

Athene's fixed indexed annuity portfolio

Quick reference agent guide

TargetBenefitSM Series
MultiChoiceSM Series



Here's how you can get a hold of us

800.255.2405

Annuity Sales Support *ext. 6620*

Product and pre-sale support for agents and Distribution Partners

New Business Agent Contact *ext. 6631*

Status of business submitted, outstanding requirements, transfers, rollovers

Fax: 866.709.3921

Agent Services

Contracting Queue – *ext. 6628*

Commissions Queue – *ext. 6629*

Customer Service *ext. 6624*

Basic policy and product information regarding in-force policies

Fax: 866.709.3922

Marketing & Advertising Support

adreview@athene.com

Your Athene Contacts!

Who often helps you out? Have their number readily available!

Name

Number

Name

Number

Name

Number

The Athene Annuity Portfolio

Providing solutions to fit the unique and evolving needs of your clients

We recognize every client is unique. Their needs, goals and financial objectives vary depending on their personal situation and can often change throughout their life. Our fixed indexed annuity portfolio was designed with those needs in mind. At their core, annuities look to address two key issues in preparation of retirement — asset accumulation and retirement Income.

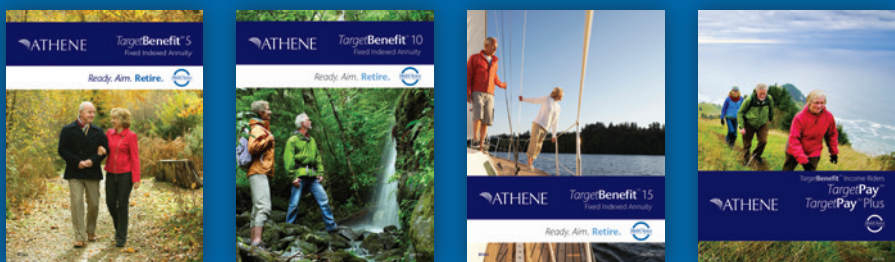
Asset Accumulation

Growing your clients' assets with an Aviva annuity can be a smart way to boost their retirement savings. Through features such as premium bonuses and industry-leading interest-crediting strategies, you can ensure your clients' dollars benefit from upside potential with protection from downside market risk.

Lifetime Income

Ensuring your clients have income they cannot outlive is an important step in any retirement plan. We provide different types of lifetime income riders you can choose from to best meet your clients' needs.

Athene Designs to Consider



- **TargetBenefit** 5, 10 or 15 depending on accumulation length objectives
- **TargetPay**SM Income Benefit Rider — Guaranteed Lifetime Income Benefit payouts
- **TargetPay**SM Plus Income Benefit Rider — Lifetime Income Benefit payouts with enhanced growth potential

MultiChoice Income Series

- MultiChoice Xtra
- MultiChoice Ten
- **LifetimePay**SM **Plus** — Traditional income rider design with income account value and guaranteed rollup rate



Details by Product	TargetBenefit 5						TargetBenefit 10								TargetBenefit 15																																																																									
Issue Ages (Owner and Annuitant)	0 - 83 Please see the rate card for product availability						TargetBenefit 10: 0 - 78 TargetBenefit 15: 0 - 73 0 - 64 in FL 0 - 47 in DE, MN, OH, UT 0 - 50 in AK, NJ, NV, PA, SC, TX Please see the rate card for product availability																																																																																	
Premiums	Single premium only Minimum: \$5,000 Maximum: \$1,000,000						Single premium only Minimum: \$5,000 Maximum: \$1,000,000																																																																																	
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Riders Available	No riders available						TargetPay TargetPay Plus																																																																																	
Positioning “Sweet Spot”	• Accumulation potential						• Accumulation potential • Income potential with TargetPay Plus rider																																																																																	

For agent use only. Not intended for use with the general public. Withdrawals and surrender may be subject to federal and state income tax and, except under certain circumstances, will be subject to an IRS penalty if taken prior to age 59½. Products listed are the generic versions only. Please see the state specific brochure or rate card for information regarding your state version of the product. Availability varies by state.

See the Certificate of Disclosure for a more detailed explanation, including definitions for the terms that are capitalized in this brochure.

Details by Product	<i>TargetPay</i> and <i>TargetPay</i> Plus Income Riders
Outlining the benefits	Similar to a statement of benefits provided by a defined benefit plan, the insurance company determines the income payments that your client is guaranteed (assuming no other transactions), and then provides these amounts to them on a simple Statement of Benefits each year.
Straightforward method of determining benefits	Benefits are based on factors such as: <ul style="list-style-type: none"> • Base product selected • Income Rider selected • Premium amount • Age at issue • Years of income deferral
Premium Protection	After 10 years, if the Accumulated Value is less than the initial premium plus any applicable premium bonus (due to rider charges) AND no withdrawals have been taken, an interest credit will be applied so the Accumulated Value is equal to the initial premium plus any applicable premium bonus.
Confinement Income Benefit "Tripler"²	Increased income amounts for confinement to a qualified care facility. This benefit is payable for a maximum of 60 months, and in all circumstances, the confinement benefit will stop when your annuity's Accumulated Value is reduced to zero. Your rider income will be adjusted back to the original amount.
<i>TargetReserve</i> SM	<i>TargetReserve</i> helps your clients plan for future expenses. If they have started receiving income and their needs change, they can choose to defer all or part of their income using the <i>TargetReserve</i> feature. When using <i>TargetReserve</i> , the deferred income benefits accumulate and can be accessed later.
Joint payout	Available on both non-qualified and qualified dollars.
Inflation Adjusted Income	When income is elected, the owner has the choice of level payments or Inflation Adjusted Income. Income increases are only applied on the contract anniversary for a limited number of contract anniversaries after Lifetime Income Benefits have commenced.
Rider Charge	The annual charge for both <i>TargetPay</i> and <i>TargetPay</i> Plus is currently 1.25% per year, and once the contract is issued, the Rider Charge Rate is guaranteed to never increase for the life of the contract. The Rider Charge will reduce the Accumulated Value, any applicable Market Value Adjustment Base and in some states the Minimum Guaranteed Contract Value. It is calculated separately for the applicable Strategy Value(s) when these events occur: 1) on each Index Term End Date; 2) when a withdrawal of any type is taken; 3) on the Annuity Date; 4) when the rider is terminated; 5) upon surrender or termination of the Contract; and 6) on the date of death of an owner/annuitant that triggers payment of the Death Benefit.

Key differences between the riders

(prior to commencement of Lifetime Income Benefits)

Details by Product	<i>TargetPay</i> Income Rider	<i>TargetPay</i> Plus Income Rider
Targeted Income	Highest available guaranteed lifetime income amounts	Lower guaranteed lifetime income amounts than with <i>TargetPay</i> , but potential for higher income depending on any interest credits
Effect of Interest Credits	Interest credits to the base annuity do not impact the Lifetime Income Benefit	Prior to electing income, interest credits to the base annuity will increase the Lifetime Income Benefit by the same percentage as the interest credit
Statement of Benefits	Prior to electing income, Lifetime Income Benefits shown on the annual Statement of Benefits are defined at policy issue and will not change (except due to withdrawals)	Prior to electing income, the Statement of Benefits is updated annually to reflect any increases to the Lifetime Income Benefit due to interest credits (as well as any withdrawals)

¹ **Confinement Waiver** - Up to 100% of the greater of the Accumulated Value or the Minimum Guaranteed Contract Value if confined to convalescent care for at least 60 consecutive days after the first policy year.

Terminal Illness Waiver - Up to 100% of the greater of the Accumulated Value or the Minimum Guaranteed Contract Value if diagnosed after the first contract year with terminal illness that would result in death within one year.

² See the Contract for qualifying confinement criteria. May not be available in all states. Annuity policy must be in force for two years before eligible for benefit.

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Details by Product	MultiChoice Xtra	MultiChoice Ten																																																				
Issue Ages (Owner and Annuitant)	0 - 78	0 - 78																																																				
Premiums	Flexible Premium Minimum: \$5,000 Premium banding; \$75,000	Flexible Premium Minimum: \$5,000 Premium banding; \$75,000																																																				
Premium Bonus	4% premium bonus on all first year premiums	None																																																				
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Rider available	LifetimePay Plus	LifetimePay Plus																																																				

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Details by Product	<i>Lifetime</i> Pay Plus Rider
Issue Ages (Owner and Annuitant)	40 - 78
Accumulation	<p>Guaranteed 6% growth of the Income Account Value for the first 12 years of the contract prior to starting rider withdrawals.</p> <ul style="list-style-type: none"> On or after the 5th Contract Anniversary, if no rider withdrawals have been taken, your clients can restart the Accumulation Years and continue the 6% growth annually. The total number of Accumulation Years cannot exceed 20 years.
Distribution	<ul style="list-style-type: none"> Rider income is available right from the start of the contract. Your clients can start and stop rider withdrawals at any time based on their income needs. During payout, the rider withdrawal amount may “Step-Up” if the base contract Accumulated Value grows to more than the rider’s Income Account Value.
Spousal Beneficiary Options	<p>If spouse is sole beneficiary and elects to continue the annuity contract after death, benefits will continue if:</p> <ul style="list-style-type: none"> a) Surviving spouse’s attained age on the Effective Date is at least equal to minimum issue age requirement for this Rider; and b) Spouse becomes the sole Annuitant and sole Owner of the Contract. <p>If the spousal beneficiary assumes the contract before rider income has begun, the rider simply continues in the Accumulation Period. Spousal continuation does not restart the withdrawal charge schedule for the annuity contract.</p> <p>If rider withdrawals were started prior to the time of spousal continuation, the spouse can continue to receive Lifetime Income Withdrawals if the surviving spouse is a Joint Owner on the date of death of the first Owner.</p>
Income Doubler	An income “Doubler” that provides double the rider withdrawal amount if they are confined. ³
Positioning “Sweet Spot”	Strong lifetime income, especially when deferring income for a number of years

Please note there is a charge for this rider and it may not be available in all states. Rider provisions are the generic versions only. Please see the state specific brochure or rate card for information regarding your state version of the rider.

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The Income Account Value is not the same as the Accumulated Value of the base annuity contract, and it is never available for lump sum withdrawal; it is only used for calculating the income amount available under rider provisions. Rider withdrawals stop the accumulation in the Income Account Value.

³ See the Contract for qualifying confinement criteria. May not be available in all states.

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Market Indices do not include dividends paid on the underlying stocks, and therefore do not reflect the total return of the underlying stocks; neither an index nor any market-indexed annuity is comparable to a direct investment in the equity markets. Indexed annuities are not registered securities or stock market investments and do not directly participate in any stock or equity investments.

Bonus annuities may include lower cap rates, higher withdrawal charges or other limitations that are not found in annuities that don't have a bonus feature.

LifetimePay Plus MCAIRW (02/08) or state variation, an optional rider for which a premium is deducted monthly, and the MultiChoice 10 Annuity IA10 (09/09), MultiChoice Xtra Annuity IA10B (09/09) or state variation, *TargetBenefit* 5 Annuity TBSS (09/12), *TargetBenefit* 10 Annuity TBS10 (09/12), *TargetBenefit* 15 Annuity TBS15 (09/12), *TargetPay* Income Benefit Rider TBSIRF (09/12), *TargetPay* Plus Income Benefit Rider TBSIRI (09/12) or state variations are issued by Athene Annuity and Life Company, West Des Moines, IA. Product features, limitations and availability vary by state; see the Certificate of Disclosure for details.



Products issued by

Athene Annuity and Life Company
7700 Mills Civic Parkway
West Des Moines, IA 50266-3862
www.athene.com