

# Understanding Rate Lock

## For Registered Index-Linked Annuities

In the event of a rate decrease, our annuity new money rate lock procedure allows new contracts to receive the previous, higher rate if the steps set out below are completed within the specified periods of time.

### Steps to Keep in Mind When Submitting Business

#### Cash with Application/Wire

In order to “lock in” the previous, higher rate:

- » **Paper applications** must be **signed** by the day prior to the new rate effective date. Please note that paperwork and funds must be received by Great American Life® within eight calendar days of the application sign date.
- » **Electronic applications** must be **completed** by the day prior to the new rate effective date. Paperwork and funds must be received by Great American Life within eight calendar days of the date the application was submitted to your back office.

#### Transfers and Rollovers

On the 6th and 20th of each month, purchase payments are moved from the holding account to the selected indexed strategy(ies). These days are referred to as buy dates.

In order to “lock in” the previous, higher rate:

- » **Paper applications** must be **signed** by the day prior to the new rate effective date and received by Great American Life within eight calendar days of the application sign date.
- » **Electronic applications** must be **completed** by the day prior to the new rate effective date and received by Great American Life within eight calendar days of the date the application was submitted to your back office.
- » Funds must be received by Great American Life by 5 p.m. ET on the third buy date following the sign date. Please note if the sign date falls on a buy date, this counts as one of the three buy dates. Additionally, if the third buy date falls on a weekend or holiday, funds must be in the Home Office by 5 p.m. ET on the business day preceding the third buy date.
- » Depending on when Great American Life receives funds, the rates for 1- and 2-year strategies can be locked in using methods that are different from the methods used to lock in rates for 6-year strategies. Please refer to the product prospectus for more information and detailed examples.

## New Business Procedures

- » Rates are “locked in” for three buy dates following the application sign date

*Example:* App signed on Jan. 1; Money needs to be in the door by Feb. 6  
(buy dates = Jan. 6, Jan. 20, Feb. 6)

- » If sign date is on a buy date, that counts as the first buy date

*Example:* App signed on Jan. 6; Money needs to be in the door by Feb. 6  
(buy dates = Jan. 6, Jan. 20, Feb. 6)

Contact your Great American Life sales team with any questions.

Rate lock does not apply to funds in a purchase payment account.

Great American Life’s registered index-linked annuities 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, please visit [GAIG.com/RILArates](http://GAIG.com/RILArates).

A buy date may also be referred to as a sweep date, and in the product prospectuses, is referred to as a strategy application date.

Products issued by Great American Life Insurance Company® (Cincinnati, Ohio), a wholly owned subsidiary of MassMutual. All guarantees are backed by the claims-paying ability of the issuing insurance company.

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