

# A Solid Target to Secure Your Retirement Journey

Guardian Fixed Target Annuity<sup>SM</sup>



GUARDIAN®

FOR RETIREMENT &  
SECURITY-MINDED  
INDIVIDUALS

## Guardian Values

The Guardian Insurance & Annuity Company, Inc. (GIAC) is a wholly owned subsidiary of The Guardian Life Insurance Company of America (Guardian), a mutual life insurance company founded in 1860.

Guardian Fixed Target Annuity<sup>SM</sup> is issued by GIAC. GIAC continues Guardian's 150 year tradition of offering competitive financial products and operates by Guardian's core values of:

### **WE DO THE RIGHT THING.**

There's no right way to do a wrong thing. That's been our philosophy since day one. It's a simple, yet profound principle, and it makes all the difference in how we do business.

### **PEOPLE COUNT.**

People are at the heart of everything we do. Individuals, families and business owners put their trust in us to protect the people who matter to them. And we make it a point never to forget that.

### **WE HOLD OURSELVES TO VERY HIGH STANDARDS.**

The people who put their trust in us expect a lot from us. We try to exceed every expectation by performing to the highest standards to make sure we live up to that trust.

# Building a Retirement Strategy, Needs a Solid Target.

Risks – Avoiding them should always come to mind when you think about (and plan for) your retirement years.

Investing your monies in equities (stocks) makes sense because of their unlimited growth potential; however, there are risks involved, such as the risk of losing your principal investment and/or the investments are not providing enough growth.

Bonds may also come to mind as appropriate investments because of annual fixed rates of returns; however, there are risks involved here too, such as the risk of the bond's issuer calling it in before maturity and, if you needed to sell it before maturity, the risk of receiving less than your principal due to current market prices.

Consider a fixed deferred annuity, like Guardian Fixed Target Annuity<sup>SM</sup>, issued by The Guardian Insurance & Annuity Company, Inc. (GIAC). GIAC guarantees your principal through its strength and claims-paying ability. The annuity also offers you:

- **NO RISK** of being called in before maturity by us;
- **NO RISK** of annuity's withdrawal value being negatively affected by market conditions; and
- **NO RISK** of not knowing how much your principal will earn each year.

There are other features of the annuity that you may also wish to consider when evaluating it to be a part of your plan for retirement.

## Fixed Annuity

A fixed annuity is a financial product issued by an insurance company. The insurance company guarantees your principal (your initial single premium payment) subject to any withdrawals and surrender charges, a fixed interest rate of return and, when annuitized, a regular stream of income. These guarantees are backed by the strength and claims-paying ability of the issuing insurance company.



# Choosing a Target Based on Your Needs and Goals

## **Guardian Fixed Target Annuity<sup>SM</sup>**

**Maximum Issue Age:**  
85

**Minimum Purchase:**  
\$5,000

**Maximum Purchase:**  
\$1 million

**Guaranteed Interest Periods:**  
3, 4, 5, 6, 7, 8, 9 and 10 year maturities

### **Markets:**

- Non-qualified
- Trusts – Grantor and non-grantor.
- Qualified – IRA, Roth IRA, SEP/SIMPLE IRAs

**Annual Fees:**  
None

**Free Look Period:**  
Cancel the annuity without surrender charges:

- 10 days after receipt of the contract, depending on the state where the annuity is issued.

Guardian Fixed Target Annuity<sup>SM</sup> offers multiple guaranteed interest periods for you to choose from, based on your needs and goals, that provide a fixed rate of return each year based on the option's maturity period.

Guardian Fixed Target Annuity<sup>SM</sup> offers fixed guaranteed interest periods with maturities of 3 to 10 years (subject to state availability). All maturities may not be available at all times or through all distribution channels. At the end of your selected maturity period, you may:

- Renew your annuity's accumulation value into any available guaranteed interest period (a new surrender charge schedule will apply); or
- Transfer into the annuity's One-Year Guaranteed Interest Period, which is also the default renewal option if we do not receive any instructions from you.

## **One-Year Guaranteed Interest Period**

At the end of your maturity period, Guardian Fixed Target Annuity<sup>SM</sup> offers a one-year guaranteed interest period. This option allows you to keep your annuity's accumulation value growing tax-deferred through a fixed rate of return guaranteed for one year.

It is also liquid for your needs because any amount in this option may be withdrawn free of surrender charges. When you are ready, you may transfer 100% of your current balance in this option into any available guaranteed interest period.

You should know that interest is withdrawn first before premium and any withdrawal of interest is subject to ordinary income tax, and may be subject to a 10% penalty tax if withdrawn before you have attained the age of 59 ½.



# Once Your Target is Set, It won't Change Due to Any Market Condition

Guardian Fixed Target Annuity<sup>SM</sup> does not have any market value adjustment (MVA) when accessing monies before maturity like some other fixed annuities do.

From day one, you will know the ending value at maturity of your selected initial guaranteed interest period based on the annual fixed interest rate issued to the annuity when it was first purchased. No other adjustment will be made on any withdrawals above the annual free withdrawal amount (see below) other than applicable surrender charges.

Your annuity's surrender charge schedule will match the maturity of the selected guaranteed interest period, with a maximum surrender charge schedule of 7 contract years. For example, a guaranteed interest period with a 5 year maturity will have a 5 year surrender charge schedule. A guaranteed interest period with a 10 year maturity will have the maximum 7 year surrender charge schedule.

## 10% Free Withdrawal Amount (FWA)

Events in life may cause you to withdraw money from your annuity earlier than expected; therefore, it's good to know that you may access 10% of the annuity's value on the later of the first day of the current guaranteed interest period or an anniversary of that date free of any surrender charge each contract year. During the first contract year, this will equal 10% of the premium used to purchase the annuity. The 10% FWA is non-cumulative; meaning any amount not withdrawn as a FWA during a contract year cannot be added to the next contract year's FWA.

You should know that interest is withdrawn first before premium and any withdrawal of interest is subject to ordinary income tax, and may be subject to a 10% penalty tax if withdrawn before you have attained the age of 59 ½.

## Surrender Charge Schedules

Percentage charge applied to any monies withdrawn that exceed the annual free withdrawal amount.

### Initial Purchase:

- 3 Year Maturity: 7%, 7%, 7%
- 4 Year Maturity: 7%, 7%, 7%, 6%
- 5 Year Maturity: 7%, 7%, 7%, 6%, 5%
- 6 Year Maturity: 7%, 7%, 7%, 6%, 5%, 4%
- 7, 8, 9, and 10 Year Maturities: 7%, 7%, 7%, 6%, 5%, 4%, 3%

### Upon Renewal:

- 3 Year Maturity: 6%, 6%, 6%
- 4 Year Maturity: 6%, 6%, 6%, 5%
- 5 Year Maturity: 6%, 6%, 6%, 5%, 4%
- 6 Year Maturity: 6%, 6%, 6%, 5%, 4%, 3%
- 7, 8, 9 and 10 Year Maturities: 6%, 6%, 6%, 5%, 4%, 3%, 2%

### One-Year Guaranteed Period:

No surrender charges and only available on maturity.



# A Fixed Target Benefits from Tax-Deferred Growth

## **Important Note about Tax-Deferred Annuities and IRAs**

There are no additional tax benefits if you purchase the annuity to fund an IRA or qualified retirement plan. Therefore, you should use a fixed deferred annuity in such retirement plans only if the insurance benefits (e.g., death benefits, income-for-life payouts) merit the annuity.

As a fixed deferred annuity, Guardian Fixed Target Annuity<sup>SM</sup> offer special tax treatment on the interest earned that remains in the annuity.

Unlike traditional investment accounts where taxes are owed annually on any interest earned, dividends paid or investment gains made (even when reinvested), you do not have to pay any federal income tax on the interest earned in the Guardian Fixed Target Annuity<sup>SM</sup> until it is withdrawn.

## **Compounding Growth**

All interest that remains in the annuity also earns interest. This is called compounding growth. This growth can continue for a very long time as you keep renewing your annuity, up until the contract anniversary following the 100th birthday of the person named as the annuitant, on whose life the contract is based.

## **Tiered Interest Rates**

When the Guardian Fixed Target Annuity<sup>SM</sup> is purchased with premium of \$100,000 or more, the interest rate will be higher than a contract purchased with a lower premium. If upon renewal the annuity's accumulation value equals \$100,000 or more, your annuity will earn the higher tiered interest rate available at that time. There is no higher tiered interest rate for the one-year guaranteed interest period.

# Renewing Your Target Based on Your Current Needs and Goals

Guardian Fixed Target Annuity<sup>SM</sup> offers you the flexibility to renew into any available guaranteed interest period or the one-year guaranteed interest period when your initial maturity ends.

When your selected guaranteed interest period matures, you may renew 100% of the annuity's accumulation value into the same option or into any available guaranteed interest period.

During a 31 day period, which begins on the first day of renewal, you may fully surrender the annuity free of surrender charges. After this time has elapsed, surrender charges will apply based on the selected guaranteed interest period.

At maturity, you may also transfer 100% of your annuity's accumulation value to the one-year guaranteed interest period, which is also the default renewal option if we do not receive any instructions from you. There are no surrender charges on amounts in this option.

Upon renewal into any other guaranteed interest period other than the one-year guaranteed interest period, the surrender charge schedule begins on the first day of renewal into that guaranteed interest period.

When you make your choice, the interest rate will be whatever rate is available at that time for the selected maturity period.

## **For Fixed Annuities Issued in The State of Florida:**

At time of maturity, the only guaranteed interest periods for renewal will be those periods with surrender charge schedules that do not extend past age 75 of the owner or annuitant. If the owner or annuitant will be age 75 or older at time of maturity, only the one-year guaranteed interest period will be available for renewal.



# Turning the Target into Guaranteed Income for Life

## Joint Life Annuity with Survivorship Benefit

The Life Annuity Options with and without Guaranteed Period may be issued as joint life options. The annuity payments are based on, and will last for, the lives of two annuitants. After the first death, the annuity payments are continued based on a survivor percentage rate of 5% to 100% (selected at time of annuitization and cannot be changed thereafter). This survivor rate is not applied until the end of a guaranteed period, if any.

Guardian Fixed Target Annuity<sup>SM</sup> offers you various annuity payment options for you to turn the annuity's accumulation value into guaranteed income.

Annuities are designed to provide income, largely to help support your lifestyle during retirement. Any time after the first contract year, you can turn your Guardian Fixed Target Annuity<sup>SM</sup> into a stream of guaranteed annuity payments. The process of turning your annuity into guaranteed payments is called “annuitization” or “annuitizing the annuity.” The annuity payments options, which are subject to state availability, in Guardian Fixed Target Annuity<sup>SM</sup> are:

- **Life Annuity without Guaranteed Period** - Provides the highest payout to you in return for the annuity payments ending upon the death of the person named as the annuitant.
- **Life Annuity with Guaranteed Period** – Offers lifetime annuity payments and guaranteed periods of 5 to 30 years.
- **Period Certain** - Provides annuity payments for a specific period of time of 5 to 30 years. After this time period ends, the annuity payments will end.

## About Annuity Payment Guaranteed Periods

If the person named as the annuitant (if not you) were to die during the guaranteed period, the annuity payments continue to you until the period ends. If the annuitant dies after the guaranteed period, the annuity payments will end at that time. For non-qualified contracts, the guaranteed period cannot exceed 100 minus the annuitant's age. For qualified contracts, the guaranteed period cannot exceed the annuitant's life expectancy.

Once annuity payments begin, withdrawals (including surrenders) are prohibited. For Life Annuity without Guaranteed Period there is a possibility that the aggregate payments received will equal less than the annuity's accumulation value depending on when the annuitant dies during the payout period.



# Passing Your Annuity as a Legacy to Your Loved Ones

You can take comfort in knowing that the Guardian Fixed Target Annuity<sup>SM</sup> automatically comes with a death benefit feature to provide a financial benefit to your heirs.

Prior to annuitization, the annuity's death benefit equals the annuity's accumulation value on the day we receive proof of the death of any owner on the contract. The death benefit will be free of any surrender charge and is paid to whomever is named as the beneficiary of the annuity, which may be multiple individuals or institutions.

## Spousal Continuation

If your spouse is named as the sole primary beneficiary or joint owner, he/she may assume ownership of the annuity. The guaranteed interest period's maturity period will continue, but the annuity will be free of any surrender charges.

When the guaranteed interest period matures, your spouse may transfer 100% of the annuity's accumulation value to the one-year guaranteed interest period, make partial withdrawals, or renew 100% of the annuity's accumulation value into any available guaranteed interest period, which will have a new surrender charge schedule.

## For Non-Spousal Deferral

If the beneficiary of the annuity is someone other than your spouse, he/she may defer receiving the annuity's death benefit for up to 5 years. During deferral, the current guaranteed interest period will continue but its remaining time until maturity cannot pass 5 years. Renewal into a new guaranteed interest period is not permitted.



# A Targeted Retirement with Reduced Risk is the End Goal for You

As noted at the beginning of this brochure, there are risks that individuals face when preparing for and entering into retirement. You can take action steps today to help prepare your finances to face these risks.

Work with your financial professional or trusted agent to explore the benefits of owning a Guardian Fixed Target Annuity<sup>SM</sup>. Remember, GIAC guarantees your principal through its strength and claims-paying ability and when owning a Guardian Fixed Target Annuity<sup>SM</sup> there is:

- **NO RISK** of the annuity being called in before maturity by us;
- **NO RISK** of annuity's withdrawal value being negatively affected by market conditions; and
- **NO RISK** of not knowing how much your principal will earn each year.

Today may be a good day to consider purchasing the Guardian Fixed Target Annuity<sup>SM</sup> so that your plan for retirement has a solid target that you can set your sights on.





**This document is not a legal contract. For exact terms and conditions, please refer to the annuity contract.**

**There is no additional tax deferral benefit for annuity contracts purchased in an IRA or other tax-qualified plan, since these are already afforded tax-deferred status. Thus, an annuity should be purchased in an IRA or qualified plan if you value some of the other features of the annuity.**

**The information provided herein is not written or intended as tax or legal advice and may not be relied on for purposes of avoiding any federal tax penalties. This brochure supports the promotion and marketing of this annuity.**

**Current tax law is subject to interpretation and legislative change. Tax results and the appropriateness of any product for any specific taxpayer may vary depending on the particular set of facts and circumstances. Entities or persons distributing this information are not authorized to give tax or legal advice. Individuals are encouraged to seek specific advice from their personal tax or legal counsel.**

Guardian Fixed Target Annuity<sup>SM</sup> is a service mark of and is issued by The Guardian Insurance & Annuity Company, Inc. (GIAC), a Delaware corporation whose principal place of business is 7 Hanover Square, New York, NY 10004. 1-888-482-7342.

GIAC is a wholly owned subsidiary of The Guardian Life Insurance Company of America.

By providing this material, Guardian is not undertaking to provide investment advice for any specific individual or situation, or to otherwise act in a fiduciary capacity.

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Product availability and features may vary by state.

Principal, stated interest rates and other contract guarantees are guaranteed solely by the claims-paying ability of The Guardian Insurance & Annuity Company, Inc.

For more information about GIAC's Guardian Fixed Target Annuities<sup>SM</sup> or to obtain current guaranteed interest rates, please contact your investment professional or call GIAC at 1-888-GUARDIAN (1-888-482-7342).

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