



The state of Oregon requires certification of broker product knowledge prior to solicitation or sale of an index annuity to an Oregon consumer. Read the *Index Growth Annuity Sales Guide* (form **12274**) and use the following exam to test your understanding of The Standard's Index Growth Annuity. If you have any questions please call our sales team at (800) 378-4578.

- I intend to sell the IGA. (Complete sections 1, 2 and 3 and return to the home office.)
- I do not intend to sell the IGA; I understand that if I choose to do so in the future I must contact The Standard and complete this assessment prior to solicitation or sale (Complete section 2 and return to the home office.)

1 Knowledge Assessment

- 1 T F The Index Growth Annuity is a fixed, deferred annuity product offered by Standard Insurance Company.
- 2 T F The Index Growth Annuity is a security.
- 3 T F Assuming there have been no withdrawals, during the surrender period a policyowner will receive no less than 100% of premium at full surrender.
- 4 T F Assuming there have been no withdrawals, after the surrender period a policyowner will receive no less than 100% of premium at full surrender.
- 5 T F The minimum premium for the Index Growth Annuity is \$15,000.
- 6 T F The maximum premium for the Index Growth Annuity is \$2,000,000.
- 7 T F The Index Growth Annuity is a flexible premium product and will accept multiple and ongoing deposits.
- 8 T F The current fixed interest rate applied to the Fixed Interest account is guaranteed for one year.
- 9 T F The index used as a reference point for the Index Growth Annuity is the NASDAQ-100.
- 10 T F Premium will be allocated to the Index Interest account on the 15th of the month following the receipt of all expected funds.
- 11 T F Once an index interest rate has been determined by the index gain, it is applied to both the Fixed Interest account and the Index Interest account and the resulting amount is locked in to the policy value.
- 12 T F The Standard declares the participation rate (the percentage of gain in the index that will be passed on to the owner) at the beginning of each new index term.
- 13 T F The owner will always participate in 75% of the growth of the S&P 500 index.
- 14 T F The Standard declares the index rate cap (the maximum interest rate that will be credited to the policy) at the beginning of each new index term.
- 15 T F All surrender charges date from the contract effective date.
- 16 T F At the end of the surrender period, there is a window of 60 days, during which time the owner must take action or surrender charges will restart.
- 17 T F Automatic withdrawal of interest is available after the first contract year.
- 18 T F If premium paid on the Index Growth Annuity is allocated to the Index Interest account, interest credited to the account will be based on the S&P 500 gain and subject to an index rate cap.
- 19 T F The policyowner may elect to transfer funds between the Fixed Interest account and Index Interest account once a year at any time.
- 20 T F At the end of every index term funds may be reallocated between the Index Interest account and the Fixed Interest account.
- 21 T F The crediting rate for the Index Interest account is calculated by comparing the value of the _____ index at the beginning and at the end of a _____-month point-to-point index term. The account will be credited with _____% of the growth of this index up to a pre-specified rate cap.

