

The purpose of this communication is the solicitation of insurance. A financial representative (a licensed insurance agent/producer) may contact you.



BRIDGE® | A CASE STUDY

Increased long-term care benefits with Coverage Ratios applied to premiums paid in years 1-5

Meet Mike

Age: 65

Retirement assets:

\$300,000 in retirement accounts and other assets

Assets applied to his contract:

\$50,000 initial premium plus additional deposits

Concerns:

- Prepare for life's what-ifs, including the possibility of needing long-term care services
- Avoid burdening his children for assistance as he ages
- Preserve and grow his assets

The advantage of Coverage Ratios

Mike is assigned a 315% Coverage Ratio based on his age and underwriting class, Preferred. This ratio is multiplied by his premium to determine his Long-Term Care Benefit Base. Mike's initial premium plus 3% roll-up interest results in a Benefit Base of \$162,225¹ at the end of year one. He plans to add \$10,000 annually in years two through five.

While some solutions only apply the Coverage Ratio to the initial premium, with Bridge, Coverage Ratios apply to all premiums paid during the first five years of the contract.²

The impact of robust Coverage Ratios

Bridge compared to alternative hypothetical product that does not apply the Coverage Ratio after year one

End of year	Additional premium added	BRIDGE BY EQUITRUST Benefit Base ¹ x 315% Coverage Ratio applied to additional premium	OTHER SIMILAR PRODUCT Benefit Base ¹ — NO Coverage Ratio applied to additional premium
1	\$50,000 (initial premium; no other premiums added)	\$162,225³	\$162,225
2	\$10,000	\$199,537³	\$177,392
3	\$10,000	\$237,968³	\$193,014
4	\$10,000	\$277,552³	\$209,104
5	\$10,000	\$318,323³	\$225,677

See the difference Bridge makes

Mike's total 60-month long-term care benefit was **41% higher with Bridge** than it would have been with a solution that only applies Coverage Ratios in year one.

Let's look at the impact to his long-term care benefits six years later when Mike goes on claim.

Bridge LTC Benefit Base — Coverage Ratio applied in years 1 -5	\$318,323 ³
Alternative hypothetical product LTC benefits — Coverage Ratio applied only in year 1	- \$225,677
Total difference in LTC benefits if full LTC is paid out over 60 months	\$92,646 TAX-FREE⁴

In addition to the increase in his Benefit Base from the Coverage Ratio, Mike would also enjoy growth from Wellness Credits based on his participation in the NeverStop® Health Coaching & Rewards Program.

Plus, Bridge's fixed index annuity provides potential principal growth with protection from market losses when you don't need long-term care services. The Long-Term Care Rider provides benefits when you do.

Balance your benefits and premium preservation

Your financial professional can help you find the right balance between anticipated long-term care benefits and the value of your annuity account.



¹ Before vesting.

² Any premiums added after the fifth contract year increase the LTC Benefit Base dollar for dollar.

³ With annual 3% Benefit Base roll-up.

⁴ Subject to daily IRS maximum; must be used for qualified long-term care expenses.

For NH residents only: Information regarding programs and services through the NH Aging and Disability Resource Centers for individuals of all ages, income levels and abilities may be found at www.ServiceLink.NH.gov or by calling 866-634-9412.

Benefits may be increased to 5% annually for additional fee. Guarantees are based on the claims-paying ability of EquiTrust Life Insurance Company. Contract issued on Form Series ICC12-ET-EIA-2000(01-12) or ET-EIA-2000(12-21). Long-Term Care Rider issued on ET-LTC(01-24). NeverStop Wellness Rider issued on ET-WEL(01-24). This document briefly highlights EquiTrust Life Insurance Company's Bridge annuity contract and its Long-Term Care Rider. For complete product details including costs and coverage, any exclusions, reductions or limitations, and the terms under which the contract may be continued in force, contact your financial professional. EquiTrust does not offer investment advice to any individual and this material should not be construed as investment advice to you or your specific situation. Products underwritten, issued and distributed by EquiTrust Life Insurance Company, West Des Moines, Iowa.