Conservative Retirement Savings Alternative

▶ KEY POINTS ▶ IN DEPTH ▶ WRAP UP

KEY POINTS:

Fixed index annuities can give you:

- Security and predictability of guaranteed interest
- Opportunity to earn more than certificates of deposit (CDs) and money market accounts
- Ability to create an income stream you cannot outlive

IN DEPTH:

Americans are beginning to explore their options for retirement savings. They are seeking the security and predictability of guaranteed interest and also desire to seek a higher rate of return, at the same time.

If you, like most people nearing or in retirement, are looking for an alternative which has the opportunity to earn more than CDs and money market accounts, now may be the time to consider a fixed index annuity. While sharing many of the same features as a traditional fixed annuity, a fixed index annuity includes options to have interest credited based on the performance of a market index, such as the S&P 500® Index.

In years where the index is up, interest is credited up to a "cap" specified by the insurance company. In years where the index falls below zero, no interest is credited and the accumulated value remains the same. However, over the term of the fixed index annuity, the opportunity for growth may be substantially greater than with many other types of interest-bearing products.

See next page for a comparison

Fixed Index Annuities are issued by
Genworth Life & Annuity Insurance Company, Richmond, VA
142265CW 06/05/13

Genworth®

IN DEPTH: Continued

Conservative Financial Product Alternative

But, how do fixed index annuities really stack up to other conservative, financial products with which you may be familiar? Let's take a look:

Product Alternatives	Current Average Yield or "Cap"	Guaranteed Principal	Can Create Guaranteed Income for Life?	Access to Funds	Tax-Deferred Accumulation
Fixed Index Annuity, 7 Year Surrender Charge Period	2.95%, Annual Point to Point[1]	Yes, all contract guarantees are backed by the issuing insurance company	Yes	Yes, many offer 10% of contract value per year without fees.[2]	Yes[3]
Bank Money Market	0.20%[4]	Yes, FDIC/NCUSIF insured up to $250,000[5]	No	Yes, may be limited to number of transactions per month	Qualified: Yes Non-Qualified: No
Bank Certificate of Deposit, 1 Year	0.29%[6]	Yes, FDIC/NCUSIF insured up to $250,000[5]	No	Yes; penalties may apply	Qualified: Yes Non-Qualified: No
Bank Certificate of Deposit, 5 Year	0.84%[7]	Yes, FDIC/NCUSIF insured up to $250,000[5]	No	Yes; penalties may apply	Qualified: Yes Non-Qualified: No

1 AnnuitySpecs.com, 04/04/13

2 Excess annual withdrawals within the surrender charge period will incur penalties, surrender charges and may incur a Market Value Adjustment. Because annuities provide tax-deferral benefits, withdrawals prior to age 59 ½ may be subject to a tax penalty. Contact your tax advisor.

3 When purchased to fund a tax-qualified retirement plan, there is no additional tax deferral benefit since these plans are already afforded tax-deferred status. The other benefits and costs should be carefully considered before purchasing an annuity in a tax-qualified plan.

4 iMoneyNet.com, 04/04/13, National Average, Minimum balance $50,000

5 Federal Deposit Insurance Corporation (FDIC) insures up to $250,000 per depositor, per insured bank, for each account ownership category (FDIC.gov); National Credit Union Share Insurance Fund (NCUSIF) insures deposits up to $250,000 per depositor, per insured credit union, for each account ownership.

6 Bankrate.com, 04/04/13, National Average, Minimum deposit $100,000

7 Bankrate.com, 04/04/13, National Average, Minimum deposit $100,000

WRAP UP:

People saving for retirement often rely on financial products such as CDs and money market accounts to save for their retirement goals. However, with interest rates approaching all-time lows, these products may not be the best choice to help you meet your financial objectives.

Fixed index annuities protect against market downturns, offer better growth potential than many fixed alternatives, allow for tax-deferred growth, and offer options for a retirement income stream you cannot outlive. Work with your financial professional to determine if an annuity could complement your retirement goals.

Note: The purchase of an annuity, like any financial product, is an important decision. You should carefully consider your own personal situation and goals. You should not expect fixed index annuities to mirror the exact performance of any stock market indices.

Learn More

▶ What are the tax advantages of an annuity?

More of the Consumer Eduction Series:

▶ Fixed Index Annuity Basics

▶ Understanding the High Cost of Waiting

All guarantees are based on the claims-paying ability of the issuing insurance company.

Withdrawals / surrenders have the effect of reducing the contract value and death benefit. Withdrawals/surrenders of taxable amounts are subject to ordinary income tax and if taken prior to age 59 ½ an additional 10% federal penalty tax.

Although the contract value may be affected by the performance of an index, it is not a security and the contract does not directly or indirectly participate in any stock or equity investment including but not limited to, any dividend payment attributable to any such stock or equity investment.

"S&P 500®" is a trademark of Standard & Poor's Financial Services LLC ('Standard & Poor's") and has been licensed for use by Genworth Life and Annuity Insurance Company. This Product is not sponsored, endorsed, sold, or promoted by Standard & Poor's and Standard & Poor's makes no representation regarding the advisability of purchasing the Product. The S&P 500® Index is a price index and does not reflect dividends paid on the underlying stocks.

There is no additional tax deferral benefit for annuities purchased in an IRA, or any other tax-qualified plan, since these plans are already afforded tax-deferred status. the other benefits and costs should be carefully considered before purchasing an annuity in a tax-qualified plan.

The discussion of tax treatments in this material is the Genworth Financial companies' interpretation of current law and is not intended as tax advice. Consult your contract and your tax professional.

Insurance and annuity products:	
Are not deposits.	May decrease in value.
Are not guaranteed by a bank or its affiliates.	Are not insured by the FDIC or any other federal government agency