

**A fixed annuity offering  
index-linked performance  
and downside protection**

# MARKET TEN BONUS INDEX<sup>®</sup> ANNUITY

Featuring a 6% premium bonus on premium paid during  
the first five years

When creating a strategy for your financial future, you generally face a tradeoff between risk and reward.

A fixed index annuity offers protection against downside risk, and the opportunity to participate in the upside of indices.

**MARKETTEN BONUS INDEX** from EquiTrust Life Insurance Company® gives you the benefits when markets are rising, and protection when they're fluctuating. Plus, there are tax advantages to owning a fixed annuity.

And the bonus isn't just in the name. EquiTrust will immediately credit your contract an extra 6% on any premiums paid during the first five contract years.

**MARKETTEN BONUS INDEX** enables you to:

- Lock in S&P 500®<sup>01</sup> gains
- Avoid market losses – guaranteed<sup>2</sup>

## When the Market is Up...You're Up! When it's Down ...You're Not!

**MARKETTEN BONUS INDEX** annuity never exposes your principal to market risk. You share only in index gains...not the losses. And you benefit from tax-deferred earnings, withdrawal privileges,<sup>3</sup> built-in guarantees and 6% premium bonus for five years – all without investing directly in the stock market.

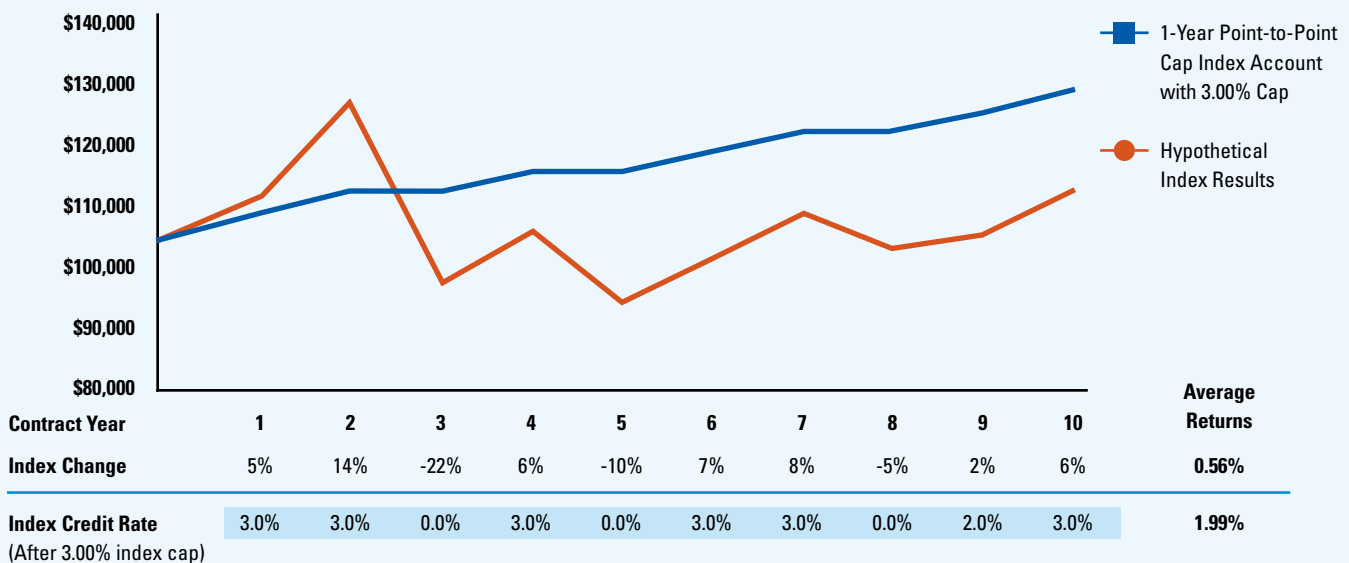
You may choose among several accounts. The 1-Year Interest Account earns a traditional interest rate, and a variety of Index Accounts that earn credits based on changes in the S&P 500®.

On appropriate contract anniversaries, index credits are determined on Index Accounts and applied to your contract's current Accumulation Value. If the Index continues steady growth, your Accumulation Value grows. If the Index declines, your Accumulation Value is simply unchanged from the preceding period's Accumulation Value.

At the end of the surrender charge period, you have access to your contract's full Accumulation Value with no surrender charges. You are guaranteed an Accumulation Value no less than 100% of your premiums accumulated at the Minimum Guaranteed Contract Rate at the end of ten years. However, by leaving your money in **MARKETTEN BONUS INDEX** beyond the surrender charge period, you continue to earn interest and index credits on a tax-deferred basis.

## The Impact of Market Fluctuation

This hypothetical illustration shows the increasing accumulation values during years where the index value has positive increases, and unchanged Accumulation Values when the index value declines. The illustration assumes 100% of the initial premium is allocated to the 1-Year Point-to-Point Cap Index Account, including the 6% premium bonus.



This hypothetical illustration should not be considered representative of current or future performance. The example assumes no surrender or withdrawals. Current interest rates and index cap rates may change each indexing period. All rates used in this illustration are hypothetical and subject to change. Ask your agent for current rates.

## You Control Your Money... Going In *and* Coming Out

### FLEXIBLE PREMIUMS

After making your initial premium payment, you may add subsequent premiums at any time. Your entire premium amount and 6% premium bonus (on premiums added during the first five years) are credited to the Accumulation Value. Additional premium payments are directed to the 1-Year Interest Account until the next contract anniversary, at which time they can be reallocated. If you would like all initial premiums to be allocated to the index accounts, you may authorize the Company to wait to issue the contract until all specified premiums are received. You may allocate your premiums among the following crediting accounts.

### FIXED RATE ACCOUNT

- **1-Year Interest Account** – A one-year fixed interest rate is set when your contract is issued. The rate is set annually, and provides a guaranteed rate. For any subsequent premiums received during the contract year, interest is credited based on the fixed rate declared at the beginning of the contract year.

### S&P 500® INDEX-BASED ACCOUNTS

- **1-Year Point-to-Point Cap Index Account** – If the index value at the end of the contract year is greater than the index value at the beginning of the contract year, you receive index credits based on that increase, subject to a specified cap. The cap is reset annually.
- **1-Year Monthly Average Cap Index Account** – If the average of the monthly index values for the contract year is greater than the index value at the beginning of the contract year, you receive index credits based on that increase, subject to a specified cap. The cap is reset annually.
- **1-Year Monthly Average Participation Index Account** – If the average of the monthly index values for the contract year is greater than the index value at the beginning of the contract year, you receive index credits based on that increase multiplied by the participation rate. The participation rate is reset annually.
- **1-Year Monthly Cap Index Account** – Index crediting for this account is based on the cumulative sum of capped monthly index changes over a one-year period. Each of the monthly gains is subject to a cap, but there is no floor on monthly declines. Index credits are calculated on an annual basis and will never be less than zero. The monthly cap is reset annually.
- **2-Year Monthly Average Cap Index Account** – If the average of the monthly index values over two contract years is greater than the index value at the beginning of the index period, you receive index credits based on that increase up to a specified cap. The cap is reset every two years.

## EquiTrust Is a Name You Can Trust

When you choose EquiTrust as a financial partner, you can rest assured your annuity contract is backed by conservative investment strategies, anchored by a disciplined and diversified management style. EquiTrust is supported by a history of success, experience and strength. Magic Johnson Enterprises – a diversified consortium of business entities and partnerships – owns a controlling interest in EquiTrust.

### ACCOUNT TRANSFERS

On each contract anniversary, you may transfer money among the various accounts offered in your contract. Transfers out of a two-year account are allowed only at the end of each two-year period.

### ALLOCATION OF ADDITIONAL PREMIUMS

You may request a change to your current premium allocations at any time; any reallocation request will take effect on the following contract anniversary and will apply only to any additional contributions during the current contract year.

### FREE WITHDRAWALS

You may withdraw up to 10% of the accumulation value each year, after the first contract year, without paying any charges.<sup>3</sup>

### LUMP-SUM PAYMENT OPTION

Your contract's cash surrender value is available to you as a lump sum at any time. Surrender charges are in effect during the first 10 contract years, are a percentage of the Accumulation Value, and decline annually: 10, 10, 10, 10, 8.5, 7, 5.5, 4, 3 and 1.5%.<sup>4</sup> In addition, early surrenders or withdrawals over 10% may be subject to a Market Value Adjustment<sup>5</sup> (MVA). At the end of the surrender charge period, your cash surrender value will equal the full Accumulation Value. Ask your agent/producer for more details on the MVA, or refer to your contract.

### PREMIUM BONUS

The 6% premium bonus is added immediately to all premium payments made during the first five years, and is a permanent part of your Accumulation Value. You then earn interest and index credits on your premium and 6% bonus. If you surrender your contract, a surrender charge and MVA<sup>5</sup> may be applied to the full Accumulation Value, but you don't lose your bonus. In the event of your death, 100% of your premium bonus is included in the death benefit.

### THE VALUE OF TAX DEFERRAL

Currently, all interest income earned on an annuity accumulates on a tax-deferred basis. No income taxes are payable until you receive a payment from your contract. If you are under age 59 ½ at the time of withdrawal, an additional 10% IRS penalty may be imposed.<sup>6</sup>

### MINIMUM GUARANTEED CONTRACT VALUE

You are guaranteed to receive no less than 100% of your premiums – less any partial withdrawals – accumulated at the minimum guaranteed contract rate, less surrender charges. Ask your agent/producer for the minimum guaranteed rate.

### RETURN OF PREMIUM RIDER

As an additional guarantee, if the contract is surrendered, you will receive your premiums – less any partial withdrawals. The Return of Premium Rider is included at no additional charge.

### NURSING HOME WAIVER

For additional peace of mind, your contract includes a Nursing Home Waiver. If you are confined to a nursing home or hospital for 90 days or more, your contract Accumulation Value will be available without surrender charges or MVA<sup>5</sup> beginning in the second contract year and during your confinement. There is no charge for this waiver.

### TERMINAL ILLNESS RIDER

If you are diagnosed with a terminal illness, charges will be waived for a withdrawal of up to 75% of the Accumulation Value.<sup>7</sup> There is no charge for this rider.

### BENEFITS UPON DEATH OF OWNER

If you die, the full accumulation value is paid to the beneficiary, without surrender charges or MVA.<sup>5</sup>

### FREE-LOOK PERIOD

After your contract is issued, you have a specified number of days to review it; see your contract for complete details. If you are not completely satisfied with the terms, you may return the contract and receive 100% of your premiums paid, minus any prior withdrawals.

## Income Rider

This optional benefit offers:

- Lifetime income based on 6.5% accumulation for up to 10 years.
- A guaranteed<sup>2</sup> income stream for life – without annuitizing.<sup>8</sup>
- The ability to double your income for up to five years in the event of a chronic illness.
- Flexibility and control to start and stop income payments when you choose.
- All of this while maintaining your annuity benefits!

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

### INCOME WITHDRAWAL AMOUNT

How payments are calculated:

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

At each contract anniversary, your Income Withdrawal amount will be recalculated as the greater of the prior year's Income Withdrawal amount, or the original Income Withdrawal Percentage multiplied by the current Benefit Base.

### INCOME WITHDRAWAL PERCENTAGE

The Withdrawal Percentage is based on your age at the time you first elect to receive Income Withdrawals. 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
50-54	3.25%	2.75%
55-59	3.75%	3.25%
60-64	4.25%	3.75%
65-69	4.75%	4.25%
70-74	5.25%	4.75%
75-79	5.75%	5.25%
80-84	6.25%	5.75%
85-89	6.75%	6.25%
90+	7.25%	6.75%

### BENEFIT BASE

The Benefit Base is equal to all premiums and premium bonuses, less withdrawals, compounded at 6.5% for up to 10 years, or the start of Income Withdrawals, if earlier.<sup>3</sup>

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.

## INCOME WITHDRAWAL RULES

Income Withdrawals may begin anytime after the first contract year and age 50 (both owners). Unlike annuitization, the Income Rider 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.

Waiting to start Income Withdrawals can significantly increase income over the remaining years.

ISSUE AGE	\$100,000 Premium Annual Income Withdrawal Starting After:		
	1 YEAR	5 YEARS	10 YEARS
60	\$4,798	\$6,898	\$10,446
65	\$5,362	\$7,625	\$11,441
70	\$5,927	\$8,351	\$12,436
75	\$6,491	\$9,077	\$13,431

## RIDER CHARGE

The annual rider fee is 1% of your Accumulation Value on each contract anniversary. The fee is deducted proportionately from each crediting account.

## CREDITED RATE NOTICE

The election of the Income Rider may result in lower cap rates, participation rates or interest rate. Combined with the annual rider fee, these lower rates may result in a lower Accumulation Value. This applies for the life of your contract, even if the Income Rider is subsequently terminated.

## ADDITIONAL PREMIUMS

The Benefit Base will be increased by any additional premiums, including a 6% bonus on premiums received in the first five years. Additional premiums are not allowed after the start of 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 Income Rider features Enhanced Income Withdrawals – included at no additional cost.

If you become 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 original income payment amount resumes when Enhanced Income Withdrawals end.

Enhanced Income Withdrawals may be utilized after the annuity contract has 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 certified by a physician annually.

## INCOME RIDER ISSUE REQUIREMENTS

The owner must be 40 or older to elect the Income Rider. The rider 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; spouse may include domestic partner (in some cases, but does not include spousal continuation).

## 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 Market Value Adjustment.<sup>5</sup>
- Excess Withdrawals reduce future Income Withdrawals and the Benefit Base proportionately to the reduction in Accumulation Value.

## 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 upon your request. Once the rider is terminated, it cannot be restarted. The rider will be terminated automatically upon:

- Death of first contract owner, unless spousal continuation is elected
- Full surrender
- Annuitization<sup>8</sup>
- 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

## For More Information

This is a summary only of **MARKETTEN BONUS INDEX**. The product availability and certain provisions may vary by state. Ask your agent/producer or the company for complete contract provisions and details before purchasing.



### EquiTrust Life Insurance Company

7100 Westown Pkwy Suite 200  
West Des Moines, IA 50266-2521  
877-249-3694 • www.EquiTrust.com

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<sup>2</sup>The guarantees expressed in this brochure are based on the claims-paying ability of EquiTrust Life Insurance Company.

<sup>3</sup>Surrender of the contract may be subject to surrender charges or market value adjustment. Withdrawals before age 59½ may result in a 10% IRS penalty tax. Withdrawals do not participate in index growth. If the Income Rider is elected, any withdrawals prior to the start of Income Withdrawals will reduce the Benefit Base proportionately.

<sup>4</sup>The surrender charge period and surrender charges may vary by state. CA – 9 Years: 8.3, 7.4, 6.5, 5.6, 4.7, 3.8, 2.9, 1.9 and 0.9%; DE – 10 Years: 9, 8, 7, 6.5, 5.5, 4.5, 3.5, 2.5, 1.5 and 0.5%

<sup>5</sup>Market Value Adjustment does not apply in CA and DE.

<sup>6</sup>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.

<sup>7</sup>Terminal Illness Rider features may vary by state.

<sup>8</sup>Annuitization prior to the Income Date is not offered in TX.

Contract issued on Contract Form Series ICC18-ET-MTB-2000(06-18) or ET-MTB-2000(06-07). Riders issued on Form Series ICC16-ET-IBR-FIXED(07-16) or ET-IBR(06-08); ICC17-ET-IBR-ER-A(04-17) or ET-IBR-ER-A(04-17); ICC17-ET-FIXED-ROP(02-17) or ET-FIXED-ROP(02-17); ICC18-430-NHW(06-18) or 430-NHW(08-03); and ICC16-ET-TI(10-16) or ET-TI(10-16). Index accounts issued on Form Series ICC18-ET-2PC(05-18), ICC18-ET-MAVG(05-18), ICC18-ET-1AP(05-18), ICC18-ET-1MC(05-18) or ICC18-ET-2YR(05-18).

This brochure briefly highlights EquiTrust Life Insurance Company's MarketTen Bonus Index annuity contract and its benefits. For costs and complete details of coverage, including any exclusions, reductions or limitations, and the terms under which the contract may be continued in force, contact your agent/producer. 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.

IRAs/qualified plans are already tax deferred; consider other annuity features.

**ANNUITY AND INSURANCE PRODUCTS ARE NOT DEPOSITS NOR ARE THEY GUARANTEED BY ANY BANK. THEY ARE NOT INSURED BY THE FEDERAL DEPOSIT INSURANCE CORPORATION (FDIC) OR ANY OTHER AGENCY OF THE FEDERAL GOVERNMENT. CERTAIN PRODUCTS MAY LOSE VALUE**