

**WORKING HARDER
TO BE YOUR
CARRIER OF CHOICE**



NASSAU

NASSAU ELITE 2022 PROGRAM

TO RECOGNIZE AND REWARD THE BEST FIXED INDEXED ANNUITY
PRODUCERS OF OUR PREFERRED DISTRIBUTION PARTNERS

[NFG.COM](https://nfg.com)

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TOM BUCKINGHAM
CHIEF GROWTH OFFICER

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2021 was a transformational year for Nassau. Our sales, product portfolio, and service have never been stronger.

Our partnership with you remains essential to our success this year. We look forward to engaging directly with Elite producers throughout the year.

Our entire team is ready to help you grow your business. Let us know how we can help. It's just another way we're working harder to be your carrier of choice.

Regards,

A handwritten signature in black ink, appearing to read 'TMB' with a stylized flourish at the end.

TOM BUCKINGHAM

ABOUT NASSAU FINANCIAL GROUP

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Annuity Product Portfolio

Committed to providing comprehensive, customizable, and consistent retirement solutions

Fixed Indexed Annuities

- Nassau Growth Annuity®
- Nassau Personal Income Annuity®
- Nassau Personal Protection Choice®
- Nassau Personal Retirement Choice®

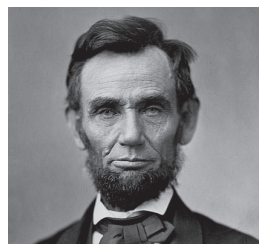
Multi-Year Guaranteed Annuities

- Nassau Simple Annuity
- Nassau MYAnnuity®



Learn More

Nassau is always working harder to be your carrier of choice. We build creative products that can help protect people's savings, deliver guaranteed income, and help pay for health care costs in retirement. We're dedicated to providing you with best-in-class service. We seek to keep things simple and will have your back in the years to come. Nassau Financial Group is headquartered in Hartford, Connecticut with nearly \$20 billion in assets under management and over 400,000 policyholders and contract holders.¹ We have been doing this a long time - 170 years - but we remain humble enough to always try to improve.



Our Rich History

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

Nassau Life & Annuity Company



106%
Solvency
Ratio²



Headquartered in Hartford

"The Insurance Capital of the World"

Excellent



Nassau Financial Group



\$19.2 B
Assets Under
Management¹



170+
Year
Legacy



\$1.2 B
Total Adjusted
Capital¹



401,000
Policies and
Contracts¹

Rated 4.9 out of 5 based on over
3,000 reviews on ★ Trustpilot

1. Assets under management, capital, and policies and contracts estimated as of 3/31/22. 2. For Nassau Life and Annuity Company as of 3/31/22. Solvency ratio equals total statutory assets divided by statutory liabilities. This ratio is subject to change and is not a guarantee of a company's financial strength. For more complete information, including financial information for other Nassau Financial Group subsidiaries, visit nfg.com.

FIRST-TIME QUALIFIER BENEFITS

1 STRONG COMPENSATION

Earn an extra **50 bps** for fixed indexed annuity premium placed of eligible products in 2022. Receive the compensation in a single, lump-sum payment after the close of the year.

2 ELITE SERVICE

Get direct access to **a dedicated team**, including a new business case manager, wholesaler, and post-issue service representative, as well as express new business processing.

2021 ELITES WHO REQUALIFY IN 2022 ENHANCED BENEFITS

Loyalty deserves increased recognition. In addition to **concierge service**, 2021 Nassau Elite members who requalify in 2022 earn additional rewards.

1 STRONGER COMPENSATION

An additional 25bps on FIA premium placed in 2022, for a total of **75bps**.

2 ACCELERATED BONUSES

Accelerated compensation incentive payouts, administered beginning the following quarter after requalification in 2022.

WANT TO LEARN MORE?

Reach out to our sales desk at 1-888-794-4447.

QUALIFICATION REQUIREMENTS

PRODUCTION THRESHOLD

- ✓ Earn **1.75 million** qualification credits
- ✓ \$1 of FIA placed premium = 1 qualification credit
- ✓ Minimum of **5 FIA cases** issued annually

ELIGIBLE PRODUCTS

- ✓ Nassau Growth Annuity®
- ✓ Nassau Personal Income Annuity®
- ✓ Nassau Personal Protection Choice®
- ✓ Nassau Personal Retirement Choice®

Other Important Details

MYAnnuity 5X, 7X and Nassau Simple Annuity do not apply. Eligible products are subject to state approval and may not be available in all states. \$1 of Medicare Supplement annualized, placed premium equals 14 qualification credits. To learn more, call our sales desk at 1-888-794-4447.

Qualification period runs from Jan. 1, 2022 to Dec. 31, 2022. Placed premium excludes free looks and cancellations. Qualification credits only apply to placed premium of eligible products submitted with eligible firms. Participants must have an active contract and be in good standing to receive incentives. Final qualification remains at the sole discretion of Nassau. All compensation payouts remain based on actual fixed indexed annuity placed premium, not qualification credits. Qualification credits or Elite qualification may not be transferred to another appointed individual/agent. All Elite Program payments will be subject to product charge back rules.

For producer use only. Not for use with the general public. Product sales must be appropriate, based on a comprehensive evaluation of the customer's financial situation needs and objectives. Product features, riders and availability may vary by state. Nassau Growth Annuity (19FIA3, ICC19FIA3), Nassau Personal Income Annuity (ICC19EIAN, 19FIA), Nassau Personal Protection Choice (ICC19EIAN, 19FIA), Nassau Personal Retirement Choice (19FIA, ICC19EIAN) and Nassau MYAnnuity 5X/7X (18IFDAP and ICC18IFDAP/ICC18IFDANP) are issued by Nassau Life and Annuity Company (Hartford, CT). In California, Nassau Life and Annuity Company does business as "Nassau Life and Annuity Insurance Company." Nassau Life and Annuity Company is not authorized to conduct business in MA, ME and NY, but that is subject to change. In New York, Nassau MYAnnuity 5X (I7IMGA) is issued by Nassau Life Insurance Company (East Greenbush, NY). Medicare Supplement insurance is issued by Nassau Life Insurance Company of Kansas. Nassau Life and Annuity Company, Nassau Life Insurance Company and Nassau Life Insurance Company of Kansas are subsidiaries of Nassau Financial Group. The insurers are separate entities and each is responsible only for its own financial condition and contractual obligations.