



From Transamerica Life Insurance Company

Credited Interest. The interest rate payable on any premium is guaranteed* for one year. Each premium payment and its associated credited interest amount are referred to as a “premium bucket.” The interest will be credited starting on the effective date of each premium bucket. The renewal interest rate for each premium bucket, after its initial guaranteed interest rate period, will be determined annually thereafter and will be guaranteed* for one year at a time.

Policy Value Credit

Threshold #1 - \$10,000; Policy Value Credit Rate .15%.
Threshold #2 - \$25,000; Policy Value Credit Rate .25%.

Threshold #1

- If at the time of any premium payment date the Policy Value (including the premium payment) is at least \$10,000 but less than \$25,000, then a Policy Value Credit rate applies to the entire premium bucket for 12 months.
- At the time of any premium anniversary, Transamerica will first look to the Policy Value on the anniversary date. If the Policy Value is at least \$10,000 but less than \$25,000, the renewing premium and the accrued interest will get the higher renewal rate for 12 months.

Threshold #2

- If at the time of any premium payment date the Policy Value (including the premium payment) is at least \$25,000, then a Policy Value Credit Rate applies to the entire premium bucket for 12 months.
- At time of any premium anniversary, Transamerica will first look to the Policy Value on the anniversary date. If the Policy Value is at least \$25,000, the renewing premium and the accrued interest will get the higher renewal rate for 12 months.

Annuity Type	Flexible Premium Deferred Fixed Annuity
Markets	Qualified ¹ & Non-Qualified
Maximum Issue Age	85 (Owner or Annuitant)
Minimum Initial Premium	\$50 monthly, \$150 quarterly, \$300 semi-annually
Minimum Annual Premium	\$600
Maximum Total Premium	\$1,000,000 without prior company approval
Guaranteed Minimum Interest Rate	1.5%

Surrender Charge. Surrender Charges are applicable to partial distributions and complete surrenders in excess of Surrender Charge-free distributions. The Surrender Charge percentages listed here are applied to the portion of the Policy Value withdrawn that is in excess of the Surrender Charge-free amount. The Surrender Charge schedule for TransFlex is 8%, 8%, 7%, 6%, 5%, 4%, 3% for each premium received. The surrender charge schedule is based on policy date in AL, IN, MA, MD, MN, NJ, OR, and WA.

Waiver of Surrender Charge². Company-imposed Surrender Charges will be waived in the following instances:

- Minimum Required Distribution. For tax-qualified plans, partial withdrawals taken to satisfy minimum distribution requirements with respect to this policy under the Internal Revenue Code. Payments must be at least \$50.
- Nursing Care and Terminal Condition Withdrawal Options. Beginning in the second policy year, the owner or the owner’s spouse (annuitant or annuitant’s spouse if the owner is not a natural person) must have been 1) confined in a hospital or nursing facility for 30 consecutive days, or 2) diagnosed as having a terminal condition. Minimum distribution is lesser of policy value or \$1,000 (\$500 in New Jersey). Confinement

*Guarantees are backed by the claims-paying ability of Transamerica Life Insurance Company.

TRANSFLEXSM ANNUITY

Product Specifications

must begin or diagnosis must be made on or after the policy date. The Nursing Care and Terminal Condition Withdrawal Options are not available in all jurisdictions. Options not available to spouse of owner or annuitant in New Jersey.

- Partial Sum. Beginning in the second policy year, up to 10% of the Policy Value (\$500 minimum) on the prior policy anniversary may be withdrawn without a surrender charge.
- Systematic Payout Option (SPO). SPO may start in the second policy year up to 10% of Policy Value on the prior policy anniversary date on a monthly, quarterly, semi-annual, or annual basis. Payments must be at least \$50. SPO for NJ is \$40 monthly, \$125 quarterly, \$250 semi-annually and \$500 annually.
- Payment as a result of death.
- Annuitization is available after the third policy year (if income option is lifetime income or for a period of at least 60 months).

The guaranteed cash values will always be at least as great as the minimum cash values required by the client's state.

¹*There is no additional tax deferral benefit derived from placing IRA or other tax-qualified funds into an annuity. Features other than tax deferral should be considered in the purchase of a qualified annuity.*

²*Under current federal tax laws, amounts withdrawn or distributed are subject, in whole or in part, to federal income tax. State income tax may also be applicable. In addition, a 10% federal income tax penalty may apply if distributions are made prior to the owner reaching age 59½.*

TransFlexSM (Policy Form # AF905 101 203 605; FL Policy Form # AF924 101 203 605; OR Policy Form # AF955 101 203 605) is a flexible premium tax deferred fixed annuity issued by Transamerica Life Insurance Company, Cedar Rapids, IA. Policy form and number may vary, and this product and its features may not be available in all jurisdictions. Not available in New York.

Know your customer – do complete fact-finding, which includes reasonable efforts to obtain the customer's age, income, net worth, tax status, insurance needs, financial objectives, liquidity needs, time horizon, risk tolerance, and any other applicable information necessary for a purchase recommendation. Recommend only those products that meet your customer's needs and fully disclose product benefits, limitations, fees, penalties, etc.

Replacing an old policy with a new one can be a legitimate part of selling annuity products. The key question is whether the replacement is appropriate to the client. Before recommending a replacement, the client's entire insurance portfolio should be reviewed carefully to determine if the replacement is in the client's best interest. If it is inappropriate, then it should not take place.



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INSURANCE MARKETPLACE
STANDARDS ASSOCIATION

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