

# **Product Reference Guide**

for Wells Fargo

#### **FIXED ANNUITIES**

	American Freedom Elevate 3	American Freedom Elevate 5	American Freedom Elevate 7
Issue ages	Up to age 90	Up to age 89	Up to age 88
Tax qualifications	<ul> <li>403(b) (Traditional &amp; Roth)</li> <li>457(b)</li> <li>IRA (Traditional, Roth, SEP, SIMPLE, Inherited)</li> <li>Non-qualified</li> <li>Inherited non-qualified</li> </ul>		
Purchase payments	Minimum: \$10,000	Minimum: \$10,000	Minimum: \$10,000
Early withdrawal charges	3-year declining starting at 9%	5-year declining starting at 9%	7-year rolling declining at 9%
Market value adjustment	Yes	Yes	Yes
Features	<ul> <li>The interest rate is guaranteed for the initial 3-year term</li> <li>10% penalty-free withdrawal beginning first contract year</li> <li>Extended care and terminal illness waiver riders</li> </ul>	<ul> <li>Guaranteed increasing rate during the five-year term</li> <li>10% penalty-free withdrawal beginning first contract year</li> <li>Extended care and terminal illness waiver riders</li> </ul>	<ul> <li>Guaranteed increasing rate during the seven-year term</li> <li>10% penalty-free withdrawal beginning first contract year</li> <li>Extended care and terminal illness waiver riders</li> </ul>

## FEE-BASED FIXED-INDEXED ANNUITY

	Index Protector 5	
Issue ages	0-89 (qualified) 0-89 (non-qualified) 0-75 (inherited IRA) 0-75 (inherited non-qualified)	
Tax qualifications	<ul> <li>403(b) (Traditional &amp; Roth)</li> <li>457(b)</li> <li>401(a)</li> <li>IRA (Traditional, Roth, SEP, SIMPLE, Inherited)</li> <li>Non-qualified</li> <li>Inherited non-qualified</li> </ul>	
Purchase payments	Minimum: \$50,000 Additional purchase payments of at least \$25,000 accepted in first two months of contract	
Early withdrawal charges	There are no early withdrawal charges. A market value adjustment will apply during the first five contract years.	
Features	<ul> <li>Declared rate</li> <li>Indexed strategies: Point-to point with cap or cap lock</li> <li>GMSV: 87.5% of purchase payments plus interest credited at a GMSV rate</li> <li>10% MVA-free withdrawal beginning first contract year</li> <li>Extended care and terminal illness waiver riders</li> </ul>	

### **FIXED-INDEXED ANNUITIES**

	American Freedom Liberty 5	American Freedom Liberty 7	
Issue ages	0-89 (qualified) 0-89 (non-qualified) 0-75 (inherited IRA) 0-75 (inherited non-qualified)	0-85 (qualified) 0-85 (non-qualified) 0-75 (inherited IRA) 0-75 (inherited non-qualified)	
Tax qualifications	<ul> <li>403(b) (Traditional &amp; Roth)</li> <li>457(b)</li> <li>IRA (Traditional, Roth, SEP, SIMPLE, Inherited)</li> <li>Non-qualified</li> <li>Inherited non-qualified</li> </ul>		
Purchase payments	Minimum: \$25,000  Additional purchase payments of at least \$2,000 accepted in first year of contract	Minimum: \$25,000  Additional purchase payments of at least \$2,000 accepted in first 10 contract years	
Early withdrawal charges	5-year declining starting at 9%	7-year declining starting at 9%	
Market value adjustment	Choose between MVA and non-MVA versions of contract (see rate chart for MVA availability)	Choose between MVA and non-MVA versions of contract (see rate chart for MVA availability)	
Features	<ul> <li>Indexed strategies: Point-to-point with cap or cap lock</li> <li>Bailout cap on point-to-point indexed strategies</li> <li>GMSV: 100% of purchase payments at a guaranteed minimum rate</li> <li>10% penalty-free withdrawal beginning first contract year</li> <li>Extended care and terminal illness waiver riders</li> </ul>	<ul> <li>Indexed strategies: Point-to-point with cap or cap lock</li> <li>Bailout cap on point-to-point indexed strategies</li> <li>GMSV: 100% of purchase payments at a guaranteed minimum rate</li> <li>10% penalty-free withdrawal beginning first contract year</li> <li>Extended care and terminal illness waiver riders</li> <li>Optional riders: IncomeSecure; Inheritance Enhancer</li> </ul>	

### **FIXED-INDEXED ANNUITY RIDERS**

Only available with American Freedom Liberty 7

	IncomeSecure	Inheritance Enhancer	
Issue ages	<b>40-85</b> (qualified and non-qualified); Income payments may begin at age 55	50-85 (qualified and non-qualified)	
Current rider charge	See IncomeSecure brochure for current rider charge, which is based off the income base and deducted from the account value.	See InheritanceEnhancer brochure for current rider charge, which is based off the death benefit base and deducted from the account value.	
Features	Guaranteed income rider	Guaranteed death benefit rider	
	• Income payments may be taken at any time, if	Refund of rider charge in certain circumstances	
	client is age 55 or older	<ul> <li>Resets available at first anniversary</li> </ul>	
	Resets available at first anniversary		
	<ul> <li>Competitive payout percentages that increase annually for a set period of time until income start date</li> </ul>		
	Available income options: single lifetime income and joint lifetime income		

#### REGISTERED INDEX-LINKED ANNUITIES

	Index Frontier 5 Plus		
Issue ages	Up to age 80	Features	Declared rate strategy
Tax qualifications	<ul> <li>403(b) (Traditional &amp; Roth)</li> <li>457(b)</li> <li>401(a)</li> <li>IRA (Traditional, Roth, SEP, SIMPLE, Inherited)</li> <li>Non-qualified</li> <li>Inherited non-qualified</li> </ul>		<ul> <li>Indexed strategies:</li> <li>1-Year -10% Floor with Cap</li> <li>1-Year 10% Buffer with Cap</li> <li>1-Year 10% Buffer with Performance Trigger</li> <li>1-Year 10% Buffer with Dual Performance Trigger</li> <li>1-Year 20% Buffer with Cap</li> <li>1-Year 20% Buffer with Performance Trigger</li> <li>5-Year 10% Buffer with Upside Participation Rate</li> </ul>
Purchase payments	Minimum: \$25,000 Additional purchase payments of at least \$10,000 accepted in first two months of contract		<ul> <li>5-Year 20% Buffer with Cap (5-year strategies only available for terms beginning in first contract year)</li> <li>10% penalty-free withdrawal beginning first contract year</li> <li>Death benefit is greater of account value or purchase payments,</li> </ul>
Early withdrawal charges	5-year declining starting at 8%		<ul> <li>less proportional reductions for withdrawals</li> <li>Extended care and terminal illness waiver riders</li> <li>Performance lock available on select strategies. For more information and availability by strategy, please refer to the Product Overview.</li> </ul>

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For additional product features, please see the Product Overview. The contracts remain the sole and exclusive authority for the terms and conditions of each product. In no event shall this guide be deemed to supplement, amend or otherwise alter any terms or conditions of any contract.

Extended care and terminal illness waiver riders not available in all states. Extended care waiver rider is offered under form numbers R6062619NW, R6032410NW, ICC20-R6032420NW or R1462316NW. Terminal illness waiver rider offered under form numbers R6062719NW, R6025809NW, R6032310NW, ICC20-R6032320NW or R1462416NW. Products issued by MassMutual Ascend Life Insurance Company (Cincinnati, Ohio), a wholly owned subsidiary of Massachusetts Mutual Life Insurance Company (MassMutual) under contract form numbers ICC22-P1165322NW, P1165322NW, P1123117NW, P1123217NW, ICC20-P1144520NW, ICC20-P144520NW-NoMVA, P1144520NW, P1144520NW-NoMVA, ICC20-P1474420NW, ICC20-P1474420NW, P1474420NW-NoMVA, P1146620NW, P1850822NW and rider form numbers R6036711NW and R6042513NW. Form numbers, features and availability may vary by state. Product may not be available in all states.

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