



NASSAU

NASSAU ELITE 2021 PROGRAM

BUILDING A WINNING TEAM TOGETHER

The Nassau Elite producer program continues in 2021 to recognize and reward the best fixed indexed annuity producers of our Preferred Distribution Partners.

1. STRONG COMPENSATION

Earn an extra 50 bps for fixed indexed annuity premium placed of eligible products during the 2021 calendar year. You will receive the compensation in a single, lump-sum payment after the close of the year.

Maintain qualifying levels of production in 2022 to receive an additional 25 bps on fixed indexed annuity premium placed of eligible products in 2022, for a total of 75 bps.

2. ELITE SERVICE

Get direct access to a dedicated team of case managers, suitability analysts, and service representatives. Enjoy express new business processing.

3. ACCESS TO LEADERSHIP

Receive exclusive invitations to conferences and events. Also, meet with Nassau's senior management and product development teams to share feedback and ideas.

WANT TO LEARN MORE?

Feel free to reach out to our sales desk at 1-888-794-4447.

WORKING HARDER FOR YOUR BUSINESS



It's no secret the year 2020 significantly impacted the insurance landscape. At Nassau, we're strongly committed and uniquely positioned to fuel your entire sales journey to better serve the emerging needs of today's independent producer and consumer.

This year more than ever, we stand resolute in putting our core values into practice—outstanding service and integrity in all we do—to demonstrate our commitment to our partners and policyholders. I invite you to join us on this journey by making the significant business commitment to qualify for our Nassau Elite program in 2021.

I wish you the best of luck in making 2021 your most productive and rewarding year to date. We're here to help you get there.

Regards,

A stylized, handwritten signature in black ink, appearing to read 'Phil Gass'.

PHIL GASS
CHAIRMAN AND CHIEF EXECUTIVE OFFICER

Nassau Financial Group's

business covers four sections:
insurance, reinsurance,
distribution and asset
management services.

Affiliates include Nassau Life and
Annuity, Nassau Life of Kansas,
Nassau Re Cayman, Saybrus
Partners, Nassau CorAmerica and
Nassau Corporate Credit.

ABOUT US

STRONG VALUES

SERVICE

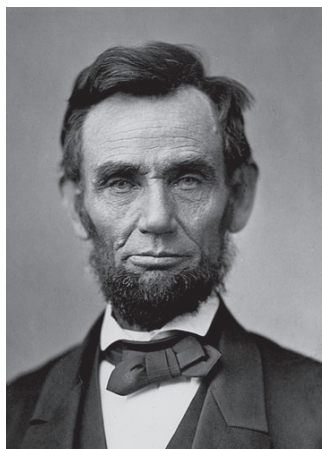
We are here to help
you manage your
policies and contracts.

COMMITMENT

We conduct our business
with a long-term view
because our commitments
to you are for a lifetime.

INTEGRITY

We strive to earn and
keep your trust in
everything we do.



RICH HISTORY

We insured Abraham
Lincoln and paid the
claim to his survivors.



1 American Row
Hartford, Connecticut
www.nsre.com



COMMITMENT TO INNOVATION

We're committed to protecting the future needs of families and
retirees in a rapidly changing world.

1851

FOUNDING YEAR

\$26.9B

COMBINED ASSETS¹

562,000

POLICIES AND
CONTRACTS¹

\$1.1B

TOTAL ADJUSTED
CAPITAL¹

¹Assets, capital, and approximate policies and contracts of all Nassau entities as of 9/30/20 with pro-forma adjustments to include Foresters Life Insurance and Annuity Company (acquired 7/1/20).

WE WANT TO RECOGNIZE

WE WANT TO SUPPORT OUR ELITE PRODUCERS WITH BENEFITS THAT BUILD ON GREAT MOMENTUM.

PRODUCTION THRESHOLD

- ✓ Earn **1.5 million** qualification credits
- ✓ \$1 of FIA placed premium = 1 qualification credit
- ✓ Minimum of **5 cases** issued annually

ELIGIBLE PRODUCTS*

Nassau Growth Annuity, Personal Income Annuity, Personal Protection Choice and Personal Retirement Choice (MYAnnuity 5X, 7X does not apply)

QUALITY OF BUSINESS

Placement Rate of **80%** or higher

*Eligible products are subject to state approval and may not be available in all states.

Qualification period runs from Jan. 1, 2021 to Dec. 31, 2021. Placed premium excludes free looks and cancellations. The Nassau Elite Producer Program is only open to Preferred Distribution Partners. Qualification credits only apply to fixed indexed annuity placed premium of eligible products submitted with Preferred Distribution Partners. Participants must have an active contract and be in good standing to receive incentives. Final qualification remains at the sole discretion of Nassau.

All compensation payouts remain based on actual fixed indexed annuity placed premium, not qualification credits. Qualification credits or Elite qualification may not be transferred to another appointed individual/agent. All Elite Program payments will be subject to product charge back rules. Some event expenses related to you (and your potential guests) that are associated with the Nassau Elite Producer Program may be taxable to you and reported on a 1099-NEC. You should consult your tax advisor if you have questions about the tax treatment related to any event-related expenses or your individual situation. Nassau is unable to substitute cash equivalent or awards in lieu of attendance.

For producer use only. Not for use with the general public. Product sales must be appropriate, based on a comprehensive evaluation of the customer's financial situation needs and objectives. Product features, riders and availability may vary by state. Nassau does not provide individual tax, financial or investment advice or act as a fiduciary in the sale or service of our insurance contracts. Guarantees are based on the claims-paying ability of the issuing company. Products issued by Nassau Life and Annuity Company (Hartford, CT), a subsidiary of Nassau Financial Group. In California, Nassau Life and Annuity Company does business as "Nassau Life and Annuity Insurance Company." Nassau Life and Annuity Company is not authorized to conduct business in MA, ME, and NY, but that is subject to change.