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Thinking

# Does diversification apply to life insurance?

**Yes, diversifying your allocations within a fixed indexed universal life (FIUL) policy may help reduce minimum-interest crediting periods**

Diversification may not be the first thing that comes to mind when you think about life insurance, but it has a place when it comes to deciding where you allocate your premium dollars among the available crediting options in an FIUL policy.

Whether your clients are considering the innovative Barclays Trailblazer Sectors 5 Index, the S&P 500® Index or one of our other indexed interest crediting options, selecting more than one option could:

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- A decorative graphic consisting of a purple arrow pointing right, with a yellow arrow pointing right inside it.
- Help reduce your chances for minimum interest in any given crediting period
  - Offer the potential for steadier growth over time

Read on to learn how it works in an F&G Pathsetter® FIUL policy.

## Volatility can make year-to-year performance unpredictable

While past performance of an index or an FIUL cannot guarantee future performance, it can offer us perspective.

For example, in an analysis of F&G Pathsetter FIUL policies purchased monthly from 1/1/17, to 1/1/22 (assuming actual historical interest credited 1/1/2018 to 1/1/23), policyowners who allocated their funds to a single index crediting option would have seen **average annual interest credits between 10.00% and 34.65%.**

**6.32-9.67%**

Historical average annual interest credits with a single crediting option

During that same period, the highest average annual interest credited for each of the available crediting methods ranged from 13.50% to 28.41%.

But, since some of the indexes lost value at times, they **also would have credited the guaranteed minimum interest rate of 0.25% as often as one-third of the time.**

If your goal is to reduce the risk of minimum interest rate periods for your clients, diversification could help.

Allocating your clients' premiums among multiple index allocation options and crediting methods, you could potentially smooth the policy's growth year-over-year.

**21-33%<sup>1</sup>**

The historical changes of minimum interest crediting periods with a single crediting option

No one crediting method will perform best in all market conditions. This information reflects the performance of the underlying index assuming dividends are not included.

Next, we will expand beyond the historical five-year performance of the actual index allocation options (shown above) to include hypothetical historical performance, too.

## Index allocation options will react differently in various markets

Different indexes and different crediting methods are going to perform differently depending on multiple factors. These can include the economic environment and financial markets among other things. Actual interest earned will also depend upon the specific date of purchase, changing caps, spreads and/or participation rates, and any loans or withdrawals taken.

Looking at the chart below, you can see that the crediting method producing the highest interest credits may change from year to year. Each indexed interest crediting method is assigned its own color, and each column represents a year. The performance data shown is ranked from top to bottom, best to worst.

While Barclays might have had a strong run with compelling growth from 2010 to 2019 (it went live in 2015), it still may have seen down years during that stretch.

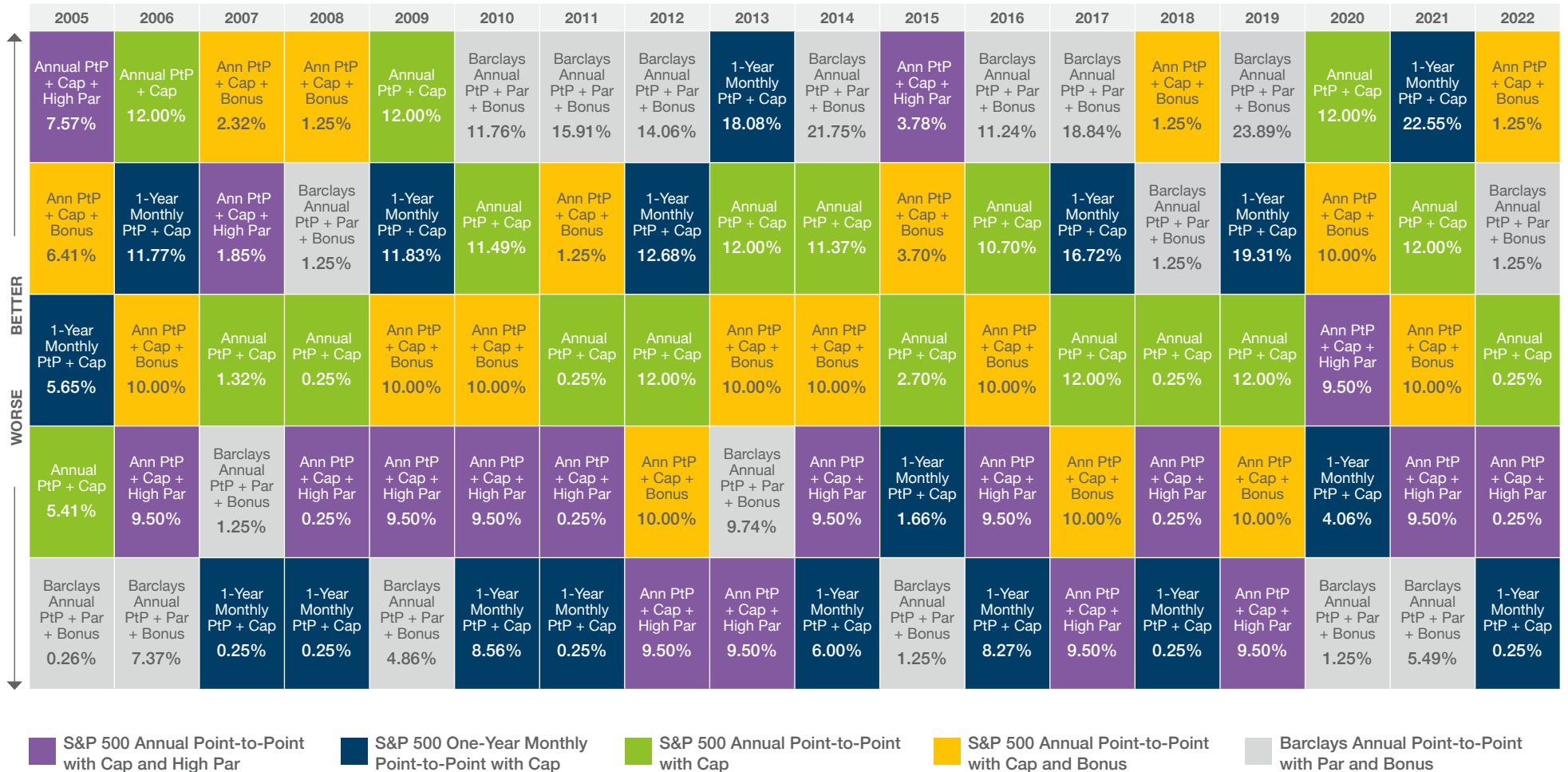
Pick only one option for the long term, and there's a chance your clients could miss out on some potential interest.

This information is for informational purposes only. Past performance (hypothetical and historical) may not be used to predict or project future policy performance. This information reflects the performance of the underlying index assuming dividends are not included. The minimum guaranteed interest rate that policyowners could have received in all years was 0.25%.

Note that this information reflects average interest credits only, and actual performance over this time period varied, sometimes widely, among actual policyholders. Actual performance would have varied by purchase date as well as the specific percentage of premiums allocated to each individual crediting option. In addition, while diversification seeks to manage volatility, it cannot ensure a profit or guarantee against market index losses. However, in years when there were index losses, policy owners were guaranteed a minimum interest rate of 0.25% each year.

<sup>1</sup> Percentages were calculated by looking at the actual interest credits that applied in each of the 60 months during the five-year period and dividing the number of minimum-interest periods by 60.

## Hypothetical historical performance 2005-2022



This chart shows the hypothetical historical performance of the index allocation options offered in the F&G Pathsetter FIUL assuming purchase dates of 1/1/2004 through 1/1/2022. This data reflects the caps, spreads and/or participation rates as noted, which are hypothetical in nature, remain static throughout this time period, and are not guaranteed.

This scenario is unlikely to occur so actual interest crediting rates would have varied. Bonus interest included in these figures are as explained on page 6. Some performance figures predate the availability of F&G Pathsetter FIUL, which was first available for purchase on 10/9/19.

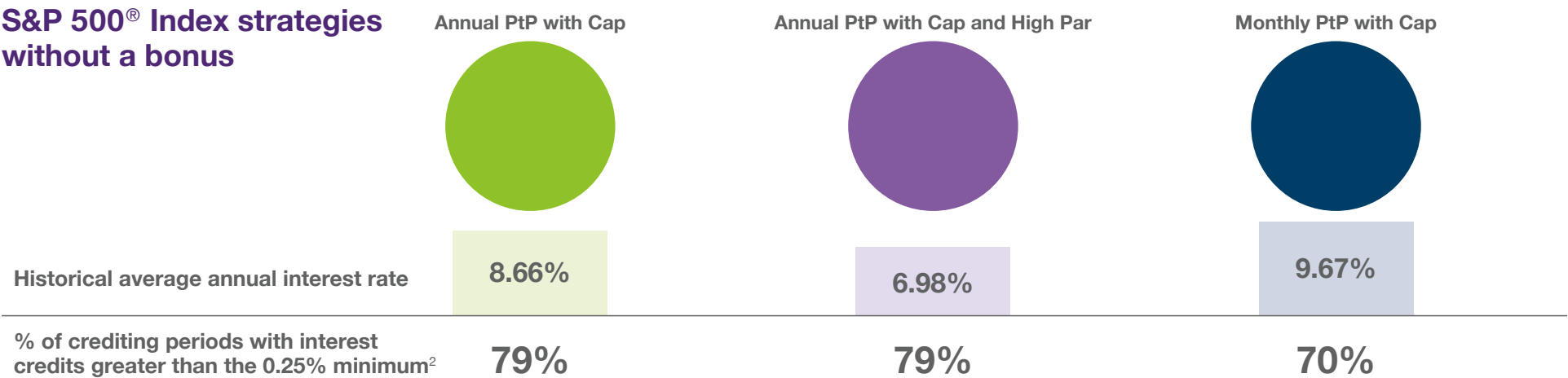
In addition, the Barclays Trailblazer Sectors 5 Index was not available until 11/30/2015. Rates used in the analysis are those available as of 3/31/23, including for years before the product or index may have been available.

Putting those lessons into practice

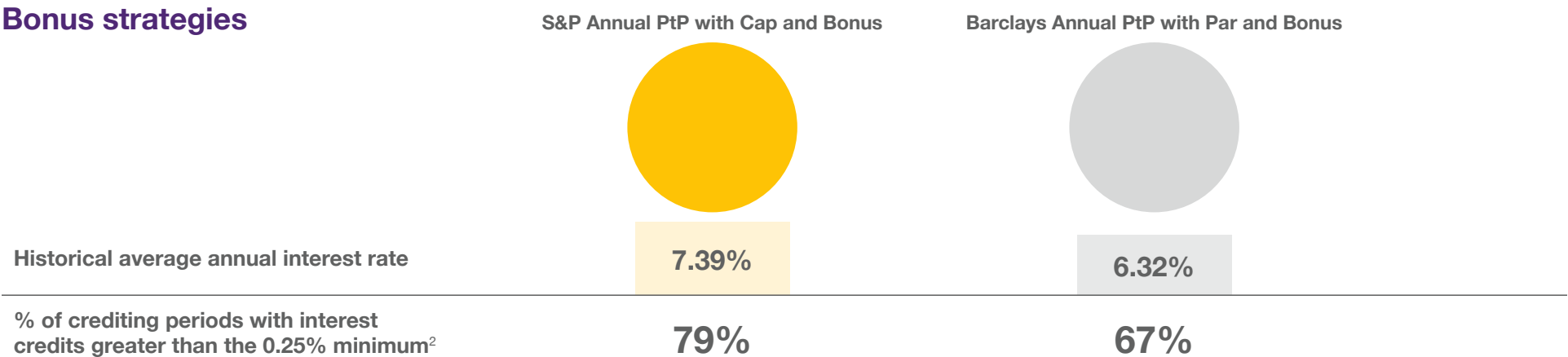
Returning to the actual performance data available since the F&G Pathsetter FIUL was first available, let's look closer at how it breaks down. Looking at policies purchased monthly from 1/1/17 to 1/1/2022 (assuming actual historical returns with interest credited 1/1/18 to 1/1/23), we reviewed the average annual interest credits of standalone asset allocations with different potential combinations that are available. This data reflects the performance of the underlying index assuming dividends are not included.

Actual performance varied by purchase date as well as the specific percentage of premiums allocated to each individual crediting option. In these examples, the performance information assumes an even split among each allocation option referenced.

S&P 500® Index strategies without a bonus



Bonus strategies

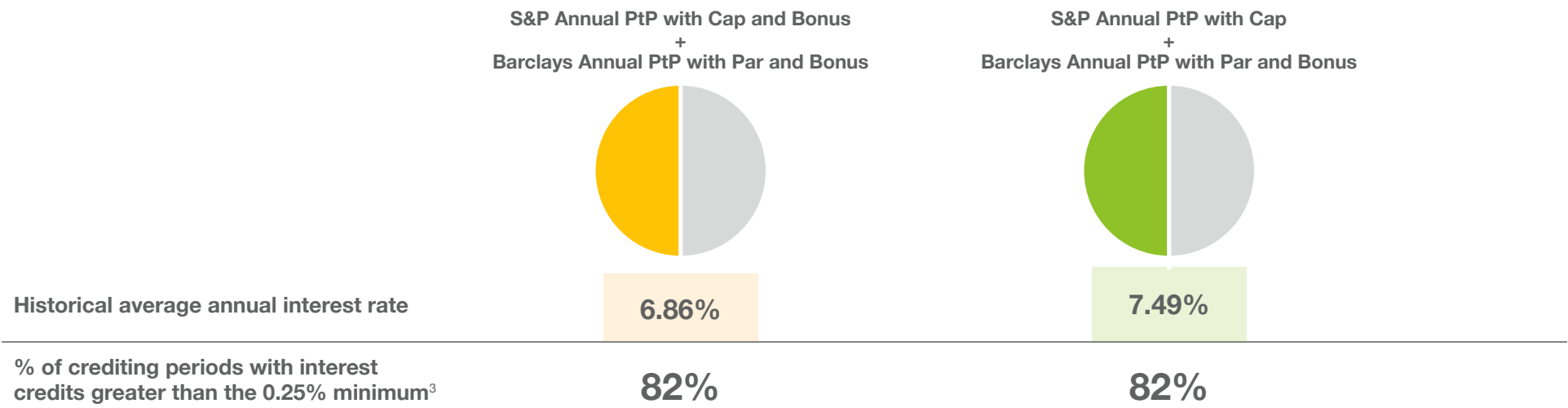


-  S&P 500 Annual Point-to-Point with Cap and High Par
-  S&P 500 One-Year Monthly Point-to-Point with Cap
-  S&P 500 Annual Point-to-Point with Cap
-  S&P 500 Annual Point-to-Point with Cap and Bonus
-  Barclays Annual Point-to-Point with Par and Bonus

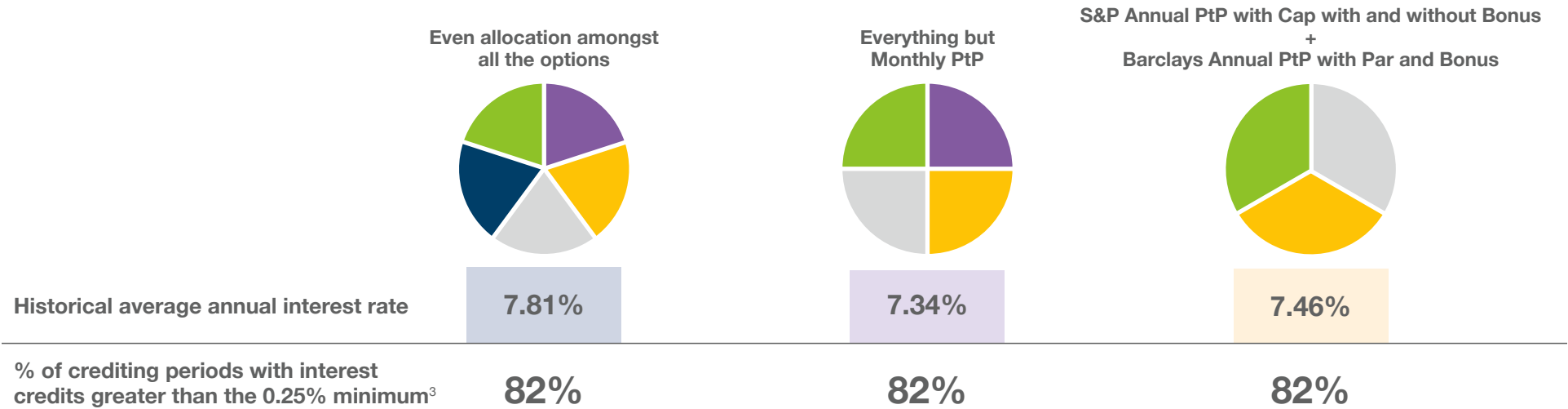
<sup>2</sup> Percentages were calculated by looking at the actual interest credits that applied in each of the 60 months during the five-year period and dividing the number of minimum-interest periods by 60. These charts are for illustrative purposes only. Past performance does not guarantee future results. These charts assume a policy is purchased monthly from January 2017 to January 2022. Interest credited January 2018 to January 2023.

Diversify with just one additional strategy

Maybe you’re not sold on the idea of diversification. Here’s what a combination featuring just two of the allocation options available on Pathsetter would have delivered.



Other possible combinations



■ S&P 500 Annual Point-to-Point with Cap and High Par   ■ S&P 500 One-Year Monthly Point-to-Point with Cap   ■ S&P 500 Annual Point-to-Point with Cap   ■ S&P 500 Annual Point-to-Point with Cap and Bonus   ■ Barclays Annual Point-to-Point with Par and Bonus

<sup>3</sup> Percentages were calculated by looking at the actual interest credits that applied in each of the 60 months during the five-year period and dividing the number of minimum-interest periods by 60. These charts are for illustrative purposes only. Past performance does not guarantee future results. These charts assume a policy is purchased monthly from January 2017 to January 2022. Interest credited January 2018 to January 2023.

**While most competitors are talking about avoiding zeroes, you’ll always earn interest with F&G Pathsetter**

All of our FIULs provide minimum guaranteed interest of 0.25% annually.  
That may not seem like much, but over time, that guaranteed growth can add up.

For select index options, Pathsetter also offers up to a 1.00% annual bonus starting in year 2.

And, if you keep your contract for more than 10 years, an additional 0.25% persistency bonus can contribute to your guaranteed interest in years 11+.

**Experience the potential benefits of diversification within an FIUL**

The well-worn advice to not put all of your eggs in one basket has stuck around all these years — for good reason.

As you can see, diversification in an FIUL could make a real difference. Thanks to the wide and ever-growing variety of index options and crediting methods we offer, you can find a number of valuable diversification possibilities available for your clients.

Potential annual bonuses	
Year 1	0.25%
Years 2-10	1.25%
	1.25%
	1.25%
	1.25%
	1.25%
	1.25%
	1.25%
	1.25%
Years 11+	1.50%

**For more details on Pathsetter or the value of diversification within our products, talk to your wholesaler or contact us today at Life.Sales@fglife.com.**

"F&G" is the marketing name for Fidelity & Guaranty Life Insurance Company issuing insurance in the United States outside of New York. Life insurance and annuities issued by Fidelity & Guaranty Life Insurance Company, Des Moines, IA.

Guarantees are based on the claims paying ability of the issuing insurer, Fidelity & Guaranty Life Insurance Company, Des Moines, IA. Fidelity & Guaranty Life Insurance Company offers a diverse portfolio of life insurance policies. Before purchasing, consider your ability to pay the premiums, your financial situation, and alternatives available to you. Visit us at [fglife.com](http://fglife.com) for more information, and consult a financial or insurance professional who can help you determine the alternatives for your goals and needs.

Information provided regarding tax or estate planning should not be considered tax or legal advice.

Consult your own tax professional or attorney regarding your unique situation.

It is important to note that when the declared participation rate is greater than 100% and the index change percentage at the end of the index term period is 0 or negative, no index interest credits will be applied to the account value. In those years, only the 0.25% minimum guaranteed interest will be credited.

Form numbers: ICC19-2003 (1-19), LPI-2003 (1-19), ICC19-2003 (1-19) P, LPI-2003 (1-19) P, ICC18-LPI1061 (06-18), ICC12-LPI1060 (07-12) ADB, LRI-3016 (05-12), ICC17 LRI-1116, 16-LRI-1114, 17-LRI-1115, ICC16- LRI-1114, ICC17 LRI-1115, ICC19-LRI-2010 (01-19), LRI-2010 (01-19), ICC19-LRI-2015 (1-19), LRI-2015 (1-19), ICC19-LRI-2016 (1-19), LRI-201 6 (1-19), ICC11-LRI1005 (10-11), LRI-102 6(10-11), ICC19 LRI2011 (4-19), LRI2011 (4-19), ICC19-LRI2012 (3-19), LRI2012 (3-19), ICC19-LRI2013 (2-19), LRI2013 (2-19), ICC11-LRI1002 (10-11), LRI-1023 (10-11), ICC11-LRI1014 (10-11), LRI-1035 (8-19), ICC18-LRI1066 (06-18), LRI-1066 (06-18), ICC20- LRI-2028 (1-20), LRI-2028 (1-20), ICC20-LRI-2026(01-20), LRI-2026(1-20), ICC20-LRI-2027(01-20), LRI-2027(01-20).

F&G Pathsetter is subject to state availability. Certain restrictions may apply. Optional provisions and riders have limitations, restrictions and additional charges. Riders may be subject to underwriting requirements.

When allocating account value into the indexed interest accounts, it's important to understand how these accounts are managed. Fidelity & Guaranty Life Insurance Company places money into the indexed interest account up to twelve times per year on the 15th of every month (or the first business day thereafter).

Diversification cannot ensure a profit or guarantee against losses. No one crediting option will perform best in all market conditions.

Indexed interest rates are subject to a cap, spread and/or participation rate. Caps, spreads and participation rates are subject to change at the discretion of Fidelity & Guaranty Life Insurance Company. Interest rates are subject to change.

Surrenders, withdrawals and loans will reduce available death benefit and may be subject to surrender charges. Surrenders and withdrawals beyond basis may be taxable income and subject to penalties if taken prior to age 59 ½. Excessive and unpaid loans will reduce policy values and may cause the policy to lapse. In order to receive favorable tax treatments on distributions made during the lifetime of the insured (including loans), a life insurance policy must satisfy a 7-pay premium limitation during the first seven policy years. A new 7-year limitation will be imposed after certain policy changes. Failure to satisfy this limitation would cause your policy to be considered a Modified Endowment Contract (MEC).

Issuance of the life insurance policy depends in part on answers to health questions in the application.

Even though contract values may be affected by external indexes, the life insurance contract is not an investment in the stock market and does not participate in any stock, bond, or equity investments. Indexed growth rates are subject to caps, participation rates and/or spreads, which may change at the discretion of Fidelity & Guaranty Life Insurance Company.

It is important to note that when the declared participation rate is greater than 100% and the index change percentage at the end of the index term period is 0 or negative, no index interest credits will be applied to the account value. Please see the SOU for a detailed explanation. In those years, only the 0.25% minimum guaranteed interest will be credited.

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Volatility control seeks to provide smoother returns and mitigate sharp market fluctuations. While this type of strategy can lessen the impact of market downturns, it can also lessen the impact of market upturns, potentially limiting upside potential.

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For more information about Barclays Trailblazer Sectors 5 index see <http://trailblazer.barclays.com>.