, the contract will be ineligible for the Index Interest Bonus.
- Partial Withdrawals: Each year, you can make partial withdrawals of up to 5%<sup>14</sup> of the contract's accumulated value without incurring MVA and Surrender Charges. Withdrawals that exceed this amount will be subject to the following surrender charges and an MVA. If partial withdrawals are taken, the contract will be ineligible for the Index Interest Bonus.

Year	1	2	3	4	5	6	7	8
Guarantee Period				Surrender Charges <sup>15</sup>				
3-Year	9%	8%	7%	0%				
5-Year	9%	8%	7%	6%	5%	0%		
7-Year	9%	8%	7%	6%	5%	4%	3%	0%

### **Family Protection**

- Guaranteed Death Benefit: The death benefit is equal to the amount accumulated in the contract and includes any growth reflecting the peak of the S&P 500® Index as of the most recently completed policy anniversary. It is paid without surrender charges<sup>13</sup> or MVA; 100% of your accumulated value can be paid as a lump sum to your named beneficiary without the cost of delays or probate.
- Terminal Illness/Nursing Home<sup>16</sup> Riders: If you are ever confined to a nursing home, or diagnosed with a critical illness, you'll be able to take 100% of your money with no surrender charge.<sup>13</sup>

### **Lifetime Retirement Income**

• Flexible Annuitization Choices: A distinct benefit of annuities is their ability to provide income for life. You can also customize your income stream based on multiple lives (e.g., you and your spouse), a fixed number of years, or a specific dollar amount.<sup>17</sup>

<sup>&</sup>lt;sup>13</sup>Surrenders may be subject to Federal/State income tax and, if taken prior to age 59½, an additional 10% Federal penalty tax. Please consult your tax advisor. <sup>14</sup>Annual partial withdrawals of up to 10% of the contract value are allowed for the second interest rate guarantee period without surrender charges or MVA. <sup>15</sup>The California annuity product is subject to the following surrender charges: Year 1 (8.7%), Year 2 (7.8%), Year 3 (6.8%), Year 4 (5.9%), Year 5 (4.9%), Year 6 (3.95%), Year 7 (3.0%), Year 8 (0%). <sup>16</sup>Please review the Nursing Home Rider and Terminal Illness Rider contracts for full details. <sup>17</sup>The contract may be annuitized no later than the Owner's aged 99 as of his/her last birthday. Contracts annuitized in the first three contract years in all states except FL may be subject to an MVA and surrender charges. Contracts annuitized in the first contract year in FL may be subject to surrender charges.

## **Confidence for the Path Ahead**

#### **About SBLI**

Since SBLI was founded in 1907, we've always stayed true to the core values of our founder, Supreme Court Justice Louis Brandeis. As a mutual company, we are proudly owned by our policyholders, ensuring their priorities are always our foremost concern.

**U.S Owned & Operated** 

**A Mutual Company** 

1907 Historic Heritage

### **Outstanding Financial Strength**



#### A.M. Best

Financial Strength Rating from A.M. Best, its second-highest rating category



### Standard & Poor's

Financial Strength Rating from Standard & Poor's, its third-highest rating category

SBLI HAS BEEN CONSISTENTLY RATED "A" OR BETTER FOR OVER 45 YEARS, PROVIDING STRENGTH AND STABILITY YOU CAN COUNT ON.

<sup>&</sup>lt;sup>18</sup>Visit www.ambest.com for more information. <sup>19</sup>Visit www.standardandpoors.com for more information.

# **SBLI**°

The Market Crest™ Multi-Year Guarantee Indexed Annuity is a deferred annuity contract issued by The Savings Bank Mutual Life Insurance Company of Massachusetts. It may not be available in all states and state variations may apply. Contracts are guaranteed by the claims-paying ability of The Savings Bank Mutual Life Insurance Company of Massachusetts.

These products are not guaranteed by a bank. They are not a deposit. They are not FDIC-insured, nor are they insured by any federal government agency. These products may lose value.

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