



Annuity Rate/Adjustments Update

As you are aware, the equity markets and treasury yields have been very volatile over the past few weeks and we have seen a significant reduction in our bond yields. In fact, these are the lowest 10-year Treasury bond rates ever recorded.

We did not want to react too quickly in case the markets calmed down and returned to normal levels. However, as a responsible partner, we cannot wait any longer and must take action now. [Click here](#) to view and download the update Rate Sheet or log into the agent portal to access.

We will be decreasing our **Secure Savings & Secure Savings Elite** rates by **40 bps** for all products. Rates are effective **Friday, 3/13/20**.

Product	Current Rates	New Rates Effective 3/13/20
Secure Savings 2	2.45%	2.05%
Secure Savings Elite 2	2.85%	2.45%
Secure Savings Elite 2 – FL	2.55%	2.15%
Secure Savings 5	3.40%	3.00%
Secure Savings Elite 5	3.65%	3.25%
Secure Savings Elite 5 – FL	3.50%	3.10%

We will be decreasing the Teton and Teton Bonus rates by similar amounts. The volatility in the bond and equity markets has passed through to the option pricing market. In fact, the VIX is currently over 50%. This has led to changes in option pricing and therefore the adjustments we can provide:

- Even with the volatility change, AP2P caps only decreased 50-75 bps.
- *Volatility is a friend to monthly caps.* Monthly caps stayed flat or decreased slightly.
- Monthly average option pricing was the most impacted by the volatility changes.
- Atlas is less sensitive to volatility changes. Atlas participation rates decreased slightly, and spreads increased slightly. We still have a few Boosts!

Since option pricing is changing daily, we are watching the situation very closely and are getting quotes regularly. As the market changes (and hopefully smooths), we will let you know if we can make any changes to these adjustments.

[On Monday's webinar](#), we'll discuss how Atlas has been able to weather this market, and its year-to-date return has actually **INCREASED** during these unprecedented times.

Rate Lock Guidelines

We revised our rate lock period **from 60 calendar days to 45** calendar days. Please click here to review the updated [Rate Lock Guidelines](#) document.

Applications must be signed on or before Thursday, 3/12/20 and received in the home office within 14 calendar days from the signed application date.

- If ALL funds are received in the home office **within 45 calendar days** from the date the application was signed, the annuity rates will be the better of the rates in effect on: 1. The date the

application was signed or 2. The date the annuity contract is issued.

- If ALL funds are *not* received in the home office within 45 calendar days, the annuity rates will be those rates/adjustments in effect on the date the annuity contract is issued.

Annuity New Business Service Updates as of 3/9/20

The annuity new business team continues to work hard to get caught up. In addition to working overtime, the team has worked the past several Saturdays.

Below are current service metrics. We will keep you updated on the team's weekly progress.

- New Applications Received and Entered in system – Currently working on applications received 3/9/20.
- Scrubbing new applications to identify missed items – Currently working on applications received as of 2/26/20 & 2/27/20. **Please note with our new prioritization process, cash with applications in good order and time sensitive transfers have been pushed to the top of the queue on the day we receive the applications.**
- Entering application/forms corrections into system – Currently working on corrections received as of 3/4/20.
- Sending out initial requests for funds to transfer companies – Currently working on initial transfer requests as of 3/6/20.
- Completing final review of apps for approval – Currently working on applications sent for final review as of 3/4/20.
- Phone Call Stats – We adjusted our phone schedule so our processors can focus on processing applications without interruption. As a result, we are experiencing higher than normal hold times. On 3/16, 3 employees will be transferring from the life and health customer service team to the annuity customer service team. These individuals have been trained on our annuity products and will help to immediately improve our hold times.

TETON™ & TETON™ BONUS

MODIFIED SINGLE PREMIUM FIXED INDEXED ANNUITIES

New Teton/Teton Bonus State – Idaho

Teton/Teton Bonus 7, 10 and 14 is now available in Idaho! Please log into the agent portal to access the product materials, forms and eApp.



AGENT TRIP STANDINGS

Click [HERE](#) for the Nevis trip qualification standings **as of March 6, 2020.**

*The qualification period for the Nevis trip ends **3/31/2020!***

Company Webinars

Don't miss the 3/16 webinar! Carrie Freeburg will provide a quick market update on today's volatility economy and will take you through a behind the scenes look on the Teton + Barclays Atlas 5. Space is limited. Register today and secure your spot!

If you missed any of our previous webinars, view or listen to our recordings [HERE](#) or log on the agent portal and click on the **Webinars** tab under **Support**.

Monday, March 16th:

[Teton + Barclays Atlas 5: A Global Combination](#)

10:30am CST

Join us as we discuss a new index and crediting strategies added to our Teton FIA line. We will discuss:

- Why is Barclays Atlas 5 a great addition to the Teton line?
- Why is accumulation tied to a global index so important?
- The 1st of its kind - the Barclays Atlas 5 Annual P2P Boost strategy!
- Look at historical performance to see how Atlas fits with Teton's other crediting strategies

Monday, March 23rd:

Equitable Annuity Product Overview

10:30am CST

Join us to have a quick overview of all our annuity products:

- Secure Savings
- Secure Savings Elite
 - Teton
- Teton Bonus
- Atlas index

Monday, March 30th:

Cruise Through Equitable's Agent Portal

10:30am CST

Join as we walk you through our efficient and easy-to-use agent portal. We'll provide tips on:

- Running Teton illustrations
- Running Secure Savings calculations
 - Helpful forms
- And much more!

[CLICK HERE](#) for the current Annuity Rate Sheet.

