



AXONIC  
**Waypoint MYGA**  
Multi-Year Guaranteed Annuity

Contract issued by:  
AmFirst Insurance Company

Product Training Manual

# AXONIC Waypoint Multi-Year Guaranteed Annuity

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A SINGLE PREMIUM DEFERRED FIXED ANNUITY CONTRACT



This training manual is intended for Producers authorized to do business with AmFirst Insurance Company. Products are marketed and serviced by Axonic Insurance Services, LLC. The material contained herein has not been approved for use with the general public and may not be reproduced. This course is intended to give an overview of the AXONIC Waypoint Multi-Year Guaranteed Annuity and is current as of May 2024.

- / Single Premium Annuity contract, no subsequent premiums will be accepted.
- / Minimum premium: \$20,000.
- / Premiums greater than \$1,000,000 may require additional documentation and/or Company approval.
- / Client chooses a guaranteed period between two and ten years.
- / The annuity contract earns tax-deferred interest at a guaranteed minimum interest rate. Guaranteed minimum rate depends on the guarantee period chosen and the current interest rate environment.
- / The annuity contract reflects interest rates as annual rates, which compound annually but interest is credited daily.
- / Annuity contract offers additional benefits/riders at no added cost.
- / When the Guarantee Period ends, the client will be notified of their right to make certain choices, including: renewing the contract for an additional guarantee period or withdrawing funds from the annuity contract without charges. If the client elects to renew, a new interest rate will become the Guaranteed Minimum Interest Rate and a New Surrender Charge Period will begin.
- / The Contract Value of the annuity cannot go down, except by operation of the Surrender Charge or Market Value Adjustment, if applicable.

# Product Features

- ✓ When the Waypoint MYGA annuity product is issued, the contract will reflect a Maturity Date: Date in which your client may start receiving income from the annuity, if the annuity is still in force (active and all the premiums have been paid).
- ✓ Your client may choose an earlier payout date any time after the second Contract Anniversary.
- ✓ When your client chooses to begin receiving annuity payments, they can also choose how to receive the income – the Settlement Option. Your client will be able to choose among the options made available by the Company.
- ✓ Income payments will be based on the greater of the Contract Value or the Minimum Surrender Value.
- ✓ Annuity Payments will be applied to the Settlement Option that is chosen.
- ✓ During the period before annuity payments begin, client can withdraw all of the Contract Value or make a partial withdrawal. Withdrawals above the Free Withdrawal will be subject to surrender charges and Market value adjustment "MVA" (if applicable).

- ✓ The annuity has a Free Withdrawal feature after the second Contract anniversary. The Free Withdrawal percentage appears on the Schedule Page of the Contract.
- ✓ The contract may also offer a Market Value Adjustment (MVA) rider at no added cost. The MVA Rider will decrease or increase the amount your client receives when a Withdrawal is made or your client elects to begin taking annuity payments during the Guarantee Period. MVA does not apply to Free Withdrawals taken during the Guarantee Period.
- ✓ The contract may also offer a Nursing Home Confinement rider at no added cost. We will waive the surrender charges and the MVA adjustment will not apply, subject to the free withdrawal provisions provided the contract meets certain guidelines.
- ✓ The contract may also offer Terminal Illness rider at no added cost. If your client becomes terminally ill, which shall mean, if any medical conditions, which a physician certifies in a written statement, has reduced your expected life span to 12 months or less, the client may request a partial or full withdrawal per the terms and guidelines of the contract.
- ✓ Product and feature availability may vary by state.

- ／ If the owner of the annuity dies before income payments have begun, the value of the annuity pays to the beneficiary or beneficiaries on file.
- ／ Interest on the Death Benefit will be paid at the rate applicable to the contract for the funds on deposit, from the date of the Owner's death until the claim is paid.
- ／ If the owner dies after the payouts have begun, the remaining payments, if any will be made to the beneficiary or beneficiaries based on the payout option chosen.

# Annuity Suitability

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In February 2020, the NAIC Suitability in Annuity Transactions Model Regulation (“Model”) updated the Model to require an insurance producer to act in the best interest of the consumer when making recommendations regarding annuity products. Producers must also fulfill care, disclosure, conflict of interest, documentation and producer training obligations. These obligations include, but are not limited to:

- / Understanding the consumer’s financial situation, insurance needs and financial objectives.
- / Communicating the basis or bases of the recommendation to the consumer.
- / Disclosing to the consumer information such as the scope and terms of their relationship, the types of products that the producer is licensed to sell and how the producer is compensated.
- / Identifying, avoiding and disclosing material conflicts of interest.
- / Creating written records for all recommendations.

In addition, any sales contests, sales quotas, bonuses, and non-cash compensation that are based on the sales of specific annuities within a limited period of time are prohibited. Annuities are generally long-term investments and may not be appropriate for someone who doesn’t plan to hold onto the product for their long-term needs.

Many deferred annuity products contain substantial surrender or withdrawal charges for several years. Consumers considering annuities must have sufficient income, assets and financial resources to cover current expenses and foreseeable short and intermediate-term needs. The consumer’s participation in a qualified retirement plan may affect his or her need for a non-qualified deferred annuity.

Clients should discuss a producer’s recommendation with their tax professional.

# Selling Annuities to Older and Vulnerable Adults

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There are numerous state regulations and industry model rules relating to the protection of Seniors (Age 65+) and Vulnerable Adults (“Financial Exploitation of Specified Adults”).

It is your responsibility to be familiar with and comply with the applicable laws and regulations of the states in which you do business. Unless a state has otherwise defined the age of an older (age 65+) or “vulnerable adult”, you should use good judgment to ensure customers clearly understand all of the product offerings.

The Committee of Annuity Insurers follows the SEC's mission of protection of investors, particularly senior investors. Primarily so that insurance companies will follow FINRA's Rule 2165 (Financial Exploitation of Specified Adults) in a matter consistent with that afforded to Broker-Dealers under said rule. A specified adult under this rule refers to (A) a natural person age 65 and older or (B) a natural person age 18 and older who the insurance company reasonably believes has a mental or physical impairment that renders the individual unable to protect his or her own interests.

When meeting with older and/or Vulnerable Adults, explain that you are an insurance producer and that you are soliciting an annuity. Never use confusing or misleading terms. Determine the individual's financial situation needs, objectives and risk tolerance, and be documented as such. Never use methods that could be considered high pressure or could cause alarm. Consider the appropriateness of the product given their circumstances.



# Agent Training Guide

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**Product Type** // Single Premium Deferred Annuity with Market Value Adjustment (MVA).

**Initial Guarantee Period** // 2-, 3-, 5-, 7-, 10-Years

**Funding Options** // NQ, IRA, Roth IRA.

**Joint Ownership** // Allowed. Joint Owner must be the spouse.

**Minimum Premium** // \$20,000

**Maximum Premium** // \$1,000,000, which may be exceeded with Company approval.

**Issue Ages Type** // Up to age 89 and 364 days.

**Free Look** // Up to 30 days or longer as required by state law.

**Free Withdrawals** // After the first year, 10% of the Contract Value on the prior Contract Anniversary.

After the first contract year, you may make multiple withdrawals of an amount up to the remaining annual free withdrawal amount available as of the date of the withdrawal without incurring a surrender charge. Any amount withdrawn during a contract year that exceeds the free withdrawal amount will be subject to a surrender charge. A 10% IRS penalty may apply to withdrawals prior to age 59 1/2. The free withdrawal amount is reduced by any withdrawals taken since the last contract anniversary.

# Agent Training Guide



## Surrender Charges

The following surrender charges are applicable to all withdrawals exceeding the free withdrawal amount:

	Policy Year 1	Policy Year 2	Policy Year 3	Policy Year 4	Policy Year 5	Policy Year 6	Policy Year 7	Policy Year 8	Policy Year 9	Policy Year 10
<b>2-Year MYGA</b>	9.00%	8.00%								
<b>3-Year MYGA</b>	9.00%	8.00%	7.00%							
<b>5-Year MYGA</b>	9.00%	8.00%	7.00%	6.00%	5.00%					
<b>7-Year MYGA</b>	9.00%	8.00%	7.00%	6.00%	5.00%	4.00%	3.00%			
<b>10-Year MYGA</b>	9.20%	8.30%	7.40%	6.50%	5.60%	4.70%	3.80%	2.80%	1.90%	0.90%

## Settlement Options

Lump Sum, Life Only; Life with 10-Year Period Certain; Joint and Last Survivor with 10-Year Period Certain (if annuitized).

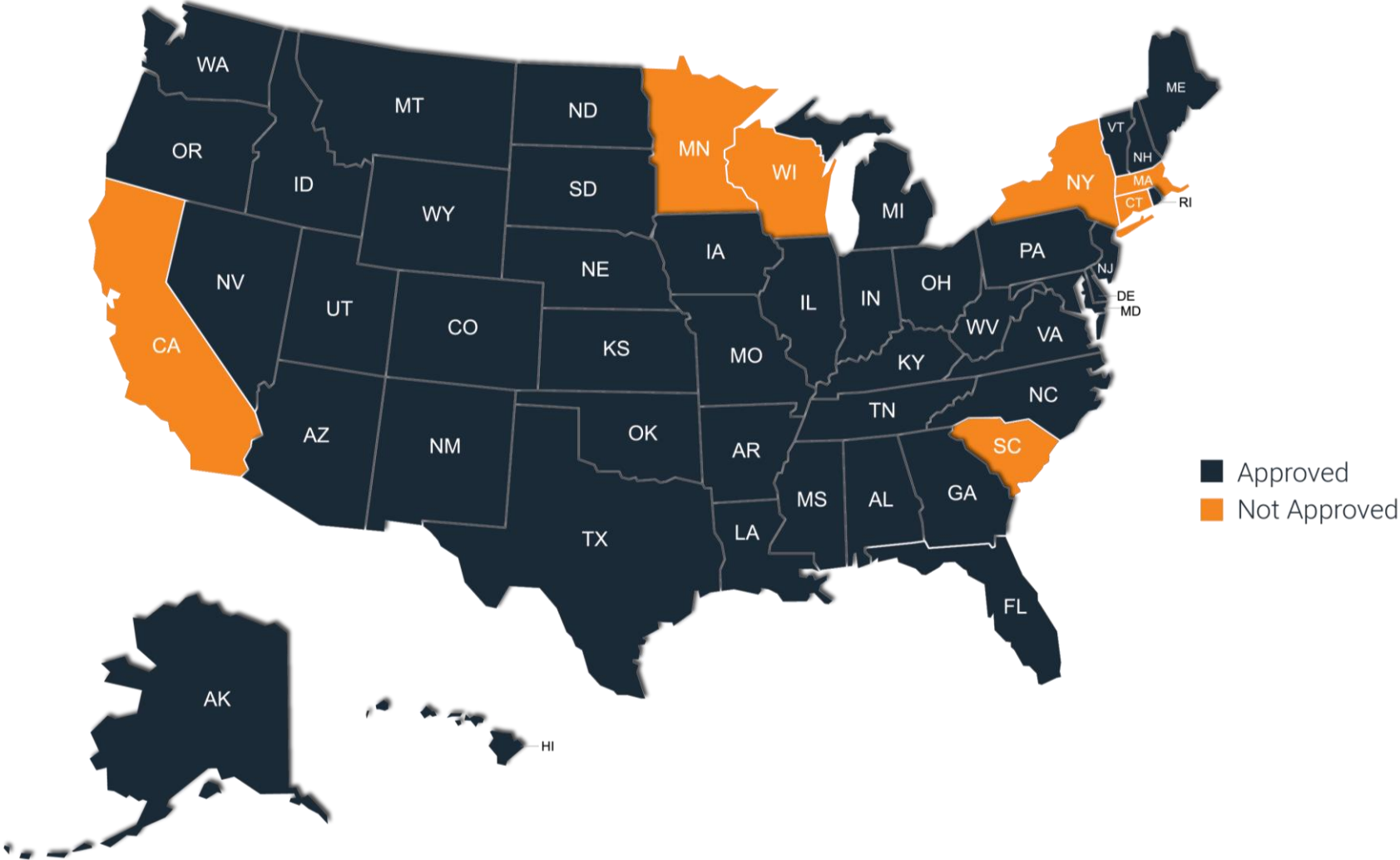
## Renewal Policy

30 days prior to the end of the initial interest guarantee period or any subsequent guarantee period, you will be sent a notification which will state when the guarantee period is ending and provide the renewal rate and surrender charges in effect for the subsequent guarantee period. Prior to the end of the guarantee period, you may elect to:

1. Continue your contract for the same guarantee period at the declared renewal rate
2. Surrender the contract with no surrender charges and market value adjustment
3. Apply the contract value to a settlement option
4. Continue the contract for another guarantee period that is available at the time of renewal
5. Take a partial withdrawal, with no surrender charges or market value adjustments and apply the remaining value to another guarantee period, which may be the same or different than the prior guarantee period.

If you do not make an election, your contract will renew for the same guarantee period at the declared renewal rate.

# MAP: Product Availability



# Next Steps

- ／ For more information about the AmFirst Insurance Company Waypoint MYGA product, please refer to the client brochure and “Producer Only” marketing materials.
- ／ Completion of this presentation satisfies your product specific training.
- ／ Your state may require additional training to sell our products. This training does NOT satisfy those requirements.

# Additional Information

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Over the past several years, the NAIC established model regulations to better protect annuity consumers from unsuitable sales and abusive sales and marketing practices. These model regulations initially set forth standards and procedures for making recommendations to senior consumers that result in a transaction involving annuity products. The model regulations later evolved to cover all consumers.

The standards and procedures established by the NAIC Model Regulations help assure that an insurance producer appropriately addresses the insurance needs and financial objectives of consumers at the time of the transaction. Specifically, the latest model regulation, Suitability in Annuity Transactions, was adopted by the NAIC on February 13, 2020, to:

- ✓ Hold insurers responsible for ensuring that annuity transactions are suitable by establishing a system to supervise agents' recommendations to consumers
- ✓ Require that agents act in the best interest of the consumer when making a recommendation of an annuity and be trained on the provisions of annuities in general and the specific products they are selling.

AmFirst Insurance Company reviews the appropriateness of each annuity application submitted to be sure the annuity contract is in the best interest of all applicants. Based on facts disclosed by the consumers as to their financial situation, needs, investments and other insurance products, an insurance producer must have reasonable grounds for believing that the annuity recommendation is suitable for the consumer.

# Additional Information

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- / Contracts are issued by AmFirst Insurance Company (Statutory Address: 201 Robert S. Kerr Avenue, Suite 600, Oklahoma City, OK 73102). Products are marketed and serviced by Axonic Insurance Services, LLC.
- / Product is not available in all states and policy form numbers and policy provisions may vary by state.
- / These materials are for informational and educational purposes and are not designed, nor intended, to be applicable to any person's individual circumstances. It should not be considered as investment advice, nor does it constitute a recommendation that anyone engage in (or refrain from) a particular course of action.
- / All annuity guarantees are backed by the financial strength and claims - paying ability of AmFirst Insurance Company.
- / Annuity distributions are subject to ordinary income taxes, if taken before age 59 ½, there may be an additional 10% federal penalty, as required by law.
- / We reserve the right to deduct Premium taxes, if applicable, imposed on by a federal, state, local, or other government agency. Since we pay Premium Taxes when they are required by applicable law, they may be deducted from the Contract Value when we pay taxes, upon Surrender or on the Annuity Commencement Date. Most states do not impose premium taxes on annuities, however, in instances where they do, the Premium tax varies by jurisdiction.
- / Issue age for all deferred annuities is the age of the last birthday of the Owner.
- / All annuity features, risks, limitations and costs should be considered prior to purchasing an annuity.
- / Not FDIC Insured/ May Lose value / No bank guarantee



Thank you

# Attestation

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After reading the course materials, I (Agent) attest that I have completed the Waypoint MYGA product training course.

Signature \_\_\_\_\_ Date \_\_\_\_\_