

Why Sell The Index Summit 6?

A registered index-linked annuity from
Great American Life Insurance Company®.



It pays to keep things simple.®

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With the Index Summit 6[®] registered index-linked annuity from Great American Life Insurance Company[®], you can help your clients achieve their retirement goals.

For them: The opportunity to participate in tax-deferred market growth with reduced exposure to loss

For you: Service and support from a company on which you can rely

Growth Potential With Reduced Exposure To Loss

As a financial professional, part of your job is helping clients find the right balance between safety and growth. So how can you help your growth-focused clients take advantage of positive market performance without exposing them to too much risk? The Index Summit 6 registered index-linked annuity is designed to help clients grow their assets in a tax-efficient way, while maintaining partial protection from market loss.



Participate in market growth

Your clients have the opportunity to grow their money without investing directly in the market. Growth is limited by either a cap or an upside participation rate.



Take advantage of tax deferral

Your clients' assets will grow tax-deferred, which can allow for faster accumulation than in a taxable product.



Limit downside risk

Downside risk is limited by a 50% downside participation rate, meaning your clients only assume half the risk of index downturns each term.



Accumulate more with no upfront or recurring charges

Your clients won't be charged unless they take a withdrawal in excess of the penalty-free withdrawal amount during the early withdrawal charge period.



Leave a legacy

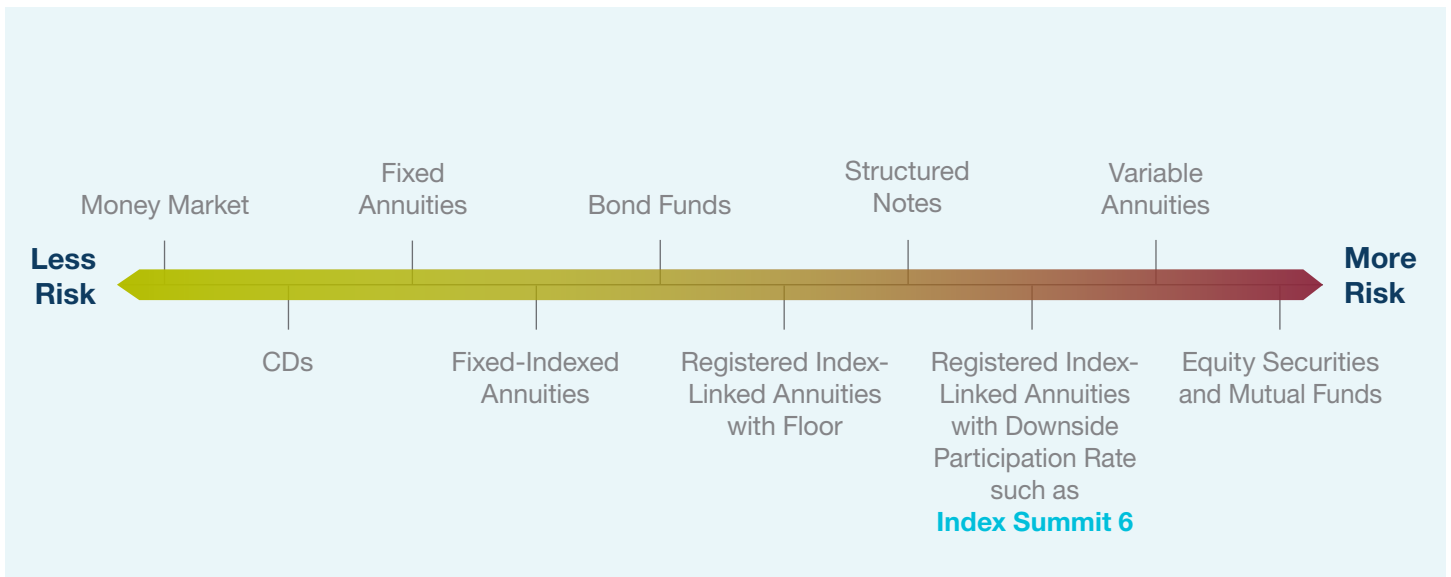
If your clients pass away before the annuity benefit payout begins, their beneficiaries are guaranteed to receive the greater of the account value or the return of premium amount.

Future indexed strategies on the Index Summit 6 could offer different downside participation rates.

The Index Summit 6 has a 6-year early withdrawal charge schedule. The Index Summit 6 is a security that can only be sold through a Broker/Dealer that is contracted with Great American Life Insurance Company. This material must be preceded or accompanied by a prospectus. To obtain a copy of the prospectus, visit GAIG.com/RILArates.

An Alternative Investment To Help Facilitate Growth

As your clients near retirement, they may be considering a number of investment options with varying levels of risk.



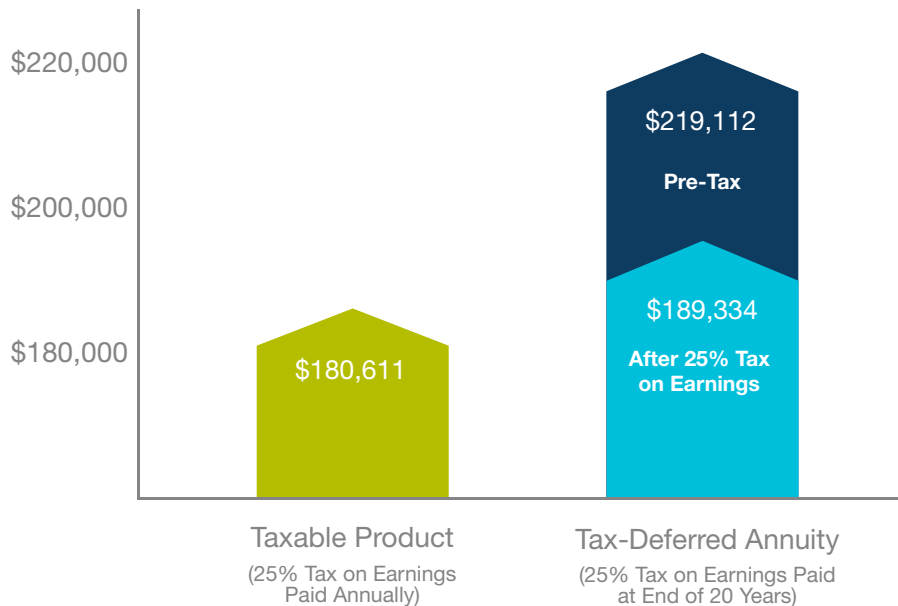
The Index Summit 6[®] is an insurance contract with certain benefits – such as tax deferral and guaranteed lifetime income – that are unique to annuities and cannot be found on many alternative investments. Index Summit 6 may be a good fit for clients who:

- Are interested in higher-risk investments, but aren't interested in investing directly in the market
- Want to reduce their exposure to loss
- Are seeking greater growth opportunity than a fixed-indexed annuity might provide
- Could benefit from tax-deferred growth
- Would like to diversify their earning potential

This graphic illustrates generalized risk levels between a variety of investments and insurance contracts. Various factors may impact risk levels.

The Power Of Tax Deferral

While many investment vehicles are subject to income tax on an annual basis, the Index Summit 6[®] allows assets to grow tax-deferred. This means returns compound at a faster rate and provide greater earning potential than a taxable investment. The following chart shows how a purchase payment of \$100,000 grows in a tax-deferred annuity compared to a taxable product over the course of 20 years.



After paying a 25% tax on its earnings, the tax-deferred annuity outgrew the taxable product by more than \$8,000.

This graph assumes the taxable product and the tax-deferred annuity grow at an annual rate of 4%. Actual rates of return are not guaranteed and will likely vary from year to year. Assumed rates do not reflect interest rates of any specific annuity offered by Great American Life or Annuity Investors Life.

For the taxable product, the graph also assumes the amount needed to pay taxes is deducted annually and no other withdrawals are taken during the 20-year period. For the tax-deferred annuity, it assumes no withdrawals are taken during the 20-year period.

Lower capital gains and dividend tax rates would make the taxable investment more favorable than the rate illustrated and reduce the difference in performance between these accounts.

This information is not intended or written to be used as legal or tax advice. It was written solely to provide general information and support the sale of annuity products.

The graph compares a \$100,000 taxable investment to a \$100,000 tax-deferred investment, such as a non-qualified annuity. Certain qualified investments, such as a traditional IRA, offer an upfront tax deduction or exclusion for contributions. Other qualified investments, such as a Roth IRA, offer a tax exclusion for earnings. The value of these additional benefits is not illustrated.

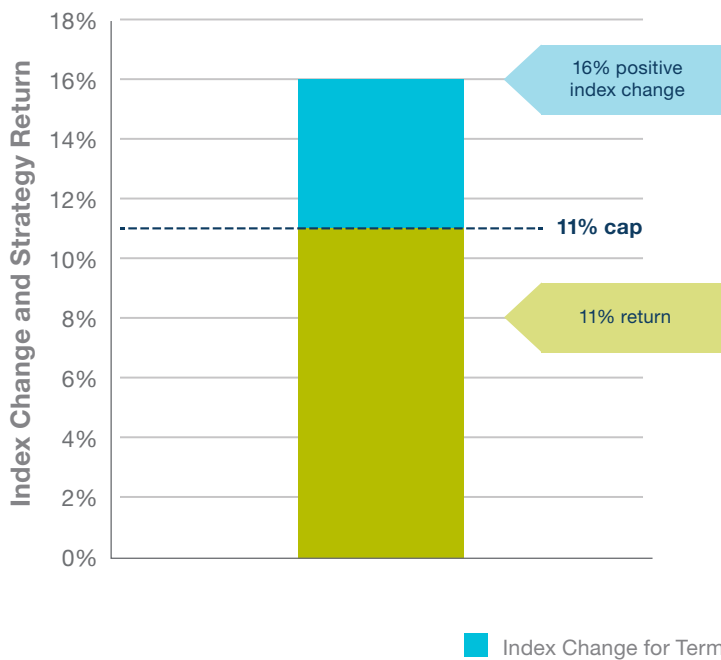
For contracts that offer an upfront tax deduction or exclusion, the full amount withdrawn is generally subject to income tax. For a non-qualified annuity, only the gains are subject to income tax. For clients under age 59 1/2, the taxable amount withdrawn from a qualified or non-qualified annuity is generally subject to a 10% federal penalty tax.

All guarantees subject to the claims-paying ability of Great American Life. Registered index-linked annuities involve risk and may not be suitable for all investors. Any sales solicitation must be accompanied or preceded by a prospectus.

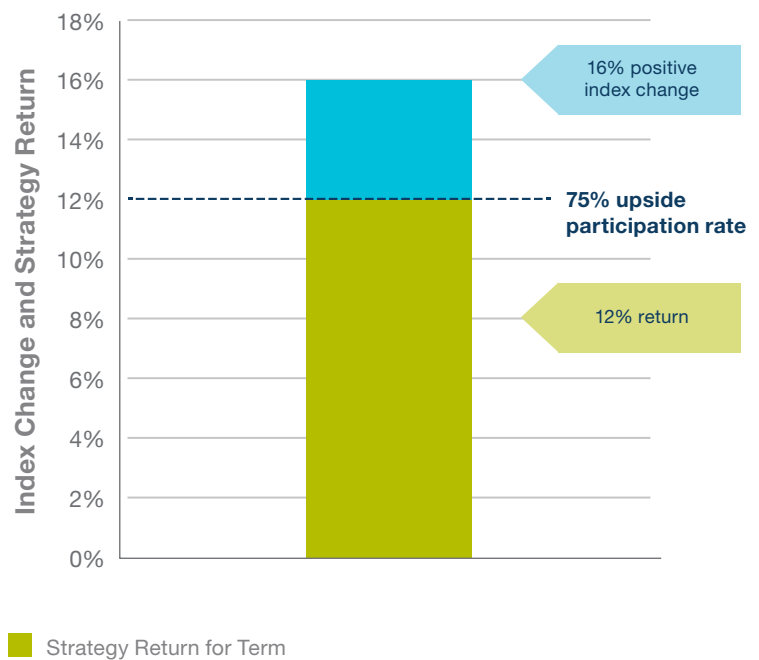
Market-Linked Growth With Limited Downside Risk

The Index Summit 6[®] offers indexed strategies to help your clients accumulate more for retirement. They can choose between two types of indexed strategies – Term with Cap and Term with Participation Rate. Each indexed strategy offers a different type of earning potential, so your clients can customize their strategy selection to fit their needs.

Term with Cap strategy



Term with Participation Rate strategy



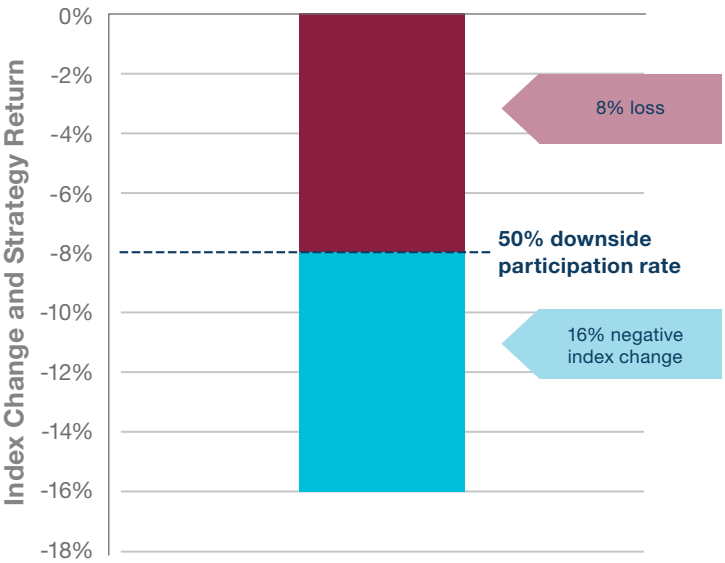
When the index change is positive for a term, the indexed strategy value grows, limited by a cap. In this example, the index change exceeded the cap, so the return was 11%.

When the index change is positive for a term, the index strategy value grows, limited by an upside participation rate. In this example, the index change was 16%, so the return was 12% (16% x 75% upside participation rate).

How are my clients' assets protected?

With both types of indexed strategies, your clients' money is protected with a downside participation rate of 50% – meaning they only assume half the risk of index losses each term.

Downside protection



When the index change is negative for a term, the index strategy will lose value, limited by a downside participation rate. In this example, the index change was -16%, so an 8% loss was incurred (-16% x 50% downside participation rate).

With the Index Summit 6, the 50% downside protection won't change, so your clients will know how exposed their assets are to index losses. No surprises – it's as simple as that.

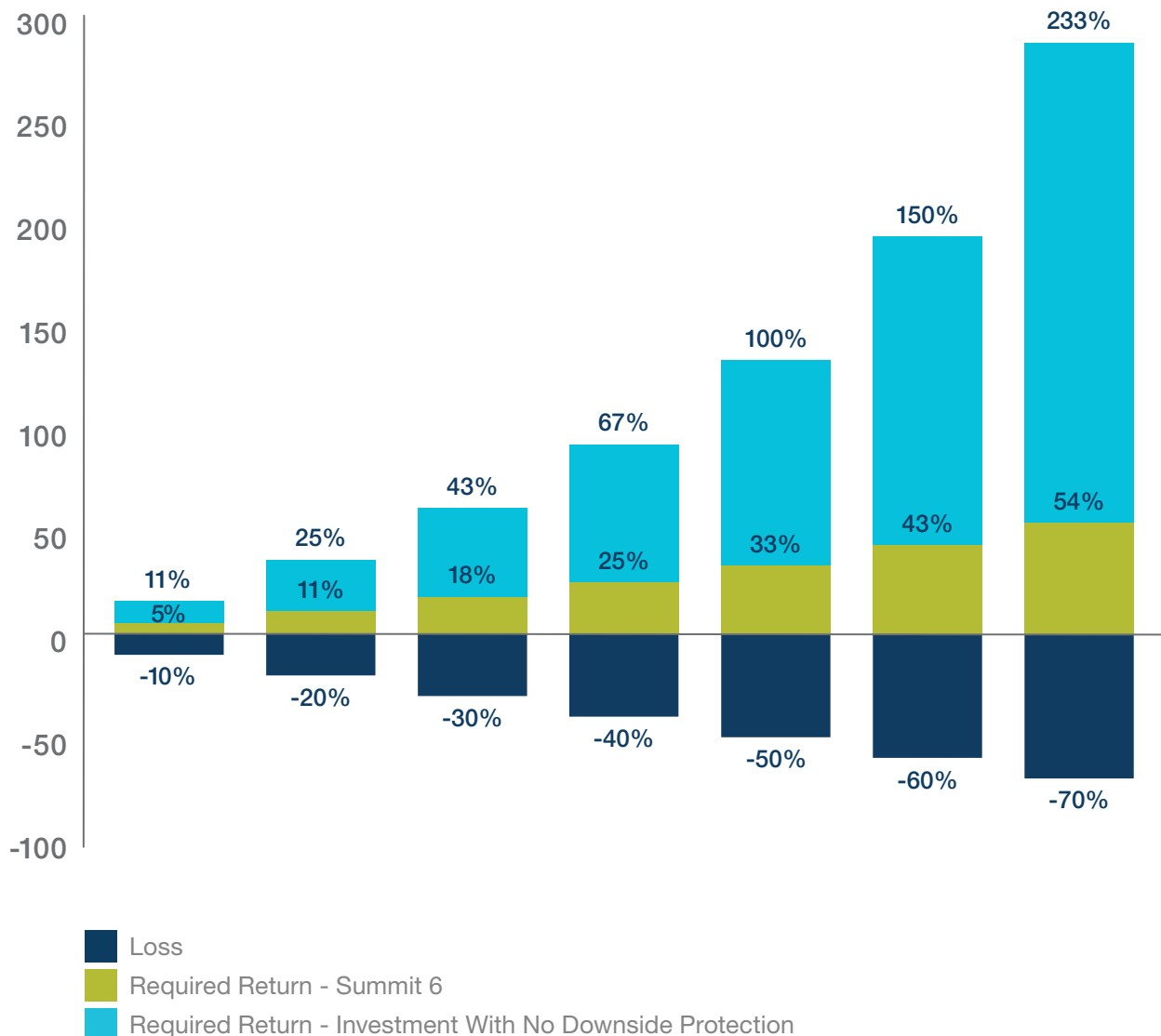
Future indexed strategies could offer different downside participation rates.



Easier Recovery From Loss With Downside Protection

When a bear market hits, it can take a significant return to recover from loss. An Index Summit 6® can help mitigate this risk by protecting against half of index losses with its 50% downside participation rate – making it easier to recover from market downturns.

The graph below compares the Index Summit 6 to an investment with no downside protection, showing the return that would be required to break even after a market downturn.



Diversification With Multiple Indexed Strategy Options

Index Summit 6[®] offers growth opportunity with strategies that earn returns based on the following index and exchange traded funds (ETFs):

- **S&P 500[®] Index:** Includes stocks issued by 500 of the top companies in leading industries of the U.S. economy
- **iShares MSCI EAFE ETF:** Seeks to track the investment results of an index composed of developed market equities, including those in Europe, Australia, Asia and the Far East
- **iShares U.S. Real Estate ETF:** Seeks to track the performance of the Dow Jones U.S. Real Estate Index, which is composed primarily of U.S. equities in the real estate sector and real estate investment trusts (REITs)

As mentioned, when the index change is positive for a term, the account value grows, limited by either a cap or an upside participation rate. When the index change is negative for a term, the account value declines, subject to the 50% downside participation rate. Here's a closer look:

Step 1: Calculate the index percentage change by comparing the index value at the end of a term to the index value on the first day of the term.

Step 2: If the change is positive, apply the applicable cap or upside participation rate for the term. If the change is negative, apply the 50% downside participation rate.



Please note that indexed strategy values during a term are calculated daily. The method used to calculate daily values differs from that used at the end of a term. For more information on daily value calculation, please see the product prospectus.

Indexed Strategy Returns Using Rolling Periods

The Index Summit 6 has the potential to provide competitive average returns while protecting against half of index losses with its 50% downside participation rate. The following analysis summarizes hypothetical annualized performance data over 6,500 distinct rolling six-year periods ending on December 31, 2007 through December 31, 2020, showing hypothetical Term with Participation Rate strategy performance compared to the historical values of the underlying index or ETF. Each strategy reflects a hypothetical upside participation rate and the 50% downside participation rate and assumes that these rates applied for each one-year term within each rolling six-year period. The example also assumes that no withdrawals were taken during any of the rolling six-year periods.

	S&P 500 Index Value Change	S&P 500 1-year Term with Participation Rate Strategy Return 75% Upside Participation Rate
Highest	20.60%	15.67%
Average	6.30	6.10%
Lowest	-3.32%	0.56%
	iShares MSCI EAFE ETF Price Change	iShares MSCI EAFE ETF 1-year Term with Participation Rate Strategy Return 90% Upside Participation Rate
Highest	12.44%	13.17%
Average	1.73%	4.89%
Lowest	-5.78	-1.34%
	iShares U.S. Real Estate ETF Price Change	iShares U.S. Real Estate ETF 1-year Term with Participation Rate Strategy Return 80% Upside Participation Rate
Highest	23.19%	19.04%
Average	2.83%	5.27%
Lowest	-8.35%	0.47%

The Index Summit 6 annuity was first offered in May 2019.

Returns are reflective of the data that was available at the time of the calculations. Actual returns for a strategy will be based on index changes over one-year terms, which begin on the 6th and 20th of a month, and on the rates that we set for each term. During the period shown, the actual rates that we might have applied would have been different and might have been significantly lower. Future rates are subject to change. Current rates can be found at GAIG.com/RILARates.

Historical values of the S&P 500 are based on the S&P 500 Price Return Index (SPX). This index does not include dividends paid on any of the stocks included in the index. You cannot invest directly in an index.

Historical values of the iShares US Real Estate ETF and iShares MSCI EAFE ETF strategies are based on ETF closing prices and do not include dividends earned on the ETFs. To learn more about the iShares U.S. Real Estate ETF, visit iShares.com and search ticker symbol IYR. To learn more about the iShares MSCI EAFE ETF, visit iShares.com and search ticker symbol EFA.

Past performance does not guarantee future results. Historical index and ETF returns are not indicative of the gains and losses that would have been credited to a registered index-linked annuity during the same time period.

Our simple promise to you:
superior service and annuities
that are easier to understand.



Frequently Asked Questions

What are the contracting and training requirements to offer an Index Summit 6 annuity?

In order to sell the Index Summit 6[®], you must hold insurance and securities licenses. The Index Summit 6 can only be sold through a Broker/Dealer that is contracted with Great American Life.

Is there a mortality and expense charge?

No, your clients will not pay a mortality and expense charge. All their money goes to work for them.

Are there any other administrative charges?

No, there are no administrative charges associated with the Index Summit 6. Early withdrawal charges apply if a withdrawal in excess of the penalty-free amount is taken during the early withdrawal charge period. Please note that indexed strategy values during a term are calculated daily. The method used to calculate daily values differs from that used at the end of a term, and any partial withdrawal would have a proportional effect on the investment base.

Does this product offer subaccounts like traditional variable annuities?

No, your clients' money is not invested in subaccounts. Instead, the Index Summit 6 offers indexed strategies to help your clients accumulate money for retirement, while protecting against half of index losses with its 50% downside participation rate.

Are there any riders available?

Index Summit 6 includes extended care and terminal illness waiver riders. These waiver riders allow clients to withdraw their money without incurring an early withdrawal charge when certain criteria are met. There are no charges for these riders.

Where can I find the prospectus for this product?

The prospectus is available on GAIG.com/RILArates. Please keep in mind the prospectus must accompany any marketing materials you present to a client.

Index Summit 6 Product Details

Issue ages	<p>Qualified: 0–80 Non-qualified: 0–80 Inherited IRA: 0–75 Inherited non-qualified: 0–75</p>																
Purchase payments	<p>Issued with a single purchase payment. Additional purchase payments accepted in the first two contract months.</p> <p>Minimum: Initial purchase payment: \$25,000; additional purchase payments: \$10,000 Maximum: \$1 million without prior Home Office approval</p>																
Crediting strategies	<p>The owner selects from two types of crediting strategies: a declared rate strategy and indexed strategies. At the end of each term, the owner has the opportunity to reallocate funds among the available strategies. To reallocate funds, the owner must submit a strategy selection form prior to the end of the term. Unless the owner reallocates funds at the end of a term, funds are automatically applied to the same strategy for the next term. Available strategies are subject to change at any time for new sales.</p>																
Declared rate strategy	<p>Interest is credited daily on the amount held under a declared rate strategy based on the applicable declared rate. The declared rate for a term will not change during that term. A declared rate will never be lower than 1%.</p>																
Indexed strategies	<p>Indexed strategies include:</p> <ul style="list-style-type: none"> ➤ S&P 500® 1-year Term with Cap ➤ S&P 500® 2-year Term with Cap ➤ S&P 500® 1-year Term with Participation Rate ➤ S&P 500® 2-year Term with Participation Rate ➤ iShares MSCI EAFE ETF 1-year Term with Participation Rate ➤ iShares MSCI EAFE ETF 2-year Term with Participation Rate ➤ iShares U.S. Real Estate ETF 1-year Term with Participation Rate ➤ iShares U.S. Real Estate ETF 2-year Term with Participation Rate <p>The indexed strategies provide returns based, in part, on the change in the value of the applicable index or ETF.</p> <p>A cap will never be lower than 1%, and an upside participation rate will never be lower than 5%.</p> <p><i>Available strategies may vary by state and by distribution.</i></p>																
Penalty-free withdrawals	<p>During the first contract year, 10% of the purchase payments may be withdrawn without an early withdrawal charge. After the first contract year, 10% of the account value as of the most recent contract anniversary may be withdrawn without an early withdrawal charge.</p>																
Early withdrawal charges	<p>An early withdrawal charge is applied to surrenders and withdrawals that exceed the penalty-free withdrawal allowance during the first six contract years.</p> <table border="1" data-bbox="472 1835 1385 1908"> <thead> <tr> <th>Contract year</th> <th>1</th> <th>2</th> <th>3</th> <th>4</th> <th>5</th> <th>6</th> <th>7+</th> </tr> </thead> <tbody> <tr> <td>Early withdrawal charge rate</td> <td>8%</td> <td>7%</td> <td>6%</td> <td>5%</td> <td>4%</td> <td>3%</td> <td>0%</td> </tr> </tbody> </table>	Contract year	1	2	3	4	5	6	7+	Early withdrawal charge rate	8%	7%	6%	5%	4%	3%	0%
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Great American Life

It Pays To Keep Things Simple.®

Why choose Great American Life?

As a leading provider of annuities, Great American Life Insurance Company is committed to helping people plan for a secure retirement. We offer a level of financial strength that our customers can count on. We are a wholly owned subsidiary of MassMutual, one of the largest life insurance companies in the U.S., founded in 1851.

Our simple promise

When it comes to planning for your future, we believe it pays to keep things simple. From the products we offer to the service we provide, we make things as easy as possible. Whenever you have a question, we're only a phone call away. It's part of our simple promise to you: superior service and annuities that are easier to understand.

Photo submitted by **William** from **Washington**, valued annuity customer since 2014.



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Annuities are intended to be long-term products and may not be suitable for all investors. Withdrawals from an annuity contract may have tax consequences.

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