

AccountMax

SINGLE PREMIUM DEFERRED FIXED ANNUITY



CLIENT GUIDE



**Columbus Life
Insurance Company**

A member of Western & Southern Financial Group



It's comforting when you know you have protected your own financial future as well as provided for your loved ones.

AccountMax provides an additional way for you to plan for your retirement, while enjoying tax-deferred growth and the opportunity to receive a stream of income for as long as you live.

With AccountMax, your money has the ability to grow faster than in a currently taxed alternative paying the same fixed rate. Additionally, since taxes are not owed until you begin receiving interest income,¹ you control when you pay taxes.

Furthermore, an annuity's estate-planning benefits may help with asset protection and distribution to your beneficiaries in the way you intended. It's comforting to know you have provided for your loved ones.

Competitive Rate Guarantee

Columbus Life's AccountMax is a single-premium deferred fixed annuity that can provide favorable interest crediting. Currently, you may lock in guaranteed rates for either seven or 10 years. At the end of the renewal period, the contract will be credited with an annual renewal rate. The minimum guaranteed rate is specified in the contract when issued and by law must be between 1 and 3 percent.

First-Year Interest Rate Enhancement Maximizes Your AccountMax

Your initial rate includes a special 2 percent interest rate enhancement guaranteed for one year. Following the first year, the initial rate less the enhancement will be guaranteed for the remainder of the period you selected.

No Current Taxes²

Interest earnings grow tax-deferred until withdrawn, usually at retirement age. Contract values have the ability to grow faster than they would in a currently taxed fixed alternative paying the same rate.

¹ This applies to non qualified contracts. If a qualified contract, taxes will be owed upon any distribution.

² An annuity contract's growth, if applicable, is taxable as ordinary income to the beneficiary and does not qualify for the favorable tax treatment allowed to life insurance by Section 101(a) of the Internal Revenue Code. Life insurance proceeds generally pass income tax-free to the beneficiary. However, both may be included as estate tax property for inheritance tax purposes (federal and, if applicable, state).



Minimum Premium Requirements

The minimum single-premium payment is \$10,000.

Issue Ages

18–89 tax-qualified (only transfer and rollover money after age 69) and non qualified.

(If there are joint owners, both must satisfy the age limit, since a death benefit may be paid upon the first death.)

Retirement Plans

Tax-qualified plans offered with this product include IRA rollovers and transfers, including SEP and Roth IRA.

Market Value Adjustment

During your guarantee period, your AccountMax annuity offers the Market Value Adjustment (MVA) feature. An MVA would apply to all withdrawals taken during the guarantee period, except those that qualify as required minimum distributions under federal tax law.

The MVA reflects the impact of changes in market interest rates between the time your guarantee period was selected and the time of the withdrawal. Decreases in the prevailing rates of more than 0.25 percent would produce a positive adjustment to the contract value; decreases of less than 0.25 percent and increases would produce a negative adjustment. *Under no circumstances will the MVA result in an amount less than the premium paid, adjusted for any distributions, accumulated at the guaranteed rate specified in the contract, which by law must be between 1 and 3 percent.*

Easy Access

For financial flexibility, a portion of your contract value is available free of surrender charge.

- Up to 10 percent of accumulated value may be withdrawn each year without a surrender charge. All withdrawals during a guaranteed period are subject to a market value adjustment. The minimum withdrawal is \$250, and at least \$2,500 must remain in the account after the withdrawal.³
- Systematic withdrawals of either the 10 percent free amount or the interest earnings are available annually without a surrender charge. The minimum withdrawal is \$100 (\$50 if electronic funds transfer) and is available on a monthly, quarterly, semiannual or annual basis.⁴ Systematic withdrawals are not available with Roth IRA plans.

Surrender Charges

A charge applies only to amounts in excess of the free withdrawal provisions and decreases based on the number of years that have elapsed since the premium payment was received. The surrender charge will vary based on the year and corresponding percentage of the amount withdrawn:

Year	1	2	3	4	5	6	7	8+
Charge	7%	7%	7%	6%	5%	4%	3%	0%

³ Withdrawals will reduce the contract value.

⁴ This applies to non qualified contracts. If a qualified contract, taxes will be owed upon any distribution.

Waiver of Surrender Charge

In addition to the access described under Easy Access, there is no surrender charge:

- If the annuitant or owner is confined to a long-term care facility or hospital at the time of surrender and has been so confined for at least 30 consecutive days (subject to specific rider terms and availability).⁴
- If the owner is diagnosed with a terminal illness and has a life expectancy of no more than 12 months (subject to specific rider terms and availability).⁴
- For scheduled 72(t) distributions⁴ and IRS-required minimum distributions. (This is by current company practice and is not guaranteed.)
- Upon the death of the owner(s).





Your Income Payout Options

Customize your income payment options to fit your needs. Columbus Life offers several options so you can choose to elect income payment when you need it.

Choosing Your Guaranteed Income Options

A variety of guaranteed income options is available.⁵ You may choose from among scheduled payments guaranteed to continue for a lifetime, income payments for a period of time or even a one-time payment. Income payment guarantees are backed by the claims-paying ability of Columbus Life Insurance Company.

Income Payment Options (Annuitization)

Owners have multiple options to annuitize the contract for income, including payments for one or two lives:

- Default income payment option is a monthly annuity payment for life, 10 years certain.

- Life income, 20 years certain.
- Fixed period or fixed amount.
- Life income.
- Joint and survivor income, at 100, 75, 66⅔ or 50 percent to survivor.

Estate-Planning Benefit

Upon the death of the owner, Columbus Life guarantees that the legally designated beneficiary will receive the current contract value at the time of distribution, avoiding the delays, expense and publicity of probate. No surrender charge or market value adjustment applies.

⁵ Withdrawals and earnings are subject to income tax. Withdrawals prior to age 59½ may incur an IRS 10 percent penalty tax. All withdrawals and payments during a guarantee period, except death benefits and required minimum distributions, are subject to a market value adjustment. Systematic withdrawals are not available if partial withdrawals have been made in the same contract year.

Enhanced Death Benefit

After-Tax Value Is What Matters Most

When it comes to planning your financial future, an annuity's estate planning benefit can help protect and distribute your assets to your beneficiaries in the way you intended.

Because an annuity's growth is taxable as ordinary income, it's important to consider how much your contract might be worth after taxes. Think about it. Your beneficiaries may have to use some of the gains in your annuity to pay taxes at your death. Columbus Life's **Enhanced Death Benefit**⁶ option helps preserve the after-tax value of your contract.

The Enhanced Death Benefit Rider option helps allow you to:

- Maximize the annuity's death benefit.
- Provide general wealth transfer to your beneficiaries.
- Realize substantial gain before the benefit is capped.
- Compensate for taxes and expenses.

What Does the Benefit Do?

The Enhanced Death Benefit Rider option provides an additional amount to help offset the potential tax liability or other expenses your beneficiaries may incur at your death. Depending on your age when you purchase the contract, the rider will pay an extra death benefit of up to 40 percent of your contract earnings, as defined in the rider. This benefit can be as much as 100 percent of your net premium payment.⁷

Rest assured, once selected, the annual cost (as shown below) of the benefit will remain level as you grow older.⁸ And payment is guaranteed by Columbus Life Insurance Company, recognized for its outstanding financial strength and stability.

How Does the Benefit Work?

The amount payable from the Enhanced Death Benefit is calculated as a percentage of the gain in the contract, either 40 percent or 25 percent, based on the oldest owner's age at contract issue. The gain is equal to the contract value minus the net premium payment.⁹

The benefit must be elected at the time the annuity is purchased and will continue for the life of the contract. If a spouse is elected as beneficiary and elects to continue the annuity, the benefit option is also continued and paid instead at the spouse's death to the new beneficiary at that time.⁹

It's a relatively inexpensive option that can add up to significant benefits for its recipients.

Enhanced Death Benefit Terms

Issue Age ¹⁰	Benefit Percent ¹¹ (as percent of "contract earnings")	Annual Cost ⁸ (as percent of contract value)	Maximum Benefit (as percent of net premium ⁷)
0-69	40%	0.20%	100%
70-79	25%	0.35%	100%
80 and over	N/A	N/A	N/A

⁶ The Enhanced Death Benefit option is available by rider for an additional cost. Availability varies by state.

⁷ The net premium payment is the premium received under the contract less adjustments for gross withdrawals in proportion to the contract value.

⁸ The charge is collected by reducing the current annual interest rate credited to the contract value. Charges are for the lifetime of the contract. As the contract value increases, the dollar amount of the charge will increase.

⁹ Assumes a properly structured contract. If the surviving spouse is age 80 or older at the original owner's death and continues the contract, there will be no benefit and the rider will terminate.

¹⁰ The additional death benefit is determined by the oldest owner's age on the contract date.

¹¹ The benefit percentage is multiplied by the contract earnings to determine the benefit payable (subject to the maximum benefit cap).

Getting Started

Your Columbus Life representative is available to discuss the need for additional wealth accumulation for retirement or estate value, or the financial and tax advantages of reallocating dormant, currently taxed assets into a tax-deferred AccountMax Annuity. **To learn more, ask to see a personalized AccountMax illustration based on your financial goals.**

Why Columbus Life?

When you consider financial services and products, the resources and expertise of the financial services provider are paramount. Columbus Life Insurance Company is a leader in financial security, service quality and performance excellence. We are part of Western & Southern Financial Group, a family of financial services companies whose heritage dates back to 1888 and whose assets owned (more than \$48 billion) and managed (almost \$27 billion) total more than \$75 billion as of September 30, 2018. Find out more about our financial strength and distinguished history at **ColumbusLife.com**.



Columbus Life
Insurance Company

A member of Western & Southern Financial Group

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Columbus Life Insurance Company, Cincinnati, OH, is licensed in the District of Columbia and all states except New York.

Single Premium Deferred Fixed Annuity Contract Series CL 81-I 0407, and Additional Waiver of Surrender Charge Rider Series (Terminal Illness) CLR-132 0010, Additional Waiver of Surrender Charge Rider (Long Term Care) Series CLR-133 0010, and Enhanced Death Benefit Rider Series CLR-156 0208. AccountMax is not available in all states.

Payment of the benefits of Columbus Life Insurance Company products is backed by the full financial strength of Columbus Life Insurance Company, Cincinnati, Ohio. Product and feature availability varies by state. See your financial professional for product specifications.

Earnings and pre-tax payments are subject to income tax at withdrawal. Withdrawals may be subject to charges. Withdrawals from an annuity are subject to ordinary income tax, and, if taken before age 59½, may be subject to a 10% IRS penalty. Interest rates are declared by the insurance company at annual effective rates, taking into account daily compounding of interest.

Guarantees are based on the claims paying ability of Columbus Life Insurance Company.

Annuity products are not bank products, are not a deposit, are not insured by the FDIC, nor any other federal entity, have no bank guarantee, and may lose value.

Columbus Life does not provide tax or legal advice. Please contact your tax or legal advisor regarding your situation. The information provided is for educational purposes only.

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