Guiding your financial future

Financial Services Handbooks

Protecting and planning your financial success

When you consider your financial goals, you should look at your insurance and investment needs together. Insurance provides the protection to keep you from putting your assets at risk so you can continue to make progress toward your goals. The COUNTRY Financial® [1] family of companies can help you both protect and plan for your financial future.

We offer a variety of products and services to help you:

- Prepare for retirement
- Plan for education expenses
- Protect your loved ones
- Preserve and pass on wealth

Bringing together our resources for you

As we work to help you achieve your financial goals, we will provide options from one or more of our family of companies. Because we are committed to transparency, we want you to know how our companies work together. That includes ensuring you understand your options and clarifying our role and processes. Additionally, we want to provide clear explanations of the costs and fees associated with our products and services.

We are providing this information as required by applicable laws and regulations and to ensure you have access to information you need to make informed decisions about your future. Review this information or use it as a resource throughout your professional relationship with the COUNTRY Financial® family of companies.

If you have questions, please contact your financial professional or call 866-COUNTRY. We are here to help.

In this packet

You'll find the following handbooks that include important information about the options available to you:

- COUNTRY® Capital Management Company Customer Relationship Summary and Investor Handbook
- Financial Services Summary Handbook
- COUNTRY® Capital Management Company Fixed Annuity Handbook
- COUNTRY Trust Bank® Client Handbook
- COUNTRY Investors Life Assurance Company® Annuity Handbook

[1] "COUNTRY Financial" is the marketing name for the family of affiliated insurance and financial services companies which includes COUNTRY Trust Bank® (CTB) and COUNTRY® Capital Management Company (CCMC). Other COUNTRY Financial® entities represented include: Property and casualty insurance policies issued by COUNTRY Mutual Insurance Company®, COUNTRY Casualty Insurance Company®, or COUNTRY Preferred Insurance Company®. Life insurance policies issued by COUNTRY Life Insurance Company® or COUNTRY Investors Life Assurance Company®. Fixed Annuity contracts issued by COUNTRY Investors Life Assurance Company®. In Illinois, Medicare supplement policies issued by COUNTRY Life Insurance Company®. All companies located in Bloomington, IL.

Fixed annuities may be issued by COUNTRY Investors Life Assurance Company®, Bloomington, or issued by unaffiliated insurance companies and offered by COUNTRY® Capital Management Company a state licensed insurance agency.

Registered Broker/Dealer, offering 529 plans, mutual funds, variable insurance products: COUNTRY® Capital Management Company, 1701 Towanda Avenue, PO Box 2222, Bloomington, IL 61702-2222, tel. (866) 551-0060. Member FINRA. COUNTRY® Capital Management Company is also a state licensed insurance agency offering fixed annuities issued by unaffiliated third-party insurers. Issuing companies are solely responsible for their claims paying ability.

Investment products and services are not insured by the FDIC, are not deposits or other obligations of, or guaranteed by, COUNTRY Trust Bank® or its affiliates and are subject to investment risks, including possible loss of the principal amount invested.

Not FDIC Insured
• No Bank Guarantee
• May Lose Value

Investment management, retirement, trust and planning services provided by COUNTRY Trust Bank®.

Customer Relationship Summary

COUNTRY® Capital Management Company v. January 2023

(Form CRS)

COUNTRY® Capital Management Company is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA).

Broker-dealer and investment adviser services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at www.investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

The following is a summary of important information about doing business with our firm, including our legal obligations when recommending a securities transaction or investment strategy involving securities to a retail customer.

What investment services and advice can you provide me?

We offer securities brokerage services to retail investors and not investment advisory services. Specifically, we facilitate purchases and provide certain ongoing services under selling agreements with select third-party companies ("product sponsors") that issue the following products:

- Mutual funds
- 529 savings plans
- Variable insurance contracts

Certain products can be purchased as different account types, such as an IRA or UGMA/UTMA. When you purchase a product through our firm we act as broker-dealer of record; however, we do not hold any assets or provide account/contract statements. We offer a limited selection of investments from a limited number of product sponsors. Other firms may offer a wider range of choices with different features, benefits, and costs. Some products may have a minimum initial or ongoing investment amount, as set by the product sponsor.

Questions for your financial professional

- Given my financial situation, should I choose a brokerage service? Why or why not?
- How will you choose investments to recommend to me?
- What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

Through our financial professionals, we offer investment education and recommendations to buy, hold or sell in connection with these products. However, we do not exercise discretion, and you make the ultimate decision regarding the purchase or sale of investments. While we do not proactively monitor your investments, we encourage you to contact your financial professional to review your investments periodically and whenever you have changes to your financial situation.

For additional information about our firm's products and services, please see our Investor Handbook.

What fees will I pay?

We do not directly charge any fees for our brokerage services. However, the products we sell usually charge transaction-based fees on purchase payments, often referred to as a "sales charge" or "load." The sales charge may be deducted from the purchase amount at the time of the transaction, built into the expense of the product, and/or deducted from the proceeds when you sell the investment. The products generally have ongoing fees and expenses that reduce the return of your investment. In addition, there may be recurring or situation-based costs, such as custodian or account activity fees. The amount you pay will vary by product and depend on factors such as: product sponsor, account type options, riders selected, or number and size of transactions.

Questions for your financial professional

- Help me understand how these fees and costs might affect my investments. If I give you $10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

For additional information about fees and costs, please see our Investor Handbook and the applicable product prospectus (or 529 plan program disclosure statement).

What are your legal obligations to me when providing recommendations? How else does your firm make money and what conflicts of interest do you have?

When we provide you a recommendation, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts of interest because they affect the recommendations we provide you. Here are some examples to help you understand what that means.

Questions for your financial professional

- How might your conflicts of interest affect me and how will you address them?

The product sponsors pay us a portion of transaction-based fees for selling their products. We are also eligible to receive ongoing compensation for servicing their products, which is sometimes called a service fee, trailing commission, or 12b-1 fee. This creates an incentive for us to recommend purchasing and holding products from those product sponsors with which we are contracted. In addition, a potential conflict of interest exists where our firm is paid more by a specific product sponsor, for a specific product type or based upon selected options, such as share class or variable contract riders.

For additional information about conflicts of interest, please see our Investor Handbook.

How do your financial professionals make money?

Compensation can create a conflict of interest by incentivizing a financial professional to put their own or the firm's financial interest first. Generally, financial professionals acting on behalf of our firm are compensated in one of two ways – those that are paid commissions based upon the sale and servicing of securities products, and those that are paid a salary and other compensation that is not directly based upon their sales and servicing activities.

Financial professionals that are paid commissions generally receive a percentage of the compensation paid to the firm, regardless of product type. 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 increases as well. They may also receive non-cash compensation, such as trips or other awards and recognition through an enterprise-wide program based on sales production and funding of accounts/products across our firm and its affiliated companies. If eligibility requirements are met, their earnings from our firm are also included in determining contributions to a deferred compensation plan sponsored by an affiliated company.

Financial professionals that serve as field management personnel are paid a salary. They may receive additional cash compensation and non-cash compensation based on the sales production and funding of accounts/products across our firm and its affiliated companies attributable to financial professionals under their management.

Do your financial professionals have legal or disciplinary history?

Yes, there are financial professionals at our firm that have a legal or disciplinary history; however, our firm does not. Visit investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Questions for your financial professional

- As a financial professional, do you have any disciplinary history? For what type of conduct?

Additional Information

Talk to your financial professional if you would like additional information on our products and services, a product prospectus, or a current copy of our relationship summary and Investor Handbook.

You can also find our current relationship summary and Investor Handbook at countryfinancial.com/customer-relationship or request copies by calling our Home Office at 866-551-0060.

Questions for your financial professional

- Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?

COUNTRY® Capital Management Company Investor Handbook

This handbook provides important information to help you understand the type and scope of securities products and services available through COUNTRY® Capital Management Company (CCMC), material fees and costs that may apply, and conflicts of interest associated with a recommendation.

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 or the Customer Relationship Summary (Form CRS), please contact your CCMC financial professional or our home office in Bloomington, Illinois at 866-551-0060. You can also find a current copy of Form CRS and the handbook at COUNTRYFinancial.com/customer-relationship.

Information contained in this handbook is current as of February 2026 and supersedes prior handbooks you may have received.

Type and scope of services

CCMC is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA). We facilitate purchases and provide certain ongoing services under selling agreements with select third-party companies ("product sponsors") that issue the following products:

- Mutual funds
- 529 savings plans
- Variable insurance contracts

While our product offerings are carefully chosen to meet a wide variety of investment needs, other firms may offer a broader range of securities to choose from, and they may offer the same or similar investments with different features, benefits and costs. We choose product sponsors after analyzing factors such as the competitiveness of their products, technology, customer service and training capabilities. Our ability to offer these products is limited to the states that we are registered to do business in.

What to expect when you are doing business with us

We are obligated to provide recommendations in your best interest based on factors including your investment goals and objectives, financial and tax status, and other financial information you have provided to us. This means that when we make a recommendation involving a securities transaction or investment strategy, we are not allowed to place our interests ahead of yours. To meet this obligation, we will strive to: 1) provide full and fair disclosure of material facts and information related to the recommendation; 2) exercise reasonable diligence, care and skill to make sure that recommendations are appropriate for your situation; and 3) establish, maintain and enforce policies and procedures to address conflicts of interest.

While we will take reasonable care in developing and making recommendations to you, securities investing involves risk, and can result in losing money. There is no guarantee that you will meet your investment goals, or that our recommended investment products or strategies will perform as anticipated. It is also important for you to understand that we are not obligated to monitor your investments or update previously provided recommendations. Accordingly, our silence should not be viewed as a recommendation to hold an investment. You are responsible for independently ensuring that your investments remain appropriate given your investment objectives, risk tolerance, financial circumstances and investment needs. We strongly encourage you to talk to your financial professional periodically and whenever your circumstances change, as some changes may affect the products or strategy you and your financial professional have put in place. Your financial professional will not provide you with tax or legal advisory services, and no one associated with us is authorized to render such advice as a service provided through us. You are encouraged to consult a tax and/or legal advisor to determine the appropriate tax/legal treatment of your transactions.

The product sponsor or its custodian actually holds the assets and is responsible for providing services such as generating account/contract statements, clearing/settling transactions, issuing tax documents and providing ongoing prospectus delivery. The ability to transfer a specific security from one broker-dealer to us may depend on the product sponsor having entered into an agreement (often called a "selling agreement" or "distribution agreement") with us. It is within the discretion of the product sponsor and us to enter into a selling or distribution agreement.

Product offerings

We recommend products based on your financial goals and needs; however, our recommendations are limited by the securities products we offer. Refer to the chart below and ask your financial professional questions about reasonably available alternatives and where to find additional information about these products:

Product type	Description	Offering document
Section 529 Savings Plans ("529 Plans")	529 Plans are tax-advantaged accounts designed to encourage saving for future education costs. They are sponsored by states and authorized under Section 529 of the Internal Revenue Code. With a 529 Plan you contribute to an investment account set up specifically to pay a beneficiary's qualified education expenses, such as tuition, mandatory fees, books, supplies, and room and board. 529 Plans offer a range of investment choices, which are typically various mutual fund portfolios.	A 529 Plan's program disclosure statement provides important information including, but not limited to, the investment objectives, fees, expenses and risks that you should carefully consider before investing in the plan.
Mutual Funds	A mutual fund pools money from many investors and invests the money in stocks, bonds, short-term money market instruments or other securities. Investors receive shares of the mutual fund, which are valued based on the value of the underlying investments. Mutual funds have a portfolio manager or a team that selects the investments for the fund in part based on the fund's objectives and risk tolerance. There are many types of mutual funds, including, but not limited to, index funds, stock funds, bond funds, international funds and money market funds. Each mutual fund type may have a different investment objective, strategy and/or investment portfolio. Different mutual funds may also be subject to different levels of risk, volatility, and fees and expenses depending on the investments held inside the mutual fund.	A mutual fund's prospectus (or summary prospectus) provides important information including, but not limited to, the investment objectives, fees, expenses and risks that you should carefully consider before investing in the fund.
Variable Annuities	A variable annuity is a contract between you (the contract owner) and an insurance company. You purchase an annuity contract by making either a single payment or a series of payments. Once an annuity contract has been purchased, the insurance company agrees to make periodic payments to you, beginning either immediately or at some future date. Not all of the annuity contracts and benefits described below are available in all states. The premiums you pay are allocated among a number of sub-accounts or investment portfolios (e.g., equities, fixed income, money market, etc.) that are offered as part of the contract. Sub-accounts are similar to, but not the same as, mutual funds. While a sub-account may have a name similar to a mutual fund, it is not the same pool of funds and may experience different performance than the mutual fund of the same or similar name. The return on a variable annuity investment will depend on your investment allocation and the performance of the sub-accounts you choose minus your contract expenses. You may experience a negative return in a variable annuity sub-account.	A variable annuity's prospectus and its sub-accounts' prospectuses provide important information including, but not limited to, the investment objectives, fees, expenses and risks that you should carefully consider before investing in the insurance contract.
Variable Universal Life Insurance (Not currently accepting new applications)	A flexible premium variable universal life insurance contract provides a death benefit and has the potential to build up cash value. With flexible premiums, within limits, you are allowed to increase or decrease your coverage or change your premium after the contract is issued. You can choose among variable sub-accounts and a fixed sub-account in which to invest your net premium payments and any cash contract value. Cash value fluctuates according to the investment performance of the portfolio of these variable sub-accounts.	A variable universal life insurance's prospectus provides important information including, but not limited to, the investment objectives, fees, expenses and risks that you should carefully consider before investing in the insurance policy.

Key points to know about these product offerings

The products we offer are not guaranteed or insured by the FDIC or any other government agency. You can lose money investing in the products we offer. It's also important to understand the following:

- Before deciding to execute our recommendation, read the prospectus, sales literature and other documents associated with the security being discussed; pay particular attention to the costs, fees and risk factors of the investment. It is normal to find these documents overwhelming and the terminology foreign. Let your financial professional or our home office know if you

- don't understand something, and we will provide you the information you need to feel comfortable and confident in the decisions you are making.
- Past performance is not a reliable indicator of future performance. However, past performance can help you assess a product's volatility over time.

Mutual funds and 529 Plans

Before investing in mutual funds or 529 education savings plans, it is important that you understand the sales charges, fees and expenses that will apply, as well as any sales charge discounts or waivers (generally known as "breakpoints") that may be available. The costs associated with an investment can vary significantly, even within a specific product type, and a small difference in costs can make a big difference in your returns over time. Therefore, you should discuss these issues with your financial professional and review each product's offering documents to get information specific to any investment you are considering before making a decision.

Most mutual funds and 529 plans offer different pricing options, which are generally referred to as "share classes." Although each share class represents a similar interest in the product (and/or its investment options), your investment will be subject to different sales charges, fees and expenses depending upon your choice of share class. We do not offer all share classes that are made available, but generally offer share classes "A" and "B." Many states also offer direct-sold 529 Plans, which can significantly lower your costs if you do not need the assistance of a financial professional.

Class "A" shares

As a general rule, Class A shares carry a "front-end" sales charge or "load" that is deducted from your investment at the time of purchase. This sales charge may be up to a maximum of 5.75% of your total purchase amount. As explained below, many mutual funds and 529 Plans offer volume discounts to the front-end sales charge assessed on Class A shares at certain predetermined levels of investment. Class A shares may also impose ongoing asset-based sales charges, but they are generally lower than the ongoing charges associated with Class C shares (often 0.25% of assets annually). Due to this cost structure, Class A shares are usually most appropriate for long-term investing or when breakpoint discounts will apply.

Class "C" shares

In contrast, Class C shares do not carry any front-end sales charges, so the full dollar amount you pay is invested. Instead, investors that purchase Class C shares pay ongoing asset-based sales charges that are typically higher than the ongoing charges associated with Class A shares (up to 1% of assets annually). Class C shares often also impose an additional charge, known as a contingent deferred sales charge, when a sale is made within a short time of purchase (typically within 12 to 18 months). Class C shares are generally most appropriate for small investment amounts and may be considered appropriate for short holding periods and/or if you are seeking the flexibility of transferring assets across mutual fund families.

Other costs

Mutual funds purchased in certain account types, such as an IRA, may be subject to ongoing account maintenance and administration fees charged by the account custodian or trustee. The state sponsor and plan manager for a 529 Plan may also charge fees. There may be an enrollment/application fee, as well as ongoing program management and account administration fees, which could be as high as 0.7% of assets annually. In addition to the sales charges and fees that you pay directly, mutual funds (and other 529 Plan underlying investment options) can pay certain regular and recurring operating expenses out of the assets they hold. For example, these expenses may include the costs of administration, compliance, distribution, asset management, marketing, shareholder servicing and record keeping. While you are not paying the expenses directly, they can still substantially impact investment performance over time. These operating expenses are usually expressed in the form of a percentage of average net assets, which is referred to as an "expense ratio." Ranges of expense ratios vary depending largely upon whether the assets held in the product are actively managed or passively managed to follow a market index. If passively managed, the typical ratio is around 0.4% or lower. If actively managed, the typical ratio ranges between approximately 0.5% to 1.25%.

Summary of typical share class differences

Share class	A	C
Front-end sales charge (maximum 5.75%)	Yes	No
Contingent deferred sales charge	No	Yes (typically charged 12-18 months after purchase)
Ongoing asset-based charges (typical ranges)	0.25% or less	Up to 1.0%
Sales charge discounts available	Yes	No

Breakpoint discounts

Most mutual funds and 529 Plans offer a way to qualify for discounts on sales charges associated with the purchase of Class A shares. In general, these products provide breakpoint discounts to investors who make large purchases at one time. The extent of the discount depends upon the size of the purchase. Generally, as the amount of the purchase increases, the percentage used to determine the sales load decreases. In fact, the entire sales charge may be waived for investors that make very large purchases of Class A shares. Mutual fund prospectuses contain tables that illustrate the available breakpoint discounts and the investment levels at which breakpoint discounts apply. Additionally, most of these products allow investors to qualify for breakpoint discounts based upon current holdings from prior purchases through "Rights of Accumulation," and future purchases, based upon "Letters of Intent." This document provides general information regarding Rights of Accumulation and Letters of Intent.

However, mutual funds and 529 Plans have different rules regarding the availability of Rights of Accumulation and Letters of Intent. Therefore, you should discuss these issues with your financial professional and review the offering documents to determine the specific terms upon which the product offers Rights of Accumulation or Letters of Intent.

Rights of Accumulation

In addition, many mutual funds allow investors to count the value of holdings in accounts of certain related parties, such as spouses or children, to qualify for breakpoint discounts. Each mutual fund has different rules that govern when relatives may rely upon each other's holdings to qualify for breakpoint discounts. You should consult with your financial professional or review the mutual fund's prospectus or statement of additional information to determine what these rules are for the fund family in which you are investing. If you wish to rely upon the holdings of related parties to qualify for a breakpoint discount, you should advise your financial professional about these accounts. You may need to provide documentation to your financial professional if you wish to rely upon balances in accounts at another firm.

These products also follow different rules to determine the value of existing holdings. Some funds use the current net asset value (NAV) of existing investments in determining whether an investor qualifies for a breakpoint discount. However, a small number of funds use the historical cost, which is the cost of the initial purchase, to determine eligibility for breakpoint discounts. If the mutual fund uses historical costs, you may need to provide account records, such as confirmation statements or monthly statements, to qualify for a breakpoint discount based upon previous purchases. You should consult with your financial professional and review the mutual fund's prospectus to determine whether the mutual fund uses NAV or historical costs to determine breakpoint eligibility.

Letters of Intent

Most mutual funds and 529 Plans allow investors to qualify for breakpoint discounts by signing a Letter of Intent, which commits the investor to purchasing a specified amount of Class A shares within a defined period of time, usually 13 months. For example, if an investor plans to purchase $50,000 worth of Class A shares over a period of 13 months, but each individual purchase would not qualify for a breakpoint discount, the investor could sign a Letter of Intent at the time of the first purchase and receive the breakpoint discount associated with the $50,000 investment on the first and all subsequent purchases. Additionally, some funds offer retroactive Letters of Intent that allow investors to rely upon purchases in the recent past to qualify for a breakpoint discount. However, if an investor fails to invest the amount required by the Letter of Intent, the fund is entitled to retroactively deduct the correct sales charges based upon the amount that the investor actually invested. If you intend to make several purchases within a 13-month period, you should consult your financial professional and the mutual fund prospectus to determine if it would be beneficial for you to sign a Letter of Intent.

Other sales charge waivers

Most fund families also offer a right to exchange holdings of a fund within that fund family for another fund within the fund family, without an additional sales charge. Various conditions and restrictions may apply, depending on the fund family, and are outlined within the prospectus. Some of those conditions and restrictions relate to:

- Time frame (e.g., shares must be held for a specific time period prior to the exchange)
- Exchanges may be limited to the same share class
- Exchanges may be limited to a maximum number per year
- Fees may be charged for certain exchanges

In addition, some families of funds offer a reinstatement feature. This permits an investor who previously owned shares in a mutual fund to repurchase shares in the same fund (or in another fund within the same fund family) without paying an additional sales charge. Some restrictions may apply; for instance, there may be a time limit (e.g., six months or a year from the date of the initial sale) within which the reinstatement feature must be exercised or it is lost. Funds may also limit the use of their reinstatement feature by an investor to one time for any given group of shares. Contingent deferred sales charges, paid by an investor at the time of sale, may be reimbursed upon reinstatement, depending upon the terms stated in the prospectus. Additionally, some fund families permit reinstatement at NAV if the monies being reinstated are coming from the sale of shares from a different fund family where the investor previously paid a sales charge.

As you can see, understanding the availability of breakpoint discounts is important because it may allow you to purchase Class A shares at a lower price. The availability of breakpoint discounts may save you money and may also affect your decision regarding the appropriate share class in which to invest. Therefore, you should discuss the availability of breakpoint discounts with your financial professional and carefully review the mutual fund prospectus and its statement of additional information, which you can get from your financial professional, when choosing among the share classes offered by a mutual fund.

Specific considerations for 529 Plans

Participation in a 529 Plan does not guarantee that contributions and investment return, if any, will be adequate to cover future tuition and other education expenses. Contributors to the program assume all investment risk, including potential loss of principal and liability for penalties such as those levied for non-educational withdrawals. Depending upon the laws of the home state of the contributor or designated beneficiary, favorable state tax treatment or other benefits offered by such home state for investing in 529 Plans may be available only if the contributor invests in the home state 529 Plan. Any state-based benefit offered with respect to a particular 529 Plan should be one of many appropriately weighted factors to be considered in making an investment decision.

Assets in a 529 Plan can potentially reduce the beneficiary's ability to qualify for some forms of financial aid. You should consult with your financial, tax or other advisor to learn more about how state-based benefits (including any limitations) would apply to your specific circumstances, and you also may wish to contact your home state or any other 529 Plan to learn more about the features, benefits and limitations of your state's 529 Plan.

We will ask you for information about the designated beneficiary of the 529 Plan, including (among other things) information regarding the age of the beneficiary and the number of years until funds will be needed to pay qualified education expenses of the beneficiary. These are important factors for us to consider, as the number of years until the first anticipated withdrawal for educational purposes is expected to be made can be a significant factor in determining which share class would be suitable for this investment. In general, Class A shares will result in the lowest total cost for beneficiaries under 12 years old if the account's intended purpose is to help fund college education expenses and will not be used for primary or secondary education expenses.

The Financial Industry Regulatory Authority (FINRA) has developed an expense calculator to help investors calculate and compare the fees and expenses for 529 plans (www.finra.org/529analyzer) and we encourage you to consult it. Complete information, including a description of fees, expenses and risks, is found in the product sponsor's official offering statement or program description. These official disclosure statements generally are available, at no charge, from the Electronic Municipal Market Access (EMMA) system at www.emma.msrb.org and can also be obtained through your financial professional.

Variable insurance contracts

We are not registered to offer securities to residents of every state; furthermore, of the states we're registered to do business in, we do not offer variable insurance contracts in all of them.

A variable annuity may offer different "share classes" with different fees and expenses (including differing Mortality and Expense [M&E] charges) and different surrender charge periods. CCMC only offers "B class" variable annuities, which typically have a longer surrender charge period and lower ongoing fees.

Variable insurance contracts are considered illiquid and are generally designed to be a long-term investment. You should ensure that you have sufficient funds from other sources to meet your liquidity needs in excess of the unrestricted withdrawals offered by the contract. Withdrawals, in excess of any free withdrawals, may subject you to charges. Additionally, earnings withdrawn prior to age 59½ may be subject to a 10% tax penalty.

Variable insurance contracts have several types of fees and charges within their contracts. It's important that you understand all the expenses before you invest, as the costs of variable insurance contracts are typically higher than those of mutual funds, and therefore will have an impact on the long-term performance of your investment. These fees and charges can include:

Cost	Description
Mortality and expense (M&E) risk charge	This charge is equal to a certain percentage of your account value, typically from 1.00% to 1.60% per year for retail contracts. The M&E risk charge can be used by the insurance company to offset the costs of selling the variable annuity, such as a commission paid to your financial professional for selling the variable annuity to you, and to compensate the insurance company for the insurance risks that it assumes under the insurance contract.
Administrative fees	The insurer may deduct charges to cover record keeping and other administrative expenses. This may be charged as a flat account maintenance fee (perhaps $25 or $30 per year) and/or as a percentage of your account value (typically about 0.15% per year). Some insurance companies waive the flat account maintenance fee on larger account values.

continued on next page.

Cost	Description
Sub-account expense	You will also pay fees and expenses imposed by the underlying investment options in a variable annuity. The fees and expenses of the sub-accounts include annual operating expenses, such as management fees, 12b-1 (distribution) fees, cost of shareholder mailings and other expenses. These expenses can range from 0% annually for money market sub-accounts to as much as 2% or more annually for certain equity sub-accounts. For a detailed explanation of these expenses, see the prospectus(es) for the underlying funds.
Fees and charges for other features	If you withdraw money from a variable insurance contract or surrender the contract within a certain period of time after investing, the insurance company may assess a form of contingent deferred sales charge that is commonly known as a "surrender charge." Usually the surrender charge is a specified percentage that is deducted from the amount withdrawn and it declines gradually over a period of years, known as the "surrender period." For example, a 7% surrender charge might apply in the first year after investing, 6% in the second year, 5% in the third year and so on until the surrender charge reaches zero. Additional purchase payments made in the future may be subject to additional surrender periods. Often, after the first year a contract will allow a limited portion of the contract's value to be withdrawn without paying a surrender charge.
Surrender charges	Certain features offered by some variable insurance contracts—such as a stepped-up death benefit, a bonus credit feature, a guaranteed minimum income benefit, a guaranteed minimum withdrawal benefit, a guaranteed minimum accumulation benefit or an earnings enhancement benefit—often carry additional fees and charges. Some of the features and options will be discussed below. Often the variable annuity contract will provide that once you have elected a particular benefit, you cannot later have that benefit removed. Therefore, before making any selection, you should discuss the long-term consequences with your financial professional, including the long-term costs of such benefits.
Premium taxes	Several states impose a premium tax on variable annuity purchases either at the time of purchase or at annuitization. The tax may be as high as 5% of either the purchase or the total value of the annuity contract depending upon the state. The product sponsor is responsible for paying this tax and may pass this cost on to you.

Other charges, such as fees for transferring part of your account from one investment option to another, may also apply, and certain additional restrictions may be imposed upon your contract when you elect these features. You can find a description of the charges, and other important information for any variable annuity that you are considering, in its prospectus.

The information below is intended to give you general background information about various variable annuity features; however, these features will vary from variable insurance contract to variable insurance contract. Therefore, you should discuss these issues with your financial professional and review each variable annuity's prospectus and statement of additional information regarding the specific costs and conditions associated with a variable insurance contract.

Specific considerations for variable annuities

Most variable annuities offer additional features you may want to consider. They may be included as part of the contract, or they may be optional features or riders that you elect at the time of purchase. Each optional feature typically carries a charge. This approach gives you the ability to select and pay for only the features you need. Since you may not be able to change your initial selection later, you should carefully consider these optional features before selecting.

Optional features that can be added to contracts include:

Optional feature	Description
Guaranteed minimum death benefit (GMDB)	Deferred annuity contracts usually provide for a death benefit if the owner and/or the annuitant dies while the contract is still in the accumulation phase. The payout structure of the death benefit varies by contract. The benefit can be payable as a lump sum or as annuity payments that generally must be paid in a specified period of time. If a spouse is the sole beneficiary, the spouse may have the additional option of continuing the contract tax deferred. Variable annuity contracts have traditionally offered a GMDB during the accumulation period. The GMDB is generally equal to the greater of (a) the contract value or (b) purchase payments less prior withdrawals. Several annuity contracts allow you, for an additional charge, to "step up" or "ratchet" the death benefit up to the contract value on a specified date (i.e., annually). In addition, some contracts will raise the GMDB floor at a specified rate (i.e., 5% annually) for an additional charge.

continued on next page

Optional feature	Description
Guaranteed minimum income benefit (GMIB)	A GMIB is typically offered as an optional feature or rider to a variable annuity contract for an additional charge, generally ranging from 0.75% to 1.00%. Contracts with GMIBs have a waiting period, typically 10 years, before the benefit can be exercised. Age limits may also apply. For some contracts, if the benefit is exercised, only fixed immediate annuity payments are available; others offer variable immediate annuity payments as well. The GMIB ensures under certain conditions that the owner may annuitize the contract based on the greater of (a) the actual account value or (b) a "benefit base" equal to purchase payments credited with some interest rate (usually between 3% and 7%) or the maximum anniversary value of the account prior to annuitization. The benefit guarantees that under the stated conditions, the contract owner will receive a minimum cash flow beginning at a future date as described above.
Guaranteed minimum withdrawal benefit (GMWB)	A GMWB (sometimes called a guaranteed lifetime withdrawal benefit or GLWB) guarantees that you will receive a minimum withdrawal amount from your contract each year. This minimum amount may guarantee the return of your initial investment through systematic withdrawals over time and/or for your life. The amount of withdrawal that can be taken each year is typically between 4% and 7%. These withdrawals may be taken immediately or deferred until a later time. This feature often includes a step-up provision during a deferral period that is based on an annual interest rate (usually between 5% and 7%) and/or the contract value at specified periods (i.e., annually or quarterly). Once withdrawals begin, the step-up provisions may change. Many GMWBs offer a joint option that allows the guarantee to be based on the life of both spouses. This feature does not require you to make withdrawals from your contract, and the withdrawals may be started and stopped at any time. It is important to note that a withdrawal exceeding the guaranteed annual amount may have a detrimental effect on the benefit base. The cost for this feature typically ranges from 0.65% to 1.25%.
Guaranteed minimum accumulation benefit (GMAB)	A GMAB guarantees that after a specified period of time you will receive a minimum contract value. This minimum amount may be the amount of the initial premium or the initial premium with a growth or step-up component. This growth component may be based on the performance of the underlying investments or on a set percentage of the initial premium. The specified time period for these benefits ranges from five to 10 years. At the end of the specified period, if your contract value is less than a guaranteed amount, the insurance carrier will add the difference into your contract. The cost for this feature typically ranges from 0.50% to 1.00%. Some variable annuities may offer other optional features. Please review their costs and benefits within the product's prospectus.

There is no guarantee that these insurance features, if purchased, will ever come into effect. Therefore, it is possible that you will receive no additional benefit for having incurred the additional expenses and contract restrictions associated with these riders. It is important to note that the benefit base is not a cash or account value, and so is not indicative of the market value of your contract at any given point in time during the accumulation phase.

These features do not guarantee against day-to-day market fluctuations and may be affected by subsequent additions or withdrawals during the accumulation phase of your annuity contract. However, they do provide additional features that may be valuable to you. These features typically require limitations on the investment options you can choose. Additionally, early withdrawals (including liquidations free of withdrawal charges) may affect your guaranteed benefits.

Insurance company guarantees are subject to the claims-paying ability of the issuing insurance company; therefore, the ongoing financial strength of the insurance company plays an important role in your investment. The financial ratings of the issuing insurance company do not apply to any non-guaranteed sub-accounts that will fluctuate in response to market conditions and other factors.

Additional consideration when replacing an investment

From time to time, our financial professionals will recommend that you replace an existing investment in order to purchase a securities product through us. A decision to replace an existing investment should reflect consideration of various factors, the importance of which will depend on your individual needs, circumstances and options. It is not the policy of CCMC to recommend replacing investments unless, having considered all fees involved, you believe that your investment or personal objectives will be better served. Be sure your financial professional has informed you of the costs and conditions that may be involved with replacing investments. Be sure to review the investment options of both the current and the proposed investments and understand that an exchange within the existing fund family into a different fund may be completed without incurring the costs involved in a replacement.

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

For your safety and protection and to ensure prompt processing of your investments, make your investment checks payable to the applicable product sponsor or custodian entity and never to your financial professional and/or his/her business entity. Furthermore, your check may be held by us for up to seven (7) business days after receipt of a complete and correct application by our Bloomington, Illinois Home Office in order to complete the firm's account-opening processes in compliance with applicable FINRA, SEC and Anti-Money Laundering rules.

Compensation and other conflicts of interest

When making a recommendation of any securities transaction or investment strategy involving securities to you, we are prohibited from putting our financial or other interests ahead of yours. We have policies and procedures in place addressing both conflicts of interest and ethical obligations, and we require all personnel to act in accordance with applicable laws, regulations and industry rules. Failure to do so can result in disciplinary measures including termination. However, the way that we make money can create financial incentives that could cause our interests to conflict with yours.

We do not directly charge any fees for our securities brokerage services. Instead, the product sponsors compensate our firm by paying us a portion of the revenue they generate through fees and expenses as described above. We typically receive a portion of transaction-based fees in connection with the sale of a product and ongoing compensation for continuing to service a product as broker-dealer of record. The amount of transaction-based and ongoing compensation can vary by product sponsor and type, but is usually correlated with the amount of fees charged by the product sponsor. The payments we receive from product sponsors are often referred to as "commissions" or "concessions" and are used in part to compensate our financial professionals. Accordingly, we have a financial interest in you purchasing the products we offer, continuing to own and make additional purchase payments for those products, and continuing to use our firm as broker-dealer of record. We act as a broker-dealer of record; however, we do not hold any assets. We assist you in completing the paperwork necessary for purchasing a product and for effecting transactions in existing products.

In addition to the monetary compensation described above, our firm personnel, including our financial professionals, can receive compensation from product sponsors that is not in connection to any client or product sale, including the following:

- **Training and marketing incentives** – They may reimburse and/or pay certain expenses, including training, marketing and educational efforts related to their products.
- **Noncash 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.

Our firm is a wholly owned subsidiary of COUNTRY Life Insurance Company® and part of the family of affiliated insurance and financial services companies operating under the COUNTRY Financial® tradename. We are also affiliated with COUNTRY Trust Bank®, a limited purpose federal savings bank that offers managed investment account and business retirement plan services. While we do not currently offer any proprietary products, we still service variable insurance contracts that were previously issued by our affiliate COUNTRY Investors Life Assurance Company®. In addition to being registered as a broker-dealer, our firm is a state-licensed insurance agency. As an insurance agency, we offer fixed annuities issued by unaffiliated third-party insurance companies.

The availability of insurance and securities products can vary by state and by our firm's or a financial professional's licensing and appointments by product sponsors. Ask a financial professional if you have any questions about licensing or state availability. Financial professionals may have additional conflicts of interest not disclosed herein, which they will disclose to you orally.

- **Product sponsor incentives** – Our firm personnel, including our financial professionals, can receive compensation from product sponsors that is not in connection to any client or product sale, including the following:
  - Training and marketing incentives – They may reimburse and/or pay certain expenses, including training, marketing and educational efforts related to their products.
  - Noncash 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.

If you have any questions about fees, expenses or compensation, please consult your financial professional for further details.

Registered broker/dealer offering securities products: COUNTRY® Capital Management Company, 1701 Towanda Avenue, PO Box 2222, Bloomington, IL 61702-2222, 1-866-551-0060. Member FINRA.

Financial Services Summary Handbook

COUNTRY FINANCIAL

Introduction

This handbook provides important information to help you understand the type and scope of products and services available through COUNTRY Financial®, the standard of care we owe to you, material fees and costs that may apply, and conflicts of interest associated with a recommendation. COUNTRY Trust Bank® (CTB), COUNTRY® Capital Management Company (CCMC), and COUNTRY Investors Life Assurance Company® (CILAC) [collectively referred to as the "companies", "we", "our", or "us"] are a part of a family of affiliated insurance and financial services companies operating under the COUNTRY Financial trade name.

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 this handbook, please contact your financial professional or our home office in Bloomington, Ill. at 1-866-COUNTRY. You can also find a current copy of this handbook at COUNTRYFinancial.com/financial-handbooks.

Please note that you may receive marketing material from us based on our discussion with you on the types and scope of products and services provided.

Information contained in this handbook is current as of February 2026 and supersedes prior handbooks you may have received.

Our commitment to you

We put the client at the center of everything we do. Depending on the type of products and services we offer, we have various regulatory obligations concerning the standard of care that we provide. We may be considered fiduciaries when providing certain services on behalf of the companies. For example, when we provide Investment Advice to you regarding your qualified retirement plan account or individual retirement account, we are fiduciaries within the meaning of Title I of the Employee Retirement Income Security Act and/or the Internal Revenue Code, as applicable, which are laws governing retirement accounts. Additionally, for certain products and services, we operate under a special rule that requires us to act in your best interest and not put our interest ahead of yours. For information about what standard of care applies to a specific product, please see the applicable entity and product information enclosed.

Under our commitment to you, we must:

- Meet a professional standard of care when making investment recommendations (give prudent advice);
- Never put our financial interests ahead of yours when making recommendations (give loyal advice);
- Avoid misleading statements about conflicts of interest, fees, and investments;
- Follow policies and procedures designed to ensure that we give advice that is in your best interest;
- Charge no more than is reasonable for our services; and
- Give you basic information about conflicts of interest.

Regardless of which of the following products and services we provide, we will meet the standard of care that is appropriate. This acknowledgment is not intended to create or modify any agreement, relationship, or obligation we may have to you under other federal and state laws governing the provision of advice to retail investors.

Product and Service Offerings

We recommend products and services based on your financial goals and needs. Refer to the chart below and ask your financial professional questions about reasonably available alternatives and where to find additional information about these products:

Company Name	Company Type	Products and Services offered	For Additional Information
COUNTRY Trust Bank®	A limited purpose federal savings bank	Investment Management, Investment Advice, Business Retirement Services, Trust Services, Financial Planning	Refer to the attached COUNTRY Trust Bank® Client Handbook

Continued on next page

Company Name	Company Type	Products and Services offered	For Additional Information
COUNTRY® Capital Management Company	A limited purpose registered broker/dealer and state licensed insurance agency	529 College Savings Plans, Fixed Annuities, Mutual Funds, Variable Annuities	Refer to the attached Form CRS, Investor Handbook, and COUNTRY® Capital Management Company Fixed Annuity Handbook
COUNTRY Investors Life Assurance Company®	A state licensed insurance company	Fixed Annuities	Refer to the attached COUNTRY Investors Life Assurance Company® Annuity Handbook

The products and services listed above have different benefits, features and risks and are subjected to various regulatory obligations. It is important for you to refer to the supplemental handbooks for information that relates to specific products and services.

Fees and Expenses

When pursuing your financial goals, it's important that you not only consider the benefits and risks of an investment, but also the cost. As with anything you buy, there are fees and expenses associated with the products and services that we offer. Some products, such as fixed annuities, may have little to no fees and expenses; while other products, such as mutual funds, incur annual ongoing costs, which can include management, marketing or servicing expenses. These expenses are deducted from the fund's assets, which impacts returns over time. It's important for you to understand that even a small amount of ongoing fees and expenses can significantly reduce your investment's return over time. For example, as shown in the chart below, if an investor makes a $10,000 purchase of a hypothetical investment and holds it for 30 years, assuming an annual return of 5%, the ending value will be over $22,000 more if the annual fee is 0.25% compared to 3.0%.

While fees are an important consideration, please note that the following chart is a hypothetical investment that does not take into account the differences between products and services that have different fee levels. Generally speaking, products and services with higher fees may provide additional features or higher service levels.

Example of annual fee impact		
Annual fee	**Value after 30 years**	**Fees charged**
0.25%	$40,237	$2,980
0.5%	$37,453	$5,766
1.0%	$32,434	$10,783
2.0%	$24,273	$18,946
3.0%	$18,114	$25,105

Many products charge a transaction-based fee every time you make a purchase, which is often called a "sales charge" or "sales load." Sales loads can be front-end in that they are assessed at the time you make your investment or back-end in that you are assessed the charge if you sell the investment, usually within a specified time frame. To demonstrate the effect of fees and expenses, the table below shows the values of a hypothetical investment of $10,000 with a 5% annual rate of growth using different up-front sales charges and annual expenses similar to the costs described above.

Example of sales charge and annual expense impact				
Cost (in percentages of investment)		Holding period (in years)		
Up-front charges	Annual expenses	1	5	15
0%	0.25%	$10,475	$12,612	$20,059
0%	0.65%	$10,435	$12,373	$18,940
0%	4.0%	$10,100	$10,510	$11,610
3.5%	0.65%	$10,070	$11,940	$18,277
5.75%	0.65%	$9,835	$11,661	$17,851

It's important for you to review the fees and expenses of the product or service you are purchasing. Please carefully review each entity's handbook for how fees and expenses will impact your purchase. While we and our financial professionals have knowledge and tools that can evaluate the fees and expenses associated with your financial situation, we will also be relying on you to provide us with further information to determine the appropriateness of our recommendation. However, your financial professional has not independently verified any non-internal information, and your financial professional is not responsible for any incorrect information you have provided (for example: email address statement or entry errors). Please review this information carefully and discuss any questions you may have with your financial professional.

What to expect when you are doing business with us

Our services are made available through financial professionals who are trained, supervised and authorized to work with you on our behalf. Your financial professional may ask you a lot of questions; it is important for you to provide complete and accurate information in order for us to offer you the most appropriate options for your situation. Answer as honestly and openly as you can, and if you don't know the answer, your financial professional will work with you to figure it out. Depending on the products and services recommended, our recommendations may be required to meet fiduciary, suitability, or best interest standard of care. Regardless of the standard of care we will work with you to achieve your goals and objectives, based on your financial and tax status, and other financial information you have provided to us.

We strongly encourage you to talk to your financial professional periodically and whenever your circumstances change, as some changes may affect the products or strategy you and your financial professional have put in place. Our silence should not be viewed as a recommendation. Your financial professional will not provide you with tax or legal advisory services, and no one associated with us is authorized to render such advice as a service provided through us. You are encouraged to consult a tax and/or legal advisor to determine the appropriate tax/legal treatment of your transactions.

4 Rollover Options

A decision to roll over plan assets, such as in a 401(k) or 403(b), should reflect consideration of various factors, the importance of which will depend on your individual needs, circumstances and options. Our financial professional, when providing advice regarding a rollover, does not represent the Plan or the employer. You generally have four options when considering a rollover from a 401(k) plan:

1. **Option 1:** Leave the assets in your former employer's plan, if permitted;
2. **Option 2:** Roll over the assets to your new employer's plan, if one is available and rollovers are permitted;
3. **Option 3:** Roll over the assets to an IRA;
4. **Option 4:** Cash out the account value.

Each choice above offers advantages and disadvantages, depending on desired investment options, tax treatment, your unique financial needs and retirement plans and your desire for access to a financial professional.

- **Investment Options and Services:** By choosing option 3, you may have access to additional investment options as well as access to financial advice and other services which may not be offered by an employer plan.
- **Fees:** By choosing option 1 or 2, generally fees and expenses are lower than if you were to choose option 3. If you choose option 3, and roll over assets to a service of COUNTRY Trust Bank®, our financial professional will receive compensation and your costs may be higher than in your employer's plan.

- **Withdrawals:** If you choose option 4, withdrawals prior to 59 1/2 may be subject to an IRS penalty and taxed as ordinary income. Withdrawals from option 1 or 2 made between ages 55 and 59 1/2 may be penalty free. Options 1, 2 and 3 require periodic withdrawals of certain minimum amounts, known as required minimum distributions (RMD) based on your specified age as outlined under IRS Guidelines. Once your RMD age is determined, if you continue to work past this age, you are generally not required to make RMD's from your current employer's plan.
- **Loans:** Option 1 or 2 may offer the ability to borrow your assets.
- **Protection from Creditors:** Generally speaking, assets in option 1 and 2 have unlimited protection from creditors under federal law, while assets in option 3 are protected from bankruptcy proceedings only. State laws vary in the protection in lawsuits for assets in option 3.
- **Employer Stock:** If you hold a significantly appreciated employer stock in option 1 or 2, this could have a negative tax consequence if rolling the stock into option 3. The tax advantages of retaining employer stock in option 1 or 2 should be balanced with the possibility that you may be excessively concentrated in employer stock. It can be risky if you have too much employer stock in your retirement account.

These are examples of factors that may be relevant when analyzing available options, and the list is not exhaustive. Other rollover situations (e.g. an IRA to IRA rollover) have many of the same considerations outlined above. Other considerations also might apply to your specific circumstances. Please consult with your legal or tax advisor for more information concerning your individual situation.

Our Professionals

When working with us, you may interact with various financial professionals who offer services. Our financial professionals are part of a captive sales force, which means they can only offer certain products and services. Based on the entities they are representing, they have different authorities that they are authorized to perform. Below is a description of the authorities they may act upon when working with you.

State Licensed Insurance Producers are authorized by an insurance company to offer and service insurance products.

Financial Advisors are individuals authorized by contract and in good standing with CTB to perform certain fiduciary acts on behalf of CTB, such as providing Investment Advice and Financial Planning.

Referral Agents are Insurance Agents authorized by contract and in good standing with CTB to provide certain ancillary activities, such as marketing, solicitation, and client assistance on CTB's behalf to make referrals to CTB.

Registered Representatives are registered and qualified to offer registered securities on behalf of CCMC.

To conduct our business, we engage our financial professionals to act in different capacities. The below chart describes the capacities and entities in which our financial professionals can act upon.

	CILAC	CTB	CCMC
State Licensed Insurance Producers	X		X
Financial Advisor		X	
Referral Agents		X	
Registered Representatives			X

Our financial professionals hold different positions, which may be compensated differently. Although all of our financial professionals are trained appropriately to meet your needs, understanding how they are compensated for working with you is important.

The various roles our financial professionals fill are as follows:

Those financial professionals with the title "Insurance Agent"* are State Licensed Insurance Producers and are contracted as Referral Agents of CTB. Those with the title "Financial Advisor" or "Registered Representative" are contracted as a Financial Advisor of CTB, a Registered Representative of CCMC, as well as a State Licensed Insurance Producer. This group of financial professionals are compensated off their production. Depending on the product recommended, the methods and amount of compensation these individuals receive for sales and servicing activities conducted on behalf of our affiliates will differ and could create an incentive for them to offer one product over another. These financial professionals may be referred to as "representatives."

***Not authorized to provide recommendation on fixed annuity products offered by CILAC.**

Financial professionals with the title “District Leader” serve as field management personnel and are paid a salary for fulfilling this role on behalf of our companies. They may receive additional cash compensation based on the amount of sales production and funding of accounts/products across our companies attributable to financial professionals under their management. Such compensation is not impacted by the type of product recommended.

Compensation & Conflicts of Interest

The availability of insurance, investments products and services can vary by state, by each of the companies, and by a financial professional’s licensing and authorities. Ask a financial professional if you have any questions about product or service availability.

When making recommendations for any qualified account, securities transaction, or investment strategy involving securities, we are prohibited from putting our financial or other interests ahead of yours. We have policies and procedures in place addressing both conflicts of interest and ethical obligations, and we require all personnel to act in accordance with applicable laws, regulations, and industry rules. Failure to do so can result in disciplinary measures including termination. However, the way that we make money can create financial incentives that could cause our interests to conflict with yours.

Our financial professionals earn cash compensation, which may include commissions from premium payments and/or fees based generally on the value of the policy or account. In addition to cash compensation, COUNTRY Financial® may recognize representatives and District Leaders through reward programs that factor in overall sales of products and services offered by the companies.

These programs are described below:

- **Production contests** – representatives can earn additional rewards based on sales production on behalf of our affiliated companies that count toward enterprise-wide programs. Generally, these reward programs incentivize new asset and premium growth with the companies, as well as new premium growth for our insurance affiliates, measured over a set period of time. Qualification for these reward programs can be met by multiple different combinations of company new asset growth and insurance new business production for our affiliates. Meeting reward thresholds can result in additional cash compensation as well as awards and recognition for representatives. This could include paid travel and accommodations for presentation ceremonies at domestic and international locations. Representatives that achieve certain levels of recognition status also receive access to additional benefits, including preferential business administrative handling by affiliates, additional marketing resources and participation on internal advisory committees. District Leaders can also earn these rewards; however, they do not earn these rewards based on their production, but rather they are rewarded for the performance of representatives in their agency group in meeting new business and new asset goals or benchmarks.
- **Expense reimbursements** – representatives may also qualify based on sales for reimbursement of expenses incurred when participating in training programs and industry recognitions.
- **Deferred compensation plan** – If certain eligibility requirements are met, representatives’ earnings are also included in determining contributions to a deferred compensation plan sponsored by an affiliated company.
- **Production requirements** – In some situations, representatives may be subject to minimum production requirements to maintain their affiliation with the companies. These requirements are based on the sales production, funding of accounts/products, and/or servicing activities across our affiliated companies. The production requirement does not require production of a specific type of product or service. The conflicts identified in this section may influence recommendations made to you and may incentivize the recommendations made to you. Because of these conflicts representatives may have a financial interest that could impact the recommendation of our products and services.

  Reward programs generally incentivize growth of new assets for the companies. Because of this, representatives may be influenced to provide recommendations of new accounts and products, including the rollover of new assets into existing accounts or products, to meet certain thresholds. Additionally, because the reward programs provide different paths to qualification based on different categories of products and services, representatives may be incentivized to recommend a certain type of product or service depending on their ability to meet certain category thresholds.

  In addition to the conflicts our financial professionals have, conflicts may exist between the companies. We have a process in place to mitigate and address these conflicts.

Your financial professional may recommend products or services from any of the companies. Some of the products and services offered by the companies may be used to meet the same goals and objectives. For example, a client who is seeking long-term investment solutions may open a Journey Series account at CTB or purchase a mutual fund through CCMC. Or a client seeking guaranteed retirement income may consider a fixed annuity from CILAC or a fixed annuity sold through CCMC. While these may meet similar goals and objectives, there are key differences that should be considered before making any decision. Depending on your personal circumstances, one competing solution may result in the financial professional receiving different compensation than they would have received for the other solution, which may impact the recommendation provided.

Additionally, product availability may impact recommendations made by your financial professional. Your financial professional is a captive representative of the companies, meaning they are only able to offer products and services sold by or through the companies. Because of this, your available options may be limited. Additionally, the products or services we provide may have age or minimum premium or contribution requirements. Depending on your individual circumstances, this may impact what product or service, if any, your financial professional recommends to meet your needs. As your situation and needs change over time, other products and services may be available that were not available during prior discussions with your financial professional. It is important for you to understand the benefits, features, risks, and costs associated with any transfer, surrender, rollover, or other change to any product or service.

There are other programs that may create conflicts of interest or may affect what recommendations are given by your financial professional. One such program is the availability of a multi-line discount for certain products and services. An affiliate of the companies may offer a discount for certain home insurance products if you purchase additional products and services from the companies. However, there are certain minimum balance qualifications and restrictions that limit its availability. Additionally, products purchased through CCMC are excluded from this discount.

While the way our financial professionals are compensated may create conflicts of interest, we have policies and procedures in place to ensure that we are putting your goals and objectives at the forefront of our relationship with you. To mitigate these conflicts, our financial professionals receive comprehensive training on the products and services we provide. Additionally, we provide our financial professionals with tools and resources to help meet your financial goals and objectives. With regard to new business applications and account servicing, we also employ personnel at our home office to review recommendations made to ensure they are appropriate to meet your needs. The home office review teams are salaried and their compensation is not directly impacted by the sale of any product or service. In addition to this new business review process, we conduct regular compliance reviews to ensure that our financial professionals are meeting their required obligations.

This document serves as the general handbook discussing information applicable to each of the companies. Financial professionals may have additional conflicts of interest not disclosed herein, which they will disclose to you orally. For information specific to each entity's products and/or services, please refer to each of the handbooks enclosed.

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 **COUNTRYFinancial.com/customer-relationship**.

Information contained in this handbook is current as of February 2026 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.

Registered broker/dealer offering securities products: COUNTRY® Capital Management Company,
1701 Towanda Avenue, PO Box 2222, Bloomington, IL 61702-2222, 1-866-551-0060. Member FINRA.

COUNTRY Trust Bank® Client Handbook

Type and Scope of Services

COUNTRY Trust Bank® ("CTB") was founded in 1971 as a trust company and is now chartered as a federal savings bank under the supervision of the Office of the Comptroller of the Currency, the primary regulator of national banks and savings associations. CTB provides investment management, retirement, trust, and planning services. CTB advises individuals, pension and profit-sharing plans, trusts, estates, charitable organizations, and a variety of business entities. Representatives of CTB are known as Financial Advisors (advisors). In some circumstances, Referral Agents (RAs) of CTB may also refer you to CTB or another advisor for bank services and receive compensation for the referral. RAs act in a capacity limited to making referrals to advisors.

Before discussing our services in more detail, we would like to describe a few important points that apply to all our services:

- When CTB and its advisors provide Investment Advice, we do so as fiduciaries. Under the fiduciary standard, we must act with the care, skill, and prudence of a professional investment adviser; give loyal advice; avoid misleading statements about conflicts of interest, fees, and investments; follow policies and procedures designed to ensure that we give advice that is in your best interest; charge no more than is reasonable for our services; and provide information about conflicts of interest.
- The Journey Series and related services through COUNTRY Trust Bank® are made available to clients through Financial Advisors of CTB. These advisors specifically qualify and are approved by CTB to service Journey Series accounts. Once qualified and approved, these properly credentialed Financial Advisors can utilize authorities extended to them by CTB to deliver guidance to clients concerning Investment Advice and Financial Planning.
- CTB and its advisors do not provide legal, accounting, or tax advice or services. We recommend that a lawyer and/or accountant be consulted in connection with the implementation of any advice, plan, or recommendation provided by either CTB and/or its advisors.
- CTB and its advisors may provide educational information about Social Security but do not give Social Security filing advice. The decision on when to claim Social Security benefits should be made in conjunction with other factors such as, but not limited to, life expectancy, marital status, available benefit options, and other amounts available for living expenses.
- Recommendations are generally based on information provided by you, either verbally or via statements, or, for existing clients, known internal information about accounts, contracts, and policies. CTB and its advisors do not independently verify any information provided by you and neither CTB nor an advisor is responsible for any incorrect information that has been provided. Please review information carefully and discuss any questions with an advisor.
- An advisor may offer to sell products or services through CTB or an affiliated company to address needs identified. This material is not a quote, offer, illustration, or proof of coverage. There is no obligation to purchase products, services, or take any specific actions through an advisor. Eligibility for products or services will be subject to rates, rules, and other applicable criteria. In addition, based on age and income guidelines, additional documentation may be required during the submission process. Should any recommendation of a product or service through CTB or an affiliated company be implemented, both the applicable company and an advisor may receive compensation.
- Information an advisor presents regarding managed investment accounts or other services provided by CTB is presented in their capacity as an authorized representative of CTB. Recommendations from an advisor regarding specific insurance or investment products is solely incidental to efforts to sell insurance or investment products to you and is not made in their capacity as a representative of CTB. Recommendations for insurance products are based on state licensing requirements and rules. Investment product recommendations outside of managed investment accounts are solely incidental to efforts to sell a product and are done as a representative of COUNTRY® Capital Management Company (CCMC), a registered broker-dealer.

For information on specific products and services offered by CTB and the COUNTRY Financial® family of companies, including state availability, please go to COUNTRYFinancial.com or speak to an authorized representative.

Information contained in this Handbook is current as of February 2026 and supersedes prior handbooks you may have received.

Services We Provide

When we provide Investment Advice to you regarding your qualified retirement plan account or individual retirement account (IRA), we are fiduciaries within the meaning of Title I of the Employee Retirement Income Security Act (ERISA) and/or the Internal Revenue Code (IRS Code), as applicable, which are laws governing retirement accounts. The way we make money creates some conflicts with your interests, so we operate under a special rule that requires us to act in your best interest and not put our interest ahead of yours. Under this special rule's provisions, we must:

1. Meet a professional standard of care when making investment recommendations (give prudent advice);
2. Never put our financial interests ahead of yours when making recommendations (give loyal advice);
3. Avoid misleading statements about conflicts of interest, fees, and investments;
4. Follow policies and procedures designed to ensure that we give advice that is in your best interest;
5. Charge no more than is reasonable for our services; and
6. Give you basic information about conflicts of interest.

Please understand that when we provide Investment Advice, we are subject to various legal requirements that are overseen by different regulators. We are required to acknowledge fiduciary status under ERISA and the IRS Code for advice we provide regarding your qualified retirement plan account or IRA. This acknowledgment is not intended to create or modify any agreement, relationship, or obligation we may have to you under other federal and state laws governing the provision of advice to retail investors.

Investment Advice

Investment Advice describes a service provided under an agreement for a fee by CTB and its advisors. Investment Advice includes making recommendations related to asset allocation, investment selection, fee alignment, goal setting, progress tracking, issuing reports, or furnishing analysis on securities (directly or indirectly through publications) regarding asset allocation, but not specific securities. In general, an advisor will meet with you to understand and establish goals, gather applicable data and information, analyze the situation which may include the use of various tools, software, and technology, and make recommendations. It is up to you and the advisor to establish and agree on a monitoring plan if the recommendations are implemented. Investment Advice excludes those activities in which the Investment Advice is solely incidental to a sale of COUNTRY® Capital Management Company products. It also excludes Financial Planning.

Investment Management

CTB's principal business is providing fiduciary services including discretionary investment management, certain trust services, and Financial Planning. The CTB Journey Series investment management services include varying asset allocation strategies, investment selection, and discretionary trading to manage your investment portfolio in a manner that is consistent with your investment objective and risk profile. These services are made available to you only through CTB and its advisors who are authorized on behalf of CTB. CTB and its advisors utilize the Journey Series to deliver Investment Advice to you concerning various asset allocation programs within the Journey Series.

The CTB Journey Series portfolios are generally available to individuals, IRAs, trusts, estates, endowments, and foundations, as well as business entities. It is important to know that the Journey Series is not designed for all clients; rather, it is designed for those who have a moderate-to-long term investment time horizon and see the value in a diversified investment portfolio, a consistent investment process, and an ongoing relationship with CTB and its advisors. The Journey Series is not appropriate if you have substantial short-term liquidity needs. Various asset allocation programs within the Journey Series may have suggested minimum requirements. Please refer to the applicable fee schedules to determine this. CTB may allow lower minimums in certain circumstances. You may aggregate certain related client accounts for the purposes of achieving the suggested minimum account size requirements and determining the fee. CTB may increase suggested minimums from time to time, but CTB may choose to allow existing investment management clients to be subject to CTB suggested minimum account requirements in effect at the time the client entered into the investment management agreement. Therefore, CTB suggested minimum account requirements may differ among clients.

Financial Planning

Financial Planning describes a service provided under an agreement, with or without a fee, by CTB and its advisors. As a service that is separate from Investment Advice, Financial Planning describes a holistic process that evaluates and provides an overall view of your current financial landscape and offers strategies to achieve financial goals. Areas that may be covered during the Financial Planning process include personal finance, cash flow, retirement, death, disability, estate, or business needs. The Financial Plan will not include Investment Advice, analysis or recommendations regarding specific securities, or investment or insurance products.

CTB and its advisors can provide personal Financial Planning services that include education, advice, preparation, and delivery of a written Financial Plan or advice that will include general recommendations to help you achieve your financial goals. In some circumstances, Referral Agents of CTB may also refer you for Financial Planning services delivered by an advisor and receive compensation for the referral.

Financial Planning is only available in conjunction with a Journey Series account and is included in its fees. If you do not have a Journey Series account, any reports provided to you through approved software is Needs Analysis and should not be construed as Financial Planning or Investment Advice. The Financial Planning process includes services listed above, however will conclude with the delivery of a written Financial Plan through approved software. Additional needs identified through Financial Planning can be pursued through the advisor or a Referral Agent who refers you to an advisor for this purpose. Financial Planning services are no longer offered with the termination of the Journey Series account.

Implementation of specific recommendations are prepared in a separate written document, generally following delivery of a Financial Plan. Product recommendations are separate from Financial Planning and may be made throughout the planning process. If you choose to implement your Financial Plan, then the advisor will generally receive commissions in the capacity they are acting at the time of sale. For CTB Journey Series and Business Retirement Services (BRS) solutions, they are acting as a Financial Advisor on behalf of CTB. For CCMC solutions, they act in the capacity of Registered Representative of CCMC, and any advice provided is solely incidental to the sale of the CCMC solutions. For CILAC and CLIC solutions, the role is as a state-licensed insurance producer. Thus, the advisor has an incentive to recommend that such products or services be obtained through affiliated companies, which is a conflict of interest that is mitigated in part by this Handbook. This conflict of interest is further mitigated by the fact that you have no obligation to purchase any such products or services through CTB, its affiliates, or other carriers.

CTB Journey Series: Foundation, CoMPAS, Focus, and Vision Overview

Foundation, CoMPAS, Focus, and Vision are asset allocation programs that utilize various investment vehicles like mutual funds, Exchange Traded Funds (ETFs), and/or individual equities, and consist of investment models. The models are assembled by CTB. CTB manages your account(s) on a discretionary basis in accordance with the chosen investment model. **NOTE: As of January 16, 2016, CTB is no longer offering the Foundation service to new clients outside of certain employer-sponsored retirement accounts.**

Various services are available when participating in CoMPAS, Focus, and Vision. These include:

Service level	CoMPAS	Focus	Vision
Suggested minimum	$25,000	$350,000	$1,000,000
Investments may include	No-load mutual funds and ETFs	Individual stocks and ETFs	Individual stocks, bonds, ETFs, no-load mutual funds, and CDs
Services available	Security purchases, execution, and custody	Security purchases, execution, and custody	Security purchases, execution, and custody
	Discretionary management allowing CTB to make changes to the securities in the accounts	Discretionary management allowing CTB to make changes to the securities in the accounts	Discretionary management allowing CTB to make changes to the securities in the accounts
	Rebalancing of the Journey Series account	Rebalancing of the Journey Series account	Rebalancing of the Journey Series account
	Ongoing portfolio monitoring	Ongoing portfolio monitoring	Ongoing portfolio monitoring
	Review of investment objectives, risk tolerance, time horizon, and other financial information provided by you	Review of investment objectives, risk tolerance, time horizon, and other financial information provided by you	Review of investment objectives, risk tolerance, time horizon, and other financial information provided by you
	Recommendation of investment models comprised of ETFs and/or mutual funds researched and selected by CTB	Recommendation of models comprised of ETFs and/or individual stocks researched and selected by CTB	Recommendation of models comprised of various investment vehicles such as mutual funds, individual stocks,and bonds researched and selected by CTB

Service list continued, next page

CTB Journey Series: Various Services, Continued

Below is a continuation of the various services available when participating in CoMPAS, Focus, and Vision.

Service level	CoMPAS	Focus	Vision
Services available continued	Investment model recommendations based on investment objectives, risk tolerance, and time horizon	Investment model recommendations based on investment objectives, risk tolerance, and time horizon	Investment model recommendations based on investment objectives, risk tolerance, and time horizon
	Account statements (at least quarterly) and quarterly performance	Account statements (at least quarterly) and quarterly performance	Account statements (at least quarterly) and quarterly performance
	CTB will offer to conduct a formal account review at least annually through the advisor or otherwise and discuss your current financial situation, investment objectives and instruction	CTB will offer to conduct a formal account review at least annually through the advisor or otherwise and discuss your current financial situation, investment objectives and instruction	CTB will offer to conduct a formal account review at least annually through the advisor or otherwise and discuss your current financial situation, investment objectives and instruction
	Not applicable	Tax loss harvesting for applicable taxable accounts	Tax loss harvesting for applicable taxable accounts
	Not applicable	Not applicable	More tax-sensitive investment management using individual securities (Stocks, Bonds, ETFs)
	Not applicable	Not applicable	Tailored portfolio management around unique or complex situations such as concentrated holdings, large unrealized gains, or legacy assets
	Not applicable	Not applicable	Strategies involving asset location (the use of certain types of accounts in the household to hold tax inefficient assets)

Fees and Compensation

CTB Journey Series charges a “Total Fee” for the advisory services of CTB. The Total Fee consists of an Advisory Fee and a Program Fee for each Journey Series asset allocation program and is based on an annualized percentage of assets that you invest. CTB calculates the total assets you invest to include any portion of the assets maintained in cash or other short-term investments. The Program Fee and Advisory Fee are calculated by charging a fee for each bracket, or range, of assets. For every dollar of assets that falls into the next bracket, a lower fee is calculated on those assets as both the Program Fees and Advisory Fees decline as assets increase. The effective Total Fee rate equals total Program Fees plus total Advisory Fees divided by total assets.

Assets from	Program Fee	Rate Maximum Advisory Fee	Maximum Total
$0 - $200,000	0.30%	1.60%	1.90%
$200,000 - $350,000	0.28%	1.15%	1.43%
$350,000 - $500,000	0.25%	0.90%	1.15%
$500,000 - $1,000,000	0.24%	0.85%	1.09%
$1,000,000 - $2,000,000	0.19%	0.80%	0.99%
$2,000,000 - $5,000,000	0.17%	0.75%	0.92%
$5,000,000 - $10,000,000	0.13%	0.55%	0.68%
Over $10,000,000	0.04%	0.25%	0.29%

The Program Fee is an ongoing asset-based fee charged by CTB to provide managed account services. This fee includes, but is not limited to, administrative overhead and expenses incurred by CTB (i.e., custody services, statement processing, technology). The Program Fee is based in part on the total value of the assets in your Journey Series accounts. This fee is non-negotiable.

The Advisory Fee rate is an ongoing asset-based fee negotiated between you and your advisor. CTB shares the Advisory Fee with your advisor for determining commissions. The level of the Advisory Fee you negotiate with your advisor will depend upon several factors including, but not limited to, the total assets in your account, the service level required or desired for your account, and type of strategy employed, future contributions, related accounts, and other factors.

The Total Fee is comprised of the Program Fee and the Advisory Fee. The Total Fee charged to you will be disclosed at account opening. You pay the Total Fee in arrears monthly from asset values established the prior month. The Total Fee charged will be calculated in accordance with the Journey Series Fee Schedule. CTB will deduct the Total Fee from your account in accordance with the Account Agreement.

CTB reserves the right to change the Total Fee for any reason at its discretion, given sufficient notice.

In addition to fees associated with the Journey Series described in this Handbook, you also indirectly pay a fee representing the internal and operating expenses, including management fees, for any mutual funds, ETFs, and any other pooled investments that are included in the account. For certain mutual funds, expenses may include distribution fees, such as 12b-1 fees. These fees are not paid to CTB. In addition to fund-level or indirect expenses, some mutual funds assess redemption fees directly to specific investors upon the short-term redemption of its funds. Depending upon the mutual fund, this may include redemptions for rebalancing purposes. When you redeem, surrender, or sell an existing security to fund an account, carefully consider the costs and benefits of the transaction. A review of both the fees charged by the securities and CTB’s fees should be done to understand the total amount of fees to be paid. This includes any tax liability or charges such as brokerage fees, redemption fees, or contingent deferred sales charges. For Journey Series services that include individual securities or ETFs, there may be separate fees for trade execution. Additionally, you pay charges to CTB for various account services such as maintenance, termination, and/or wire transfers. See the Account Agreement for more information.

Other Services

Business Retirement Services

CTB offers a wide range of retirement plan services for business owners to provide retirement solutions to employees. Employers can establish various plan types including 401(k), Profit Sharing, 403(b), and SEP plans.

As a full-service retirement plan provider, CTB provides services including: consulting and design, plan document services, investment alternatives, record keeping services, compliance services, and governmental reporting.

CTB charges an asset-based fee to each retirement plan established based on the total amount of plan assets and the services CTB provides to the Plan. This asset-based fee can either be paid by the employer establishing the retirement plan or by the individuals participating in the retirement plan. Additionally, administrative fees are typically charged for services such as recordkeeping and compliance testing. If you are a participant in an employer-sponsored retirement plan established with CTB, your Summary Plan Description and 404(a)(5) fee disclosure (if applicable) will provide you with information regarding who pays the fees for your retirement plan, and the amount of those fees.

The financial professional receives a percentage of the asset-based fees charged by CTB as ongoing compensation. This may incentivize the financial professional to recommend the rollover of assets or the contribution of additional assets into a plan established at CTB to increase the overall compensation they receive. Additionally, the amount of compensation a financial professional receives may differ between a client contributing assets into a plan established at CTB and a new or existing Journey Series account, which may influence their recommendation.

CTB will never use information it receives as a service provider to a retirement plan to market or cross-sell to retirement plan participants unless the participant provides their information to a financial professional for any reason (including discussions around a potential rollover) unrelated to the plan services CTB provides.

Solo 401(k)

CTB offers participant directed “one participant” retirement plans with model-based investment options. These plans utilize investment strategy models selected by you that are based on your investment objectives, time horizon, and risk tolerance. These models may differ from the Journey Series models described above.

Investment Discretion

CTB has discretionary authority under all asset allocation programs of the Journey Series and model-based options offered in retirement plans. CTB will make all decisions to buy, sell, or hold securities, cash, or other investments in your account(s) without your prior authorization.

You retain all rights of ownership including the right to withdraw, terminate the relationship, and adjust your asset allocation strategy. You may not impose any security or sector-level restrictions in Foundation, CoMPAS, or Focus. You may impose reasonable restrictions in Vision; however, you are responsible for notifying CTB and its advisor of these restrictions in writing and providing them advanced notice of any changes required to your portfolio. Failure to do so could impede the appropriateness of the investment management strategies utilized in your account(s).

Self-Directed non-discretionary accounts may be offered through CTB on a limited basis.

Written Instructions

CTB, at its discretion, may follow and rely on any written instructions by you including any Power of Attorney on file, which we believe to be genuine. CTB will effect any such instructions as soon as administratively possible after receipt. Such instructions may be given to CTB and our advisors by fax, email, or letter.

Voting Client Securities

CTB will vote proxies as discretionary trustee, as investment manager of your account, or as non-discretionary trustee for accounts of participant-directed trusteed plans. CTB has an obligation to cast an informed vote on important matters affecting companies whose securities we hold for our clients. It is the policy of CTB to protect the interests of our clients and to place our clients’ interests first when exercising our voting authority. Instances may exist where CTB will decline to vote. If potential or actual material conflicts of interest arise in voting matters, CTB will provide full and fair disclosure of all relevant facts to you. CTB has implemented policies and procedures for proxy voting activities and maintains voting records. You may revoke the proxy delegation at any time. If you desire to participate in proxy voting as it relates to your account, you may not be able to continue to participate in certain CTB investment management programs as currently designed. The Proxy Voting Disclosure Statement includes additional information and will be provided to new clients, and to existing clients upon oral or written request.

Methods of Analysis, Investment Strategies, and Risk of Loss

CTB Journey Series generally classifies investor accounts into different investment strategies, depending on your investment objective, risk tolerance, and time horizon. CTB will analyze the current economic environment and relative valuation for various market segments to establish asset allocation guidelines. These guidelines will be set for each investment objective to balance capital preservation and long-term growth based on risk tolerance and time horizon. Using these guidelines, CTB will select assets from an approved list of investment securities, which is populated by various committees. The investment team evaluates and selects securities to gain exposure to the various asset classes decided by the asset allocation strategy. Securities may include individual common stocks, individual bonds, mutual funds, and ETFs. Security type may be dependent on the asset allocation program chosen.

In addition to the Journey Series, CTB offers participant directed "one participant" retirement plans with model-based investment options. These plans utilize investment strategy models selected by you that are based on your investment objectives, time horizon, and risk tolerance. These models may differ from the Journey Series models described above.

Conflicts of Interest and Code of Ethics

Policies and procedures are in place addressing conflicts of interest, ethics and other issues, and require financial professionals and employees to act in accordance with applicable laws and regulations. Those not in observance of the policies and procedures may be subject to disciplinary measures up to and including termination.

CTB maintains a Code of Ethics (Code) and written compliance policies and procedures that apply to employees and advisors. The Code of Ethics and other policies and procedures were written to assist advisors with proper activities designed to satisfy their fiduciary responsibilities and avoid conflicts of interest with CTB clients and other practices that may be inappropriate, illegal, or improper. The Code sets out the guiding principle that those subject to the Code will refrain from taking actions or seeking benefits that would prejudice the rights of any client or conflict with the best interests of any client.

To have a full understanding of all the potential conflicts of interest CTB has, you must review the "Compensation & Conflicts of Interest" section of the "Financial Services Summary Handbook". The compensation structure and conflicts of interest disclosed in that section apply to CTB along with the information included above. If you have any questions about the information provided, please contact your financial professional.

Review of Accounts

It is recommended to meet no less than annually with CTB or its advisor to ensure that the asset allocation and individual investments held in your Journey Series account(s) remain consistent with your current risk tolerance, time horizon, and investment objectives. CTB will send a notice to you at least annually offering the opportunity to meet with your advisor. It is your responsibility to contact your advisor or CTB for a review, and we encourage you to take this action upon receiving the Journey Series Account Review Notice.

Your advisor is best positioned to conduct reviews related to your Journey Series account. You are encouraged to reach out to your advisor with the intent to ensure your Journey Series account remains aligned with your overall goals and objectives. Items that should be part of an ongoing discussion with your advisor include, but are not limited to:

- Your account's asset allocation and alignment to your individual risk tolerance.
- Your investment objective, time horizon, financial situation, or other attitudes about investing that have changed since account implementation.
- Updates regarding your personal situation which impact the account and goals/objectives it aligns to. In some instances, the review with your advisor will involve a determination as to if the Journey Series is still right for you.
- Fees and billing features that are applicable to your account.

You are responsible for consulting with a legal or tax professional for your account(s) when applicable. CTB reviews the Journey Series portfolios to ensure that the asset allocation and individual investments held in your account are consistent with the models. CTB conducts a review of securities on the approved lists and reviews the securities in any particular asset allocation guidelines from time to time. This review process includes approved lists, asset allocation guidelines, and individual client account reviews.

Client Referrals and Other Compensation

Referral Agents (RAs) of CTB may refer you to CTB or a CTB advisor for Investment Advice and/or Financial Planning services. RAs receive bonus payments for this referral and separate compensation from CTB when the referral results in a new Journey Series or Business Retirement Services (BRS) account(s). The RA referral fee and bonus will not impact your Total Fee or what is charged to you.

Custody

COUNTRY Trust Bank® uses certain third-party custodians to provide cost-effective securities processing, to facilitate timely settlement of trades, and to safeguard physical assets. If you have questions about CTB and its custody arrangements, please ask your advisor.

COUNTRY Investors Life Assurance Company® 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 Investors Life Assurance Company® ("CILAC"; 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 CILAC. The information is specific only to fixed annuity products from CILAC. The fixed annuity you select may have unique features not described in this handbook. 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.

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 information 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 **naic.org/documents/prod_serv_consumer_anb_le_2013.pdf**.

Information contained in this handbook is current as of September 2024 and supersedes prior handbooks you may have received.

Type and Scope of Services

CILAC is a state licensed insurance company authorized to issue fixed annuity contracts and universal life insurance policies in several states. CILAC offers deferred and immediate annuities as well as annuities with either a single premium or flexible premium structure. Below is information about doing business with CILAC, including specific information on what products we have available and how we compensate our financial professionals.

What to expect when you are doing business with us

To conduct our business, we engage financial professionals to offer and service our products. These individuals receive varying methods of compensatation, which may affect their recommendations regarding our products. These will be discussed in further detail below.

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. We use information provided by you to determine what products, if any, are suitable for your specific needs. 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.

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. While we take reasonable care in developing recommendations, there is no guarantee that you will meet your retirement goals. You can use an annuity to save money for retirement and to receive retirement income for life. It is not meant to be used to meet short-term financial goals.

It is important to be aware of the taxation of annuities purchased within an Individual Retirement Annuity 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 provide** 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.

Product Offerings

For purposes of this disclosure, CILAC offers the following fixed annuity products:

- Single Premium Deferred Annuities
- Flexible Premium Deferred Annuities
- Single Premium Immediate Annuities

Single Premium Deferred Annuity (SPDA)

An SPDA is a single premium annuity, which means you buy it with one premium payment and no further premium payments are allowed.

This is a fixed annuity, which means it earns interest at a specified rate that will not go below the guaranteed minimum interest rate. It is also deferred, which means payouts begin at a future date and you won't pay taxes on the interest until the money is paid to you.

An SPDA earns tax-deferred interest at an effective annual rate that is fixed for each contract year. When you buy your annuity, you choose an initial guarantee period and we guarantee that the credited interest rate will not change until the end of that period. The initial guaranteed rate you receive depends on the guarantee period chosen and the amount of initial premium paid. After the initial guarantee period, credited interest will be based on the then current rate that we make available. The rate will be guaranteed for the contract period, and may change to a new rate on your annuity's first anniversary after the contract period. Interest rates are periodically declared by us and not all guarantee periods are available at all times.

Flexible Premium Deferred Annuity (FPDA)

An FPDA is a flexible premium annuity, which means after the initial premium is paid, additional premium payments can be made (certain limits apply).

This is a fixed annuity, which means it earns interest at a specified rate that will not go below the guaranteed minimum interest rate. It is also deferred, which means payouts begin at a future date and you won't pay taxes on the interest until the money is paid to you.

Single Premium Immediate Annuity (SPIA)

A SPIA is a single premium annuity, which means you buy it with one premium payment and no further premium payments are allowed. Unlike an SPDA, payouts on a SPIA are required to begin within one year. At this time, CILAC does not offer a qualified Single Premium Immediate Annuity. If you wish to purchase an annuity product with qualified funds and start a payment stream within one year, your financial professional may recommend the purchase of a Single Premium Deferred Annuity with the option to annuitize the contract to begin a payment stream. The amount of compensation your financial professional receives may depend on the guarantee period of the annuity recommended.

Surrender Charges

You can't take any of the money out of your annuity after the payout begins. Before it begins, you can withdraw all of your annuity's cash surrender value **(full contract surrender)** or part of it **(partial withdrawal)**.

Withdrawals made before the end of the guarantee period are subject to a **surrender charge**, which is calculated as a percentage of the amount withdrawn. For both full contract surrenders and partial withdrawals you will receive the amount of the withdrawal minus the surrender charge. During the first contract year, any amount withdrawn will be subject to a surrender charge. Beginning with the second contract year, the surrender charge only applies to that portion of the total amount withdrawn during a contract year that exceeds a percentage of your annuity's value as of the end of the previous contract year. Additionally, if you withdraw money from your annuity before you turn 59 1/2, you may owe a tax penalty on a portion of the withdrawal.

When you choose to start a payout on your annuity, you will also choose a specific payout option. Some options may be subject to age or other limitations. Please see the annuity contract for available payout options.

Our financial professionals can only solicit and recommend our products or the products of our affiliates, in their respective capacities, unless we or our affiliates refuse to underwrite or issue such products. For example, if a fixed annuity is being recommended, then it must be a CILAC fixed annuity or a fixed annuity sold through COUNTRY® Capital Management Company (CCMC), unless we do not offer the type of annuity features required or we will not issue a fixed rate annuity based on certain factors, e.g., age or amount. Our affiliates may receive third-party payments from carriers who offer products when we are not the issuing company. Additionally, our financial professionals may receive compensation that differs from what is outlined below on the sale of these third-party products.

The product(s) available from CILAC are proprietary product(s) of CILAC. These product(s) are developed, administered, and, as insurance product(s), are guaranteed by the claims paying ability of CILAC's financial strength and soundness. The availability of these products is limited to the states we are licensed to do business in and the state of your residence.

CILAC does not offer third-party products and, as such, any compensation in relation to CILAC product(s) is not paid by third parties.

Compensation and other conflicts of interest

Generally, CILAC 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, regulations, and laws.

Your financial professional earns compensation from us in connection with selling annuity contracts and providing services. The maximum amount of commissions your financial professional is eligible to earn for sale of this contract is reflected as a percentage of premium paid. Additionally, the sale of the products may result in your financial professional earning a higher commission rate on other products or services they sell.

For in force historical CILAC products, financial professionals receive commissions based on the following chart. Based on compensation, your financial professional can also receive awards and recognition including paid travel. Any additional premium amounts may increase the commission payments for financial professionals on other lines of business as well.

Commission on contracts for CILAC fixed annuities will be paid to the financial professional as a percentage of paid Premium as follows:

Flexible Premium Retirement Annuity (Plan 557)

	1st thru 10th Contract Years	After 10th Contract Year
Flexible Premium Retirement Annuity (Plan 557)	5.00%	2.50%

Plan (Deferred Annuity Plans 558, 559, 560 and 561)

- For Premium representing new money paid during the first year of the Annuity Contract:

	7 Year - SPDA, FLEX, and SPIA		5 Year - SPDA		3 Year - SPDA	
Insured Issue Age	% of First $10,000 in Premium	% of Premium in Excess of $10,000	% of First $10,000 in Premium	% of Premium in Excess of $10,000	% of First $10,000 in Premium	% of Premium in Excess of $10,000
0-69	2.75%	1.75%	2.25%	1.25%	1.75%	0.75%
70-79	1.75%	1.25%	1.25%	0.75%	0.75%	0.25%
80-89	0.75%	0.75%	0.25%	0.25%	0.00%	0.00%
90+	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

- For Premium paid after the first year of the Annuity Contract:

	Contracts produced on or after December 1, 2012		Contracts produced before December 1, 2012	
Insured Issue Age	2nd thru 10th Contract Years	(Plan 560 Only) After 10th Contract Year	2nd thru 10th Contract Years	(Plan 560 Only) After 10th Contract Year
0-69	1.75%	0.25%	3.00%	1.50%
70-79	0.75%	0.00%	2.00%	1.00%
80-89	0.25%	0.00%	1.50%	0.75%
90+	0.00%	0.00%	0.00%	0.00%

- For Plan 561, Commissions will be paid at the rate of 0.25% for contracts produced on or after 12/01/2012 and 1.50% for contracts produced prior to 12/01/2012 for contract years after the tenth year for Insured Issued Ages 0-70 and none for Insured Issued Age 71 and greater.

In addition to the commission mentioned above, while the contract remains in effect your financial professional will receive a commission equal to a percentage of the contract's account value as of the end of each contract year. All commissions paid by us are from our general assets and are not deducted from premiums paid or from the contract's account value.

For products issued prior to 12/01/2012, Commission will be paid to the financial professional at the end of each Annuity Contract year in the amount of 0.20% of the account value of the annuity as long as the financial professional continues to represent Companies under the financial professional's Agreement, or until date of the annuitization of the Annuity Contract if sooner.

For products issued 12/01/2012 or after, Commission will be paid to the financial professional at the end of each Annuity Contract year in the amount of 0.10% of the account value of the annuity as long as the financial professional continues to represent Companies under the financial professional's Agreement, or until date of the annuitization of the Annuity Contract if sooner.

In addition to the fixed annuity products listed above, CILAC has a closed block of variable universal life and variable annuity products. This means that CILAC does not offer new purchases of these products but existing owners of these products may be able to pay additional premium. The compensation your financial professional may receive for recommendations will differ from recommendations for new products available through CILAC or its affiliates.

For variable annuity contracts issued by COUNTRY Investors Life Assurance Company, commissions will be equal to a percentage of each premium payment. In addition, commission equal to a percentage of the contract's accumulated value at the end of each contract year will be payable each year until the date of annuitization. No commissions will be paid after annuitization.

Lastly, if eligibility requirements are met, CC Services, Inc. ("CCSI"), an affiliate of CILAC, will credit a percentage of your financial professional's earnings to his/her deferred compensation account. CCSI may credit supplemental contributions to this account if your financial professional meets certain production requirements.

The compensation structure outlined above may incentivize your financial professional to make a recommendation to contribute to already purchased existing products or recommend purchasing a new product to earn additional compensation. The amount of compensation your financial professional receives may depend on several factors, including the length of the deferral period, your age, and the amount of premium you contribute.

If you have any questions, please ask your financial professional.

Fixed annuities may be issued by COUNTRY Investors Life Assurance Company®, Bloomington, or issued by unaffiliated insurance companies and offered by COUNTRY® Capital Management Company a state licensed insurance agency.