

# Focused Growth Annuity 3, 5, 7 and 10

Add safety and tax savings to your retirement strategy





## What Is A Deferred Annuity?

A deferred annuity contract gives you a way to build savings now and enjoy payments in the future — as a payment stream or a one-time, lump-sum payment. There are many types of deferred annuities, but they all have one thing in common: the taxes on your gains are delayed until you withdraw funds from the account. This is called tax-deferred growth.

In the U.S. you can only buy annuities from life insurance companies. Annuities are regulated by the Internal Revenue Code and state insurance law. Some contracts, features and options may not be available or similar in all states because state governments oversee insurance companies.

Annuities are meant to be long-term savings vehicles. We don't recommend them as short-term investments. Annuities are not guaranteed by a bank or credit union, and not insured by the FDIC or other governmental agency.

That means the guarantees of our annuities are based on the Standard Insurance Company's financial strength and claims-paying ability. Before buying an annuity, review its features, costs, risks and methods of calculating the variables.

Policies: ICC17-SPDA, SPDA

Riders: ICC17-R-PBR, ICC17-R-BIR, ICC17-R-PBIR, ICC17-R-BOIR, ICC17-R-GMAB, ICC17-R-MVA, ICC17-R-TCB, ICC17-R-NHB, ICC17-R-ANN, ICC17-R-DB, ICC17-R-ANNDDB, ICC17-R-ANNDW, ICC17-R-EIO, ICC17-R-AEI, ICC17-R-POF, ICC17-R-AEIPOF, ICC17-R-GOP, ICC17-E-SEPP, ICC17-R-ERTSA, ICC17-R-NERTSA, ICC17-R-IRA, ICC17-R-Roth IRA, ICC17-R-QPP, R-PBR, R-BIR, R-PBIR, R-BOIR, R-GMAB, R-MVA, R-TCB, R-NHB, R-ANN, R-DB, R-ANNDDB, R-ANNDW, R-EIO, R-AIE, R-POF, R-AEIPOF, R-GOP, E-SEPP, R-ERTSA, R-NERTSA, R-IRA, R-Roth IRA, R-QPP.

# Focused Growth Annuity

## 3, 5, 7 and 10

### A rewarding blend of safety, growth and flexibility

If you like the interest rate guarantees of deferred annuities, explore the Focused Growth Annuity single-premium deferred annuity.

The Focused Growth Annuity offers features to optimize your growth potential. It's a good fit if you're a long-term saver who likes the benefits of tax-deferred growth and protection as part of your retirement strategy. Few taxable investments provide this blend of safety, growth and flexibility.

Look over the features of the Focused Growth Annuity to learn whether this annuity fits into your future plans.

### “Triple-compounding”

boosts the benefits of tax-deferred annuities. This means the annuity earns interest on:

- Your initial premium payment, also called the principal
- The interest itself
- The tax savings, which is the amount you would have paid as income taxes

## Focused Growth Annuity Guarantees

### Rate Guarantees - 3, 5, 7 or 10 years

#### Initial Rate Guarantee Period

We guarantee the annual interest rate in effect at the time you buy the annuity for 3, 5, 7 or 10 years, depending on the option you select. Interest is calculated and credited daily.

At the end of the term, you may withdraw your money or automatically start a new guaranteed-rate period.

#### Subsequent Rate Guarantee Period

If you choose to continue your annuity, new interest rate guarantee periods and surrender-charge periods automatically begin at the end of your initial term, then again at the end of each subsequent term.<sup>1</sup>

All subsequent terms will be for the same duration as your initial guarantee period. For example, if you chose a Focused Growth Annuity 3, all subsequent guarantee periods will be 3 years.

During the first 30 days of each term, you may withdraw some or all of your funds without a surrender charge or market value adjustment.

The Standard sets a new interest rate at the beginning of each rate guarantee period, and we guarantee the rate for that period. The new rate may be higher or lower than the interest rate of your initial rate guarantee period.

1. Subject to restrictions in Florida; contact your agent for details.

## Focused Growth Annuity Key Features

### Premium Amounts

The minimum premium is \$15,000 and maximum premium is \$1,000,000. Greater amounts may be possible if pre-approved by The Standard before you submit an application. You may add additional premium in the first 90 days.

### Issue Age

- Focused Growth Annuity 3 and 5 for owners age 18–93<sup>2</sup> and for annuitants age 0–93<sup>2</sup>
- Focused Growth Annuity 7 for owners age 18–90 and for annuitants age 0–90
- Focused Growth Annuity 10 for owners age 18–80 and for annuitants age 0–80

### Tax-Qualification Options

This annuity may be established as an Individual Retirement Annuity, a 403(b) Tax-Sheltered Annuity or a Simplified Employee Pension to start or continue a qualified retirement savings account. There are no other tax advantages to buying an annuity as part of a qualified plan other than those provided by the plan itself. This annuity may also accept lump-sum premiums and complete or partial exchanges of non-qualified funds.

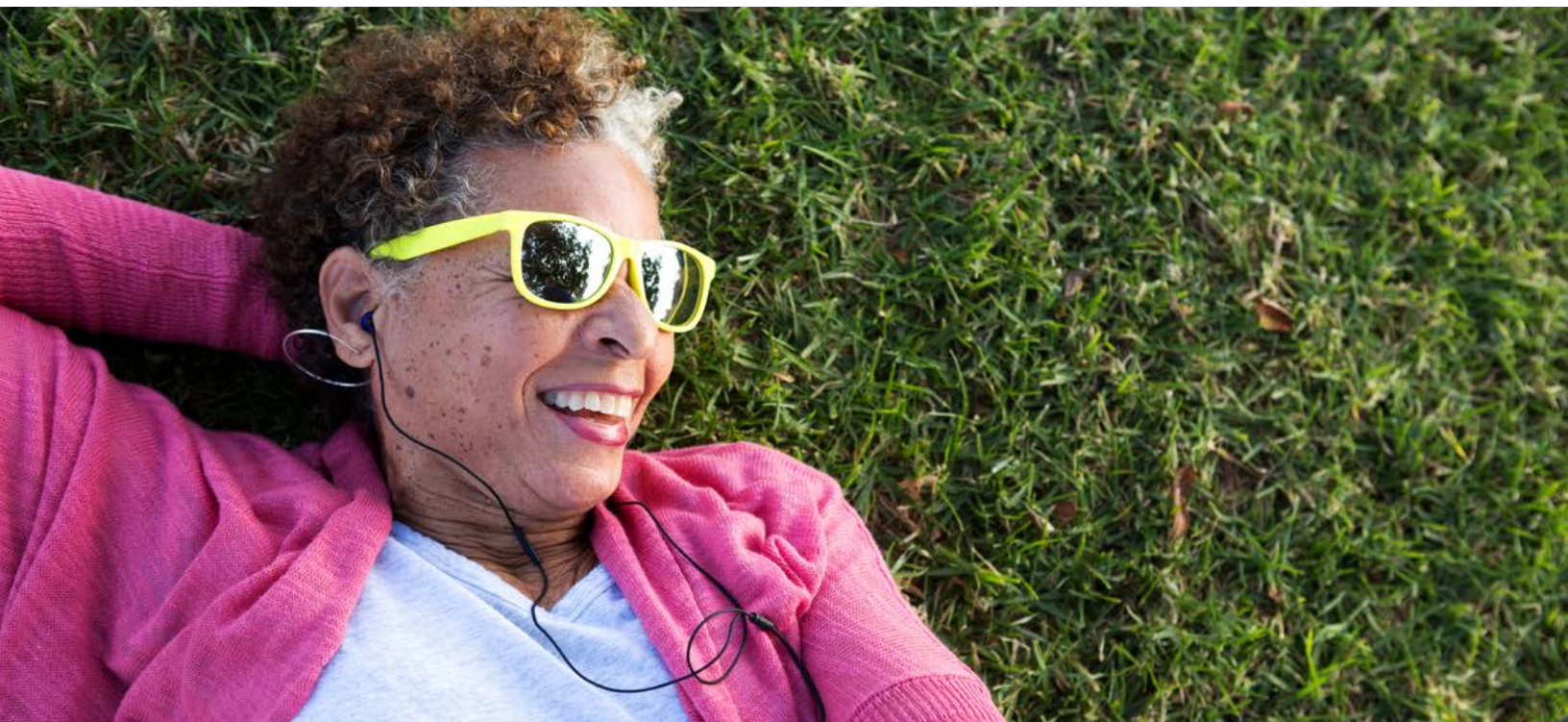
### Advantages of Tax Deferral

Taxes are due only when you've withdrawn funds or scheduled distributions from the annuity. Most people take these actions during retirement, when they are likely in a lower tax bracket. As a result, interest has been accumulating on principal, earnings and money that would have otherwise been paid in income taxes, and the taxes you do pay may be at a lower tax rate.

### Time to Reflect on the Purchase

You may cancel and return your contract within 30 days after it is delivered to you. We will refund your premium after a cancellation, minus any withdrawals you've taken.

2. The purchase of the annuity for those age 91-93 must be for transfer-of-wealth or estate-planning purposes.



## Surrender-Charge Period

Deferred annuities are designed to be long-term retirement savings. Although all or a portion of the funds may be withdrawn at any time, withdrawals and surrenders may face a charge during each surrender-charge period. This is calculated as a percentage of the withdrawal amount.

At the end of each guarantee period, new interest rate guarantee periods and surrender-charge periods automatically begin.<sup>3</sup> During the first 30 days of each subsequent surrender-charge period, you may withdraw some or all of your funds without a surrender charge.

### Focused Growth Annuity 3

Year in Surrender-Charge Period	1	2	3
Surrender Charge	9.4%	8.5%	7.5%

### Focused Growth Annuity 5

Year in Surrender-Charge Period	1	2	3	4	5
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%

### Focused Growth Annuity 7

Year in Surrender-Charge Period	1	2	3	4	5	6	7
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%	4.5%	3.5%

### Focused Growth Annuity 10

Year in Surrender-Charge Period	1	2	3	4	5	6	7	8	9	10
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%	4.5%	3.5%	2.5%	1.5%	0.5%

## Market Value Adjustment

A market value adjustment applies to withdrawals or surrenders that are subject to a surrender charge. We base the adjustment on a formula that takes into account changes in the MVA Index at that time. We will waive the MVA when the surrender charge is waived.

The MVA can increase or decrease the surrender value of the annuity. Generally, if interest rates have risen since the beginning of the current surrender-charge period, the MVA will decrease the surrender value. If interest rates have fallen, the MVA will increase the surrender value.

## Minimum Value Guarantee

During the surrender-charge period and throughout the contract, minimum values of the annuity are guaranteed by law. The owner will never receive less than the minimum contract values over the life of the contract. The annuity contract surrender value is guaranteed to equal, or exceed, the contractual minimum values in the contract.

The Standard applies a formula to ensure that the surrender value meets, or exceeds, these contractual minimum values — even if market value adjustments and surrender charges have been applied during the MVA period.

At all times, the owner is guaranteed to receive an annuity value that meets or exceeds minimum required values.

3. Subject to restrictions in Florida; contact your agent for details.



## Access to Funds

While surrenders and withdrawals are discouraged during the surrender-charge periods, there are times when you may need to access your funds. We have created withdrawal options without a surrender charge or market value adjustment to help in certain situations. There may be a 10 percent early-withdrawal IRS penalty for surrenders that occur before age 59½. Please consult a tax professional for guidance.

### 30-Day Window

During the first 30 days of each subsequent surrender-charge period, you can withdraw some or all of your funds without a surrender charge.

### Payments of Interest Earnings

After 30 days, you can withdraw your interest earned from the prior 12 months without a surrender charge. Payments may be scheduled monthly, quarterly, semi-annually or annually.

### Required Minimum Distributions

You can schedule surrender-charge-free annuity payments that meet IRS-required minimum distributions for tax-qualified plans.

### Terminal Conditions<sup>4</sup>

After the first year, you can withdraw funds without a surrender charge if you are diagnosed with a terminal condition with a life expectancy of 12 months or less.

### Nursing Home Residency<sup>4</sup>

After the first year, you can withdraw funds without a surrender charge if you are a resident in a nursing home for 30 or more consecutive days.

### Death Benefits

Death benefit payments are available without a surrender charge. After the death of an annuitant, the owner may elect a withdrawal within 180 days of the death and surrender charges will be waived.

### Annuitization

Annuitization is the process of changing from accumulating savings to generating a guaranteed income stream. You may convert your deferred annuity to a payment stream with The Standard at any time without a surrender charge. You must choose either a lifetime income payment option or a certain period of at least five years.

4. Applies after the first contract year. May not be available in all states.

## A Guaranteed Income for Life

Annuitization is precisely why many people buy an annuity — to ensure a guaranteed income stream.

You can convert most deferred annuities at any time, but most people choose to make this change just before retirement. This option:

- Provides a guaranteed income stream
- Allows you to set payments that meet the IRS Required Minimum Distribution
- Allows you to pay taxes in smaller, regular payments instead of in a lump sum

## Income Options

### Life Income

A guaranteed income for as long as you are living. Payments will end when the owner of the annuity dies.

### Life Income with Installment Refund

A guaranteed income for as long as you are living. The total payments will never be less than the total amount paid to purchase this option. If you die before receiving at least that amount, your beneficiary receives those payments until the full amount is repaid - or they may choose a lump sum payment.

### Life Income with Certain Period

A guaranteed income for as long as you are living. If you die before the end of the specified period (5, 10, 15 or 20 years), your beneficiary receives those payments until the end of the period - or they may choose a lump sum payment.

### Joint and Survivor Life Income

A guaranteed income for as long as both of you are living. When either of you die, payments will continue at 50 percent, 66<sup>2</sup>/<sub>3</sub> percent, 75 percent or 100 percent of the payments received when you both were living. Payments will end when both of you die.

### Joint and Survivor Life Income with Installment Refund

A guaranteed income for as long as both of you are living. The total payments will never be less than the total amount paid to purchase this option. If both of you die before receiving at least that amount, your beneficiary receives those payments until the full amount is repaid - or they may choose a lump-sum payment

### Joint and Survivor Life Income with Certain Period

A guaranteed income for as long as both of you are living. When either of you dies, payments will continue at 100 percent of the payments received when both of you were living. If both of you die before the end of the period specified (5, 10, 15 or 20 years), your beneficiary receives those payments until the end of the period - or they may choose a lump-sum payment.

### Joint and Contingent Survivor Life Income

A guaranteed income for as long as both of you are living. If the primary annuitant dies first, payments will continue at 50 percent of the payments received when both of you were living. If the contingent annuitant dies first, payments will continue at 100 percent of the payments received when both of you were living. Payments will end when both of you die.

### Certain Period

A guaranteed income over a chosen time period (5, 10, 15 or 20 years). You can choose to receive a lump-sum payment of your benefits instead of recurring payments at any time. If you die before the end of the specified period, your beneficiary receives those payments until the end of the period - or they may choose a lump-sum payment.

### Lump sum

A lump-sum payment is a one-time payment for the full value of the annuity, rather than recurring payments made over a period of time.



Annuities are intended as long-term savings vehicles. The Focused Growth Annuity is a product of Standard Insurance Company. It may not be available in some states. The annuity is not guaranteed by any bank or credit union and is not insured by the FDIC or any other governmental agency. The purchase of an annuity is not a provision or condition of any bank or credit union activity. Some annuities may go down in value.

The Standard is a marketing name for StanCorp Financial Group, Inc. and subsidiaries. Insurance products are offered by Standard Insurance Company of Portland, Oregon in all states except New York. Product features and availability vary by state and are solely the responsibility of Standard Insurance Company.

Standard Insurance Company  
1100 SW 6th Avenue  
Portland, OR 97204

[www.standard.com](http://www.standard.com)

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