COUNTRY® Capital Management Company Fixed Annuity Handbook

This section of the handbook provides important information to help you understand the type and scope of fixed annuity products available through COUNTRY® Capital Management Company ("CCMC"; otherwise referred to as "we," "us," or "our"), material fees and costs that may apply, and conflicts of interest associated with a recommendation.

This handbook includes general information and common features of the fixed annuities offered through CCMC. The information is not about any particular fixed annuity product. The fixed annuity you select may have unique features not described in this handbook. It's important for you to carefully read all of the material you're given and ask your financial professional if you have any questions, especially if you're interested in a particular fixed annuity or specific features.

Please read this information carefully and retain it for your records. If you have any questions regarding this information or to request a current copy of the handbook, please contact your financial professional or CCMC home office in Bloomington, Ill. at 866-551-0060. You can also find a current copy of the handbook at www.COUNTRYFinancial.com/customer-relationship.

Information contained in this handbook is current as of August 2023 and supersedes prior handbooks you may have received.

The National Association of Insurance Commissioners (NAIC) also makes available "Buyer's Guides" designed to help you understand basic information regarding fixed annuity products. This handbook is not intended to replace the Buyer's Guide, but to supplement it with information specific to the relationship you will have with us and your financial professional. You will receive a copy of the Buyer's Guide from your financial professional if you decide to move forward with purchasing a fixed annuity. We encourage you to read the guide thoroughly and ask questions before you proceed with your purchase. You can find a current copy of the Buyer's Guide at www.naic.org/documents/prod_serv_consumer_anb_le_2013.pdf.

Type and scope of services

We are a state licensed insurance agency that facilitates purchases and provide certain ongoing services under selling agreements with select third-party companies (otherwise referred to as "insurers" or "insurance companies") that issue the following products:

- Fixed indexed annuities
- Deferred income annuities

Our product offerings are carefully chosen to meet a variety of needs. However, other insurance agencies may offer a broader range of insurance products to choose from, and they may offer the same or similar products with different features, benefits, and costs. We choose insurers after an analysis of factors such as the competitiveness of their products, technology, customer service, and training capabilities. The insurer will actually hold the assets and is responsible for providing services such as generating contract statements, clearing/settling transactions, issuing documents and providing certain ongoing disclosure delivery. The availability of these products is limited to the states we are licensed to do business in and the state of your residence. Cross-border sales are allowable if certain conditions are met. However, certain states expressly prohibit cross-border sales. Ask a financial professional if you have any questions about licensing or state availability.

What to expect when you are doing business with us

We are obligated to provide recommendations appropriate for you based on factors including your retirement goals and objectives, financial and tax status, and other personal and financial information you provide to us. Depending on the product recommended, our recommendation may be required to meet a suitability or best-interest standard of care. Regardless of the applicable standard of care, we will work with you to achieve your goals and objectives. To assist in meeting those goals and objectives, you may find that the suitability forms and contract applications are on the insurer's paper and may not have references to CCMC or COUNTRY Financial. We will use these documents to formulate appropriate recommendations for you. While we take reasonable care in developing and making recommendations to you, there is no guarantee that you will meet your retirement goals.

Tax results and the appropriateness of any product for any specific taxpayer may vary depending on the particular facts and circumstances. We are not authorized to give tax or legal advice. You are encouraged to seek specific tax advice from your personal tax or legal counsel.

Product offerings

We recommend products based on your goals and needs; however, our recommendations are limited by the products we offer. It's important that you understand how the annuities we offer can be different from each other so you can choose the type of annuity that's best for you. Both fixed indexed annuities and deferred income annuities are fixed annuities. Fixed annuities guarantee your money will earn at least a minimum interest rate. Fixed annuities may earn interest at a rate higher than the minimum but only the minimum rate is guaranteed. The guaranteed minimum rate is fixed, which means it won't change. The insurance company sets the rates. It's stated in your contract and can't change as long as you own the annuity. While fixed annuities have a guaranteed minimum interest rate, they are not FDIC insured and are only guaranteed by the claims paying ability of the insurer.

Your ability to purchase a fixed annuity is dependent upon restrictions that are set by the insurer, such as age limitations, minimum purchase amounts, and the state licensing requirements of the insurer and CCMC. Most annuities allow you to cancel the contract within its "free look" period. Free look periods are typically 10 days after contract issuance; however, the number of days may vary by state and insurer. After the free look period has elapsed, surrendering the annuity may come with significant surrender charges and potential loss of benefits.

It is important to be aware of the taxation of annuities purchased within an IRA or other tax-qualified retirement plans. These annuities follow the tax requirements that apply to the tax-qualified plan and may vary according to plan type. Buying an annuity within an IRA or other tax-qualified plan does not give you any extra tax deferral benefits, so you should choose your annuity based on its other features and benefits as well as its risks and costs. Consult with your personal tax advisor for information regarding your specific situation.

The chart below provides a general description of the two types of annuities we offer and where to find additional information about a specific product not included within this handbook. We encourage you to ask your financial professional questions about reasonably available alternatives and where to find additional information about these products.

Product Type	Description	Offering Document
Fixed indexed annuity	Indexed annuities are a type of fixed annuity offering market-linked growth opportunities with protection to downside risk. These annuities generally feature a fixed rate of interest, similar to traditional fixed annuities, as well as interest crediting strategies. These crediting strategies allow for the potential of a higher rate of interest based on the performance of an external market reference (e.g., the S&P 500 index).	Annuity contract, product guide, and disclosure statement
Deferred income annuity	Deferred income annuities are a type of fixed annuity offering guaranteed income. These annuities allow you to use a lump sum or multiple purchases to receive a future stream of guaranteed income beginning at a future date of your choice.	Annuity contract, product guide, and disclosure statement

Fixed indexed annuities

As referenced above, fixed indexed annuities are deferred fixed annuities that earn interest or provide benefits that are linked to an external equity reference or equity index. The value of any index varies from day to day and is not predictable. Therefore, past performance of the index is no guarantee of future changes in the index or of future indexed earnings. When you buy a fixed indexed annuity, you own an insurance contract. You are not buying shares of any stock within the index.

A fixed indexed annuity is different from other fixed annuities because of the way it credits interest to the annuity's value. Some fixed annuities only credit interest calculated at a rate set in the contract. Fixed indexed annuities credit interest using a formula based on changes in the index to which the annuity is linked. The formula decides how the additional interest, if any, is calculated and credited. How much additional interest you get and when you get it depends on the features of your particular annuity. Like most fixed annuities, fixed indexed annuities promise to pay a minimum interest rate. The rate that will be applied will not be less than this minimum guaranteed rate even if the index-linked interest rate is lower. The value of your annuity also will not drop below a guaranteed minimum. Refer to the fixed indexed annuity's contract for additional information.

Contract features

The features that have the greatest impact on the amount of additional interest that may be credited to a fixed indexed annuity are the indexing method and the participation rate. It is important to understand these features and how they work together. The following describes some fixed indexed annuity features that impact the index-linked formula.

- Indexing Method: The indexing method means the approach used to measure the amount of change, if any, in the index. Some of the most common indexing methods are:
    - Annual Reset: Index-linked interest, if any, is determined each year by comparing the index value at the end of the contract year with the index value at the start of the contract year. Interest is added to your annuity each year during the term.
    - High-Water Mark: The index-linked interest, if any, is decided by looking at the index value at various points during the term, usually the annual anniversaries of the date you bought the annuity. The interest is based on the difference between the highest index value and the index value at the start of the term. Interest is added to your annuity at the end of the term.
    - Point-to-Point: The index-linked interest, if any, is based on the difference between the index value at the end of the term and the index value at the start of the term. Interest is added to your annuity at the end of the term.
- Term: The index term is the period over which index-linked interest is calculated. In most product designs, interest is credited to your annuity at the end of a term. Terms are generally from one to ten years, with six or seven years being most common.
- Participation Rate: The participation rate decides how much of the increase in the index will be used to calculate index-linked interest. For example, if the calculated change in the index is 9% and the participation rate is 70%, the index-linked interest rate for your annuity will be 6.3% (9% x 70% = 6.3%).
- Cap Rate or Cap: Some annuities may put an upper limit, or cap, on the index-linked interest rate. This is the maximum rate of interest the annuity will earn. In the example given above, if the contract has a 6% cap rate, 6%, and not 6.3%, would be credited. Not all annuities have a cap rate.
- Floor on Fixed Index-Linked Interest: The floor is the minimum index-linked interest rate you will earn. The most common floor is 0%. A 0% floor assures that even if the index decreases in value, the index-linked interest that you earn will be zero and not negative. As in the case of a cap, not all annuities have a stated floor on index-linked interest rates. But in all cases, your fixed annuity will have a minimum guaranteed value.

Before purchasing a fixed indexed annuity, you should ask your financial professional how the interest rate is calculated, and what indexing method is used. The insurer reserves the right to change the participation rates, interest rate caps, and margin/spread/administrative fee after the first contract year. Guarantees are subject to the claims-paying ability of the issuing insurance company. Therefore, financial ratings of the issuing insurance company are a critical factor when choosing a fixed indexed annuity. Fixed indexed annuities are not suitable for all individuals and are considered long-term illiquid products.

Withdrawals in excess of the free withdrawal privilege may incur surrender penalties and may negatively affect the way interest is credited to your contract. There may be a potential tax penalty if you redeem or withdraw from your annuity before you reach age 59½. Death benefits vary depending on the issuing insurance company; however, the insurance company will usually pay the full accumulation value to the beneficiary upon the death of the owner or annuitant.

For product details, benefits, limitations and exclusions, please consult the contract, product guide, and disclosure statement. These documents describe the terms and conditions that control the insurer's contractual obligations.

Deferred income annuities

Before purchasing a deferred income annuity contract, it is important that you understand the features, benefits, and risks associated with the purchase of this type of fixed annuity. A deferred income annuity allows you to use a lump sum purchase to receive a guaranteed income at some point in the future. With deferred income annuities, the rise and fall of the stock market does not affect the amount of future income you will receive. Deferred income annuities provide guaranteed income beginning at a certain future date selected by you; however, some restrictions apply (minimum and maximum deferral periods, maximum deferral age). This guaranteed income will continue for the rest of your life, and—if you choose a joint life option—for the rest of your spouse's life, no matter how long both of you live. The lifetime annuity payments are calculated by the insurance company based on characteristics of the annuitant or joint annuitants. Generally, the longer you defer taking income, the greater your income will be.

It is important to note that deferred income annuities are not liquid investments. When you invest in a deferred income annuity, you completely forfeit the initial premium. If you decide to surrender a deferred income annuity prior to the income commencement date that you select, this will result in significant surrender charges if it is allowed to be surrendered at all by the insurance company.

Qualified Longevity Annuity Contract:

A Qualified Longevity Annuity Contract (QLAC) is a type of deferred income annuity funded from a traditional IRA. A QLAC gives you the opportunity to defer a portion of your required minimum distributions (RMD) to a future date based on your RMD age requirement as outlined under IRS Guidelines, but no later than the individual's 85th birthday. However, there are rules about how much money you can use to fund a QLAC. Under current rules an individual can utilize up to $200,000 of their IRA Savings to buy a QLAC. A QLAC can help reduce an investor's tax burden by protecting a portion of retirement account money from RMD calculations, resulting in smaller required distributions and potentially lower income tax liabilities. For additional information about QLACs, please consult the contract, product guide, and disclosure statement.

What you need to know if funding the purchase by personal check

For your safety and protection and to ensure prompt processing of your requests to purchase a fixed annuity, make your premium payments payable to the applicable insurer. Never make your premium payments payable to your financial professional or his/her business entity. Your check may be held by us after receipt of a complete and correct application by our Bloomington, Ill. home office in order to complete our account-opening process in compliance with applicable insurance and anti-money laundering rules.

Compensation and other conflicts of interest

Generally, CCMC and its financial professionals are compensated based on the sale of the products described herein. How we are compensated creates a conflict of interest by incentivizing our financial professionals to recommend the purchase of these products. To help mitigate this conflict, we have policies and procedures in place addressing conflicts of interest and ethical obligations. We require all of our personnel and financial professionals to act in accordance with policies, procedures, and applicable rules and regulations.

CCMC is paid a commission from the product issuing insurance company based on product sales and the amount of premium. The amount of commission we receive from the product issuing company varies based primarily on the product type and amount of premium. This may create an incentive for your financial professional to recommend products that result in a higher commission.

Subsequently, we disburse a percentage of that commission to your financial professional for the sale of the product. As a financial professional's sales of our products and affiliated products and services increase and reach certain production thresholds, their percentage of commissions paid incrementally increases as well. This tiered approach to compensation may incentivize our financial professionals to recommend our products.

In addition to monetary compensation based on sales, the insurer may also offer us and our financial professionals other incentives that are not in connection to any specific client or product sale:

- Training and marketing incentives – They may reimburse and/or pay certain expenses, including training, marketing, and educational efforts related to their products.
- Non-cash incentives – They may also give gifts, such as paying for meals and entertainment, up to a total value of $100 per provider per year, consistent with industry regulations.

CCMC is affiliated with COUNTRY Investors Life Assurance Company® (CILAC), which also offers fixed annuities. Fixed annuities offered by CCMC and CILAC may have different eligibility criteria, features, benefits, and/or risks. Unlike the fixed annuities offered by CCMC, the fixed annuities offered by CILAC are proprietary products. Our financial professionals may be compensated differently between products and companies. If you have questions, ask your financial professional about the types of annuities available to you.

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