Optimize Potential Growth While Protecting Principal

Robert, age 55, has \$100,000 in retirement assets he needs to invest. However, he is having difficulty deciding where to put his money because recent market downturns have left him leery of equity investing. Still he needs to keep his nest egg growing, and he knows that equities historically have outperformed other asset classes over extended periods. In addition, current interest rates on fixed products have been modest. And, if inflation outpaces investment growth, purchasing power will be lost.

Utilizing both variable and fixed options may provide the best opportunity for growth potential while protecting his initial principal.

This split-funded strategy, using variable and fixed accounts within a variable annuity, is a solution that seeks to address Robert's dual desires for growth and safety. Consider the diversification example below as an approach for balancing confidence and potential. The scenario shows how Robert can seek to protect principal while pursuing variable portfolio growth potential.

\$100,000 \$82,034.83 Remaining Assets in fixed account at 2.00% in variable account \$100,000 Premium Guarantee Possible Market Gain

\$100,000 Investment Over 10 Years

This hypothetical example is for illustrative purposes only and is not intended to predict or project actual investment results. It does not reflect any product or fund offered by Integrity or National Integrity. It assumes a \$100,000 initial investment with no withdrawals or transfers, held for a 10-year period. At an assumed annual compound rate of 2.00% (guaranteed minimum interest rate), an allocation of \$82,034.83 in the fixed account will grow to \$100,000 after 10 years. The balance is invested in a variable account. The illustration is intended to show how the performance of the underlying investment accounts could affect an annuity account value.

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* Ratings as of 6/15/10: A.M. Best A+ rating for superior ability to meet ongoing insurance obligations, (second highest of 16, held since June 2009); Moody's Aa3 rating for excellent financial security (fourth highest of 21, held since February 2009); Fitch AA rating for very strong capacity to meet policyholder and contract obligations on a timely basis (third highest of 21 ratings, held since June 2009); Standard & Poor's AA+ rating for very strong financial security characteristics (second highest of 21, held since August 2005).



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A variable annuity is a long-term financial vehicle designed for retirement purposes. An insurance company accepts premiums and provides future income or a lump sum to the contract owner by contractual agreement. An investor should not invest in a variable product solely to obtain a fixed rate as there are contract limitations, fees and charges that include, but are not limited to, mortality and expense risk charges, administrative fees, sales and surrender charges, and additional fees for optional benefits. A market value adjustment (MVA) applies to transfers and withdrawals from guaranteed rate options (GROs) before the end of a guarantee period, and annuitizations, if applicable. It reflects the impact of any change in interest rates from the time the guarantee period was selected. Withdrawals also may be subject to charges and may reduce annuity contract benefits and values.

Payment of benefits under the annuity contract is the obligation of, and is guaranteed by, the insurance company issuing the annuity. Guarantees are based on the claims-paying ability of the insurer.

Earnings and pre-tax premium payments are subject to income tax at withdrawal. Withdrawals prior to age 59½ are generally subject to a 10% IRS penalty tax. Annuities are tax-deferred insurance products. If you are investing through a tax-advantaged plan, you will receive no additional tax advantage or deferral from an annuity.

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An investor should carefully consider the investment objectives, risks, charges and expenses of the investment found in the product and fund prospectuses. For prospectuses containing complete information, visit WSFinancialPartners.com or call 800.325.8583 (Integrity) or 800.433.1778 (National Integrity). Please read the prospectuses carefully before investing or sending money.

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