

## Will Rates Go Up or Down? It's Impossible to Know.

But it is possible to lock in a versatile interest strategy with a creative concept called **"laddering"**

### Laddering locks in guarantees and creates ongoing flexibility.

Laddering spreads money over the choice of rates and durations for enhanced control:

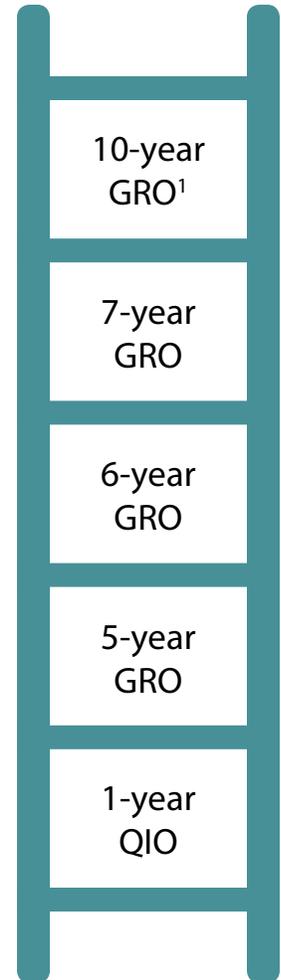
- If rates go up, you can direct your assets into shorter-term durations.
- If rates go down, your long-term interest rate guarantees are secure.

That's why laddering is a flexible financial tool. It helps enhance the ability to review short-term rates as they mature and maintain long-term guarantees as well.

### New Momentum Offers Five 'Rungs'

New Momentum flexible premium deferred annuity<sup>2</sup> is a great way to ladder funds. It offers different "rungs," or Guaranteed Rate Options (GROs), plus a Quarterly Interest Option (QIO) guaranteed for one year.

At the end of a GRO period, you may continue to ladder by transferring to existing GROs at then-current interest rates, with no withdrawal charge or transfer fee. Note that the account value may be allocated to one GRO period only. GROs may change or may not be available for renewal. Also, if you change rungs before the end of a GRO period, early transfers (as well as withdrawals and annuitizations) may result in a market value adjustment (MVA). An MVA reflects the change in the interest rates offered between when the GRO was selected and the time the MVA is applied. Generally, if interest rates have increased, the MVA reduces your contract value. Otherwise, if interest rates have decreased, the MVA increases your contract value.



*To learn more about using a ladder as a financial tool, visit [WSFinancialPartners.com](http://WSFinancialPartners.com) or call your financial professional.*

<sup>1</sup> 10-year GRO not available in Oregon.

<sup>2</sup> Single premium deferred annuity in Oregon.

A market value adjustment (MVA) will be applied to early transfers, withdrawals and, if applicable, annuitizations.

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