Ultimate One Index Series

Security, Choices, Guarantees...All in ONE.

Agent Guide

- No complicated formulas. Only one moving part: Participation Rate or Cap
- 5%* premium bonus
- Four Index Crediting Options based on the performance of the S&P 500®

Americo Ultimate One Index Series at a Glance

Issue Ages:

Ultimate One Index 9: 0-85
Ultimate One Index 9 Bonus: 0-80
Age last birthday

Minimum Premium:
$10,000

Minimum allocation to any one Index Crediting Option or the Declared Interest Account is $50.

Maximum Premium:

$1,000,000 without prior Home Office approval

Markets:

Qualified (IRA and SEP)
Non-qualified

Maturity Date:

Ultimate One Index 9:
Later of age 95 or 16 years

Ultimate One Index 9 Bonus:
Later of age 95 or 17 years

Highlights

The Americo Ultimate One Index Series® is a competitive line of indexed single premium deferred annuities focused on simplicity and guarantees.

- Two products to fit different needs:
  - Ultimate One Index 9
  - Ultimate One Index 9 Bonus
- Four simple Index Crediting Options based on the performance of the S&P 500®
- No complicated formulas! Only one moving part: Participation Rate or Cap.
- Declared Interest Account
- Annual reset – earnings locked in each year
- Full Accumulation Value death benefit
- Waiver of Surrender Charge Upon Nursing Home or Hospital Confinement Endorsement (Series 4139) (state variations may apply, not available in all states)
- 5x5 annuitization option – after the 5th policy year, surrender charges are waived if annuitization is over at least five years (not available in all states)
- Systematic monthly interest income available after 30 days on funds in the Declared Interest Account
- 5%* premium bonus on Ultimate One Index 9 Bonus

Product Specifications

Index

Standard & Poor's 500® Composite Stock Price Index without dividends.

Participation Accounts

A separate Participation Account is created for each Index Crediting Option allocation. On the Index Date immediately following the issue date of the contract, premium is transferred to Participation Accounts based on client allocations. Index Dates are the 7th, 14th, 21st, and 28th of each month. From the issue date of the contract to the first Index Date, money earns the guaranteed Declared Interest Account rate of 1%.

Index Crediting Options

Clients have the option to allocate their premium to the Declared Interest Account, and the following four index crediting options based on their situation, needs, and preferences:

- Monthly Averaging with Participation Rate
- Monthly Averaging with Cap
- Point-to-Point with Participation Rate
- Point-to-Point with Cap

All options may not always be available.

**4% premium bonus in California*

Index Crediting Methods

Monthly Averaging and Point-to-Point are two ways to determine the index rate. The indexed crediting rate applied to the participation account is the indexed rate multiplied by a declared Participation Rate or limited by a Cap. The resulting percentage is the interest rate used to credit interest to the participation account at the end of the year-long crediting period. Both methods, Monthly Averaging and Point-to-Point, utilize an annual reset feature, which means that yearly interest earnings are locked in and subsequent index values are recalculated each year.

Monthly Averaging

One of the benefits of the Ultimate One Index Series of annuities is that interest crediting rates can be based on the performance of the S&P 500 Index. Monthly Averaging is one method used to determine the Index Rate. To determine this rate, the average of the 12 monthly S&P 500 Index closing values over the year will be calculated and compared to the beginning value [(average value - beginning value) / beginning value]. The annual indexed crediting rate will be determined by adjusting this index rate by either the current Participation Rate or Cap.

Point-to-Point

Point-to-Point is another method used to determine the Index Rate. The closing values of the S&P 500 Index at the beginning and end of the year are compared [(ending value - beginning value) / beginning value]. The annual indexed crediting rate applied to the Participation Account will be determined by adjusting this index rate by the current Participation Rate or Cap.

Participation Rate

The Participation Rate is declared in advance of each year-long index period and will be guaranteed for the year-long index period. The Participation Rate is the percentage of the index rate that will be used in determining the indexed crediting rate.

Cap

The Cap is declared in advance of each year-long index period and will be guaranteed for the year-long index period. A Cap is the maximum Index Rate that may be applied to a Participation Account.

Declared Interest Account

Americo will declare the interest rate for one year for money allocated to the Declared Interest Account, but reserves the right to change the interest rate at any time for future allocations. Money will be moved to this account on the 7th, 14th, 21st, and 28th of each month. The interest rate is guaranteed to be no lower than 1%.

Current & Guaranteed Rates

Rates can be found on Americo.com or by contacting Americo Sales Support at 800.231.0801.

Premium Bonus

On Ultimate One Index 9 Bonus, premium will be credited with a 5%* premium bonus.

Americo Contact Information

Americo.com: Access product information, forms, consumer-friendly information, and download the life insurance illustration software at our agent website *www.americo.com*.

Sales Support:
800.231.0801 or
salessupport@americo.com
Monday – Friday 8 A.M. to 5 P.M., Central.

Agent Contact Center:
800.231.0801 or
pending.business@americo.com
Monday – Friday 8 A.M. to 5 P.M., central.

Submitting the Americo Application:
Submit new business applications by faxing the applications with the Faxed Application Transmittal Form (#AFSFAX2002) to 800.395.9261.

A maximum of eight applications may be sent per transmittal form. Please retain the original application(s) for your files - do not mail.

Transfers

At least 15 days before the end of an annual crediting period, the owner can notify Americo that they want all or a portion of the values in a Participation Account transferred to another Index Crediting Option or to a Declared Interest Account. Transfers from a Participation Account will only occur at the end of the crediting period. Transfers from a Declared Interest Account to an Index Crediting Option will only occur at the end of the one-year declared interest rate period.

A letter will be sent to the policyowner and the agent 45 days prior to the index date of the initial deposit. This letter will provide notification that they may transfer funds between index accounts at the index anniversary.

The minimum transfer is $50, and the remaining value of any one participation account, if any, must be at least $50.

Expense Charges

None.

Accumulation Value

The Accumulation Value is the sum of all:

- Participation Accounts
- Declared Interest Accounts
- Premium and interest not yet allocated to Participation Accounts or Declared Interest Accounts.

Guaranteed Minimum Value

The Guaranteed Minimum Value is equal to the single premium received, less any Partial Surrenders and any applicable Premium Tax, accumulated at the Guaranteed Minimum Value interest rate (guaranteed to be no less than 1% and no more than 3%), less Surrender Charges.

Withdrawals

Each year after the first year, 10% of the Accumulation Value may be withdrawn penalty-free. The minimum withdrawal is $500. The minimum remaining surrender value can be no less than $2,000.

Withdrawals will be taken from the Declared Interest Account on a "last-in first-out" (LIFO) basis. Any additional amounts needed will be taken from index options on a LIFO basis. Systematic monthly interest income is available after 30 days from the Declared Interest Account as a current company practice.

Cash Surrender Value

The Cash Surrender Value is the greater of the:

- Accumulation Value less Surrender Charges and any applicable Premium Tax, or
- Guaranteed Minimum Value

Premium Tax is a tax on gross premiums levied by a few states. The percentage amount varies by state, and when applicable, will be reflected on the client's statement.

Death Benefit

The Death Benefit is equal to the greater of the Guaranteed Minimum Value or the Accumulation Value at the death of the Owner. Interest will be credited based on the date Americo receives all proof-of-death requirements.

Income Options

The Accumulation Value may be converted into a guaranteed income after the fifth policy year. Income must be taken over at least five years. Various income options are available, including single and joint life options:

- Life income only
- Life income with fixed period certain
- Fixed period certain only
- Joint and survivor

Annual Statements

An annual statement will be mailed to the client 30 to 45 days following the contract anniversary.

Loan Provisions (403(b) only)

A loan provision is included by endorsement to the contract when it is issued as part of a qualified plan. Subject to restrictions, including those imposed by Internal Revenue Code, the owner may borrow from the Cash Surrender Value subject to a minimum of $250 and a maximum of 50 percent of the Accumulation Value not to exceed $50,000. The loan must be repaid within five years unless its purpose is to acquire the main residence of the owner. Even when the owner borrows against the policy, the entire accumulation account, including the amount borrowed, continues to grow according to the indexed rate. A loan processing charge of $25 is deducted from the Accumulation Value for each loan taken. Loans may be taken at any time while the contract is in force. Loans reduce any proceeds payable upon surrender or death.

Surrender Charge Percentage of Accumulation Value or Guaranteed Minimum Value

Ultimate One Index 9

Year	1	2	3	4	5	6	7	8	9	10
Surrender Charge	11%	10.5%	10%	9.5%	9%	8%	7%	6%	5%	0%

Ultimate One Index 9 Bonus

Year	1	2	3	4	5	6	7	8	9	10
Surrender Charge	13%	13%	12%	11%	10%	9%	8%	7%	6%	0%

State variations exist. Please contact Americo Sales Support at 800.231.0801 for Surrender Charges in your state.

Waiver of Surrender Charge Upon Nursing Home or Hospital Confinement Endorsement

(Endorsement Series 4139)

After contract issue, if the Owner is confined for at last 90 consecutive days in a qualified nursing home or hospital, all surrender charges will be waived. The surrender request plus proof of confinement must be received in the Home Office no later than 30 days after discharge. This Rider is automatically added to every contract issued at no additional cost (state variations may apply, and not available in all states).

Americo Financial Life and
Annuity Insurance Company
300 W. 11th Street
Kansas City, MO 64105

About Americo

For over 100 years, Americo Life, Inc.'s family of insurance companies has been committed to providing the life insurance and annuity products you need to protect your mortgage, family, and future.[1] We listen to what you want from an insurance policy or annuity and do our best to provide a proper solution for your individual situation.

Innovative thinking has helped us build a strong financial foundation for our business. Americo Financial Life and Annuity Insurance Company (Americo) is a member of the Americo Life Inc. family of companies. Americo Life Inc. is one of the largest, independent, privately held insurance groups in the United States[2] with $6.3 billion in assets for year-end 2016.[3]

[1]Americo Life, Inc. is a holding company and is not responsible for the financial condition or contractual obligations of its affiliate insurance companies.
[2]"Admitted Assets, Top Life Writers-2016," A.M. Best Co., as of September 2016.
[3]Information is as of year end 2016 on a consolidated basis for Americo Financial Life and Annuity Insurance Company and the other life insurance subsidiaries of Americo Life, Inc., unless otherwise indicated. Information is prepared on the basis of generally accepted accounting principles (GAAP).

Important Information

Americo Financial Life and Annuity Insurance Company is authorized to conduct business in the District of Columbia and all states except NY and VT.

Ultimate One Index 9 , Ultimate One Index 9 Bonus (Policy Series 411), and Waiver of Surrender Charge Upon Nursing Home or Hospital Confinement Endorsement (Endorsement Series 4139) are underwritten by Americo Financial Life and Annuity Insurance Company (Americo), Kansas City, MO, and may vary in accordance with state laws. Some products and benefits may not be available in all states. Some riders are optional and available for an additional cost. Certain restrictions and variations apply. Consult policy and riders for all limitations and exclusions. For exact terms and conditions, please refer to the contract.

This annuity is intended to be a long-term retirement instrument. If your client keeps this annuity only a few years, contract values may be less than the total contributions due to surrender charges, income tax and IRS penalties.

Neither Americo Financial Life and Annuity Insurance Company nor any agent representing Americo Financial Life and Annuity Insurance Company is authorized to give legal or tax advice. Please consult a qualified professional regarding the information and concepts contained in this material.

Any illustrations of future values used in a sales presentation are provided only for illustrative purposes. Any such illustration must not be regarded as guaranteed or as estimated future performance unless it is based solely on the minimum guaranteed interest rates.

The policy does not directly participate in any stock or equity investments. Refer to the policy's Annuity Disclosure for more information. Refer to your policy for the governing contractual provisions.

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