



# Allianz Endurance<sup>SM</sup> Plus Annuity

Allianz Life Insurance Company of North America



# A fixed index annuity from Allianz can be a valuable asset.

A prudent plan shouldn't rely solely on future Social Security to pay for an individual's retirement years. One way to accumulate additional assets for retirement income is an annuity.

The money in an annuity has the potential to create an additional source of retirement income that can supplement Social Security. Assets placed in an annuity can even provide a variety of income streams. This is one reason why many individuals use annuities to help them achieve their long-term financial goals, including retirement income.

## Here's how a deferred annuity works.

A deferred annuity is a contract between a contract owner and a life insurance company. As contract owner, you pay premium to the insurance company. In exchange for your premium, the insurance company promises to make regular income payments to you over a period of time, beginning at some point in the future. This is called annuitization.

You should not buy an annuity for short-term purposes. You generally have to keep your premium in a deferred annuity such as the Allianz Endurance Plus for a specified period of time before you begin receiving income payments. By doing this, you avoid the assessment of penalties, such as surrender charges.



## Annuities offer important benefits.

**Potential interest** during the annuity's accumulation phase: During this initial phase, an annuity may be an appropriate vehicle to help you accumulate money for your retirement.

**Income for life and other options** during the retirement income phase: When you are ready to start taking income, the annuity offers you a range of payout options. Some options may offer an immediate, single payment. Others may include income payments scheduled over a specific period of time, including your entire lifetime.

**Tax deferral** that can help your money grow: The money in your annuity can grow tax-deferred. This means you don't have to pay taxes until you begin to withdraw money from the annuity. The power of tax deferral, compounded over the life of your annuity's accumulation phase, may have a positive impact on the value your annuity generates for your retirement. Distributions may be subject to a surrender charge. Distributions are subject to ordinary income tax and, if taken prior to age 59 ½, a 10% federal tax penalty.

**Death benefit protection** for your beneficiaries: As we noted earlier, annuities are insurance products. So it's only natural that they can give you reassurance, knowing your beneficiaries are protected if you pass away before you start receiving income.

## Fixed index annuities are different.

A fixed index annuity earns interest based on changes in an external index. This is different from traditional annuities, which credit interest calculated at a fixed rate set in the contract. The selected index varies from day to day and is not predictable. When you buy a fixed index annuity you own an insurance contract – you are not buying shares of any stock, bond, or index fund.

Many fixed index annuities also permit contract owners to allocate premium to a traditional fixed interest option, where interest is credited at a fixed rate of interest not based on any external index.

The value of a fixed index annuity will not drop below a guaranteed minimum specified in the contract. This means that if you surrender your contract or die, you (or your beneficiaries) are guaranteed to receive at least a minimum value.

To summarize, a fixed index annuity offers contract owners:

- The potential for growth through interest earned based on the performance of a nationally recognized index or indexes (Interest earned on a fixed index annuity could be more or less than the interest earned in a traditional fixed annuity.)
- A guaranteed minimum value

# Allianz Endurance Plus Annuity ...

Allianz Endurance Plus Annuity is a flexible premium deferred fixed index annuity. It can offer you guarantees while it helps you reach your financial goals. With Allianz Endurance Plus:

- You can earn interest on your premium payments based on changes in your choice of index options and a fixed interest option.
- You receive a 20% bonus, added to the Enhanced Withdrawal Benefit (EWB) value on all premium received in the first three years.
- You receive enhanced interest credited annually to the EWB value.
- You can choose an EWB income option that can give you the opportunity for income increases.

To receive the Enhanced Withdrawal Benefit bonus or any enhanced interest, you must hold your annuity in deferral for at least 10 contract years and select one of two EWB income options that require payments for at least an additional 10 years. You will not receive the bonus or enhanced interest if the contract is surrendered for a lump sum or if traditional annuitization payments are taken.

Bonus annuities may include higher surrender charges, longer surrender charge periods, lower caps, or other restrictions that are not included in similar annuities that don't offer a bonus feature.



# ... offers you accumulation potential, flexibility, and principal protection.

Allianz Endurance Plus combines the benefit of enhanced retirement income options with the reassurance of a fixed index annuity to create a versatile and flexible retirement solution.

## Accumulation potential

**Allianz Endurance Plus lets you benefit when the market index is heading up.**

When the market increases, the value of your Allianz Endurance Plus can also increase.

### Accumulation value

This is equal to the total premium paid plus 100% of any interest earned. The accumulation value is available as a lump sum anytime after 10 years, or for annuitization after five years.

### Enhanced Withdrawal Benefit (EWB) value

This is the total premium paid plus a 20% EWB bonus. Anytime the accumulation value earns interest, the EWB value earns interest at a factor of 105%. For example, if your interest rate is 8%, your EWB value would earn 8.4% (8% x 105%). If the accumulation value does not earn interest, the EWB value will remain unchanged. Withdrawals (including EWB payments) will reduce the EWB value.

## Flexibility

**Take the money or stay.**

To access your Enhanced Withdrawal Benefit value, you can choose one of two EWB income options. Remember that your EWB value includes a 20% EWB bonus as well as enhanced interest credited at a factor of 105%. You don't have to decide right now, you can decide anytime 10 years down the road or longer. All of your income options, including traditional annuitization, will be discussed later on in this brochure. If you want to access your money in a lump sum, or receive a steady stream of income, the Allianz Endurance Plus gives you the flexibility you need. Anytime after your 10<sup>th</sup> contract year, you can take your annuity's full accumulation value (minus any loans).

### Access your money when you need cash.

After the contract anniversary following your most recent premium payment, you may annually withdraw up to 10% of your total premium paid – without surrender charges or other contract penalties.

Withdrawals reduce contract values and the value of any income and death benefits.

## Principal protection

**Allianz Endurance Plus protects your principal and locks in interest automatically.**

Since this is a fixed index annuity, your principal is never subject to market index decreases. A downturn in the market index(es) cannot reduce your contract values.

**There are no up front fees.**

100% of your premium is credited to the accumulation value and 100% of your premium plus bonus are credited to the EWB value on the day it is received. There is a surrender charge in the first 10 years of this contract. Surrender charges may result in the loss of all or part of any indexed interest or fixed interest you have earned, and a partial loss of principal. (These are discussed in more detail later on in this brochure.)

**Allianz Endurance Plus offers a guaranteed minimum value.**

Your contract offers a guaranteed minimum value that you'd receive only if it were higher than your contract's cash surrender value. The guaranteed minimum value equals 90% of your total premium, minus any withdrawals, and grows at an annual interest rate no less than 1.5%.

Guarantees are backed by the financial strength and claims-paying ability of Allianz Life Insurance Company of North America.

**Allianz Endurance Plus includes a death benefit.**

The Enhanced Withdrawal Benefit value, which includes a 20% bonus and enhanced interest credits, is available to your beneficiary if taken as annuity payments over a period of at least five years. Your beneficiary also has the option to receive the greater of the contract's accumulation value or guaranteed minimum value in either a lump sum or in scheduled annuity payments. The death benefit paid to a properly designated beneficiary (other than the estate) will pass without the costs and delays of probate.



# Allianz Endurance Plus has the potential for reward.

With Allianz Endurance Plus, the potential growth of your annuity is due to interest based on the performance of several of the most recognized market indexes.

## Allianz Endurance Plus Annuity basics

Allianz Endurance Plus is a fixed index annuity that offers a choice of fixed interest and/or indexed interest options. Indexed interest is based on changes in these indexes:

- S&P 500
- Nasdaq-100®
- FTSE 100
- A blended index that is comprised of Dow Jones Industrial Average (35%), Barclays Capital U.S. Aggregate Bond (35%), FTSE 100 (20%), and Russell 2000 (10%).

## Indexed interest crediting options

Potential indexed interest is calculated based on changes in your choice of several indexes and three crediting method(s):

- Monthly sum crediting
- Monthly average crediting
- Annual point-to-point crediting

**Monthly sum crediting:** For this crediting method, we capture the current value of the market index on the last business day before your contract is issued, as well as on the last business day before each contract “monthiversary.” So if your contract is dated the seventh of the month, your monthiversary will be the seventh day of every succeeding month throughout the life of the contract.

Monthly changes are calculated by taking the change from the previous month’s index value to the current month’s index value and then dividing by the previous month’s index value.

Next, we apply your contract's monthly cap, or maximum. This may limit the amount of indexed interest you receive. In any given contract month, a positive monthly change may exceed your annuity's stated monthly cap. In that case, the capped monthly change will be used to calculate your indexed interest rate. We can raise or lower the monthly cap annually but it will never be less than 0.50%.

Although there is a monthly cap on positive monthly changes, there is no established limit on negative monthly changes. Because of this, a large decrease in one month could negate several monthly increases. As a result, even if the market index experienced an overall gain for the year, your contract's indexed interest rate may be lower (or zero) if the market index experienced declines from one monthiversary to the next.

At the end of each contract year, the 12 capped monthly changes are added together to calculate your indexed interest rate for that year. If the result is positive, we will credit indexed interest to your accumulation value at this rate. We will credit 105% of that rate to your EWB value. If this sum is negative, the indexed interest rate for that year will be zero.

**Monthly average crediting:** There is no cap on the amount of indexed interest growth possible with this crediting method. However, there is an annual spread, which is a deduction determined by the company that will reduce the percentage of annual interest you receive. Once again, we begin by capturing the current value of the market index on the last business day before your contract is issued, as well as on the last business day before each contract monthiversary.

At the end of each contract year, we add up the individual monthly index values and determine an average by dividing the total by 12. We then subtract the starting index value from the average and divide by the starting value to determine the percentage of change.

To calculate your indexed interest rate for the year, we deduct the annual spread from the percentage of change.

We then credit the indexed interest rate to your contract's accumulation value. We will also credit 105% of that rate to your EWB value. If the result is negative, the indexed interest rate for that year will be zero. We can raise or lower the spread annually, but it will never be greater than 12%.

**Annual point-to-point crediting:** For this crediting method, we capture the current value of the market index on the last business day before your contract is issued, as well as on the last business day before each contract anniversary. The change is divided by that contract year's starting index value to get the percentage of change. If the percentage of change is negative, the indexed interest rate for that year will be zero.

Next, we apply your contract's annual cap, or maximum. This may limit the amount of indexed interest you receive. In any contract year, the percentage of change may exceed your annuity's stated annual cap. In that case, the capped change is the indexed interest rate. We can raise or lower the cap annually but it will never be less than 1.00%. We will credit 105% of that rate to your EWB value.

**Although external indexes may affect your contract values, the contract does not directly participate in any stock or investments. You are not buying any shares of stocks, bonds, or shares of an index fund. The market index value does not include the dividends paid on the stocks underlying the market index. These dividends are also not reflected in the interest credited to your contract.**

### Fixed interest crediting option

For this option, traditional fixed interest is calculated and credited daily to your accumulation value at an annual effective rate equal to the current credited rate. We will also credit daily interest to your EWB value at an annual effective rate equal to 105% of the current credited rate. Current credited rates are declared at the beginning of each contract year. We can raise or lower the current credited rate annually, but it will never be less than 0.50%.

### Choose from several allocation options for flexibility.

When you purchase your Allianz Endurance Plus, you can base your annuity's potential interest exclusively on one or more of several available index/crediting options.

In addition to these options for potential indexed interest, you can also allocate some, or all, of your premium to a fixed interest option. Ask your financial professional for current allocation option availability.

### Change your mind? No problem!

Shortly after your contract anniversary each year, we'll notify you that you can change your allocations. Changes to your allocations must be submitted in writing. If we receive your changes within 21 days after your contract anniversary, they will be effective during that contract year. Allocation changes received more than 21 days after your contract anniversary won't take effect until your next contract anniversary.

# Retirement income options

There are three different options for taking retirement income. The first two options, scheduled withdrawals and lifetime withdrawals, are taken from your EWB value and you can still benefit from potential interest. The third option is traditional annuity payments.

## Option I: Scheduled withdrawals

Under this option, you may take up to 10% of your EWB value each contract year. After each year of positive interest, your maximum withdrawal will grow with enhanced interest.

If you choose this option and request the maximum annual distribution, after exactly 10 years of income payments, you will receive your annuity's full EWB value. This includes the 20% EWB bonus plus any enhanced interest credited over the entire life of the annuity.

With this option, you can suspend or restart payments, or revise your payment amount, as long as you don't exceed the maximum in any contract year. You can also switch the remaining EWB value into Option II or cancel your contract and receive the remaining accumulation value as a lump sum.

## Option II: Lifetime withdrawals

You can access your annuity's EWB value in payments that last as long as you live. The amount of your payments will be determined based upon the age when you start your lifetime income stream.

Your initial payment will equal a percentage of your EWB value. After each subsequent year with positive interest, your lifetime income payment will grow with enhanced interest.

You must be at least 60 but no older than 90 years of age to elect this option.

Age	Single life payment	Joint life payment
60-69	5.00%	4.50%
70-79	5.50%	5.00%
80-90	6.00%	5.50%

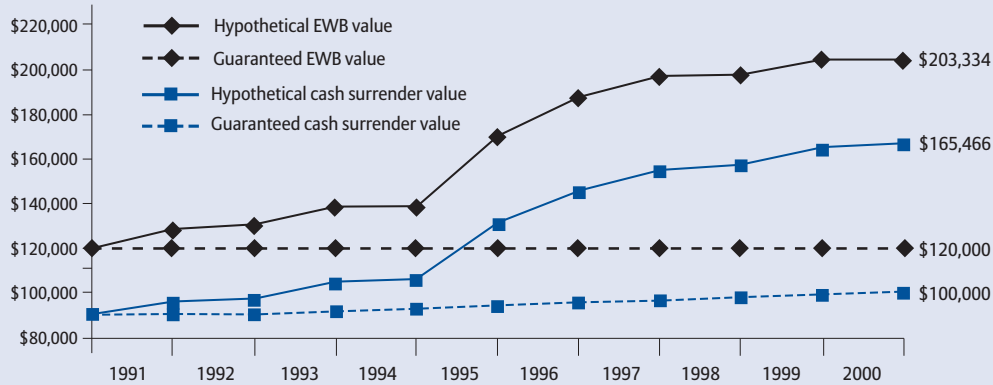
Payment percentages are based on the age of the younger owner.

Although you cannot suspend payments, revise your payment amount, or switch the remaining EWB value to Option I, you are free at any time to cancel your contract and receive your remaining accumulation value as a lump sum.

EWB withdrawals will be subject to ordinary income tax and, if taken prior to age 59½, 10% tax penalty.

This graph shows how the hypothetical indexed interest can affect your contract values. In years with positive indexed interest, the EWB value is credited at 105% of the indexed interest rate. In years with negative index changes, the EWB value remains unchanged. The two dotted lines of guaranteed values in the chart indicate the worst-case values if the contract had earned no indexed interest at all.

### Hypothetical example based on actual S&P 500 performance



The following tables show the two EWB income options available with Endurance Plus and how they operate.

### Income Option I

With Option I, the initial maximum withdrawal is equal to 10% of the EWB value (\$203,334).

Year	Beginning of year	Hypothetical		Guaranteed	
		Maximum scheduled withdrawal	Cash surrender value <sup>1</sup>	Maximum scheduled withdrawal	Cash surrender value <sup>1</sup>
11	2001	\$20,333	\$165,466	\$12,000	\$100,000
12	2002	\$20,333	\$145,133	\$12,000	\$88,000
13	2003	\$20,333	\$124,800	\$12,000	\$76,000
14	2004	\$22,395	\$114,552	\$12,000	\$64,000
15	2005	\$23,894	\$98,035	\$12,000	\$52,000
16	2006	\$23,901	\$74,162	\$12,000	\$40,000
17	2007	\$26,846	\$56,157	\$12,000	\$28,000
18	2008	\$26,846	\$29,311	\$12,000	\$16,000
19	2009	\$26,846	\$2,466	\$12,000	\$4,000
20	2010	\$26,846	\$-	\$12,000	\$-
		<b>\$238,573</b>		<b>\$120,000</b>	

### Income Option II

With Option II, the initial single lifetime withdrawal at age 70 is equal to 5.5% of the ending EWB value (\$203,334).

Year	Beginning of year	Hypothetical		Guaranteed	
		Lifetime withdrawal payment	Cash surrender value <sup>1</sup>	Lifetime withdrawal payment	Cash surrender value <sup>1</sup>
11	2001	\$11,183	\$165,466	\$6,600	\$100,000
12	2002	\$11,183	\$154,283	\$6,600	\$93,400
13	2003	\$11,183	\$143,100	\$6,600	\$86,800
14	2004	\$12,317	\$144,652	\$6,600	\$80,200
15	2005	\$13,142	\$140,776	\$6,600	\$73,600
16	2006	\$13,146	\$127,670	\$6,600	\$67,000
17	2007	\$14,765	\$127,959	\$6,600	\$60,400
18	2008	\$14,765	\$113,194	\$6,600	\$53,800
19	2009	\$14,765	\$98,429	\$6,600	\$47,200
20	2010	\$14,765	\$83,664	\$6,600	\$40,600
		<b>Continues for life</b>		<b>Continues for life</b>	

In years with positive indexed interest (e.g., 2004), the hypothetical withdrawal amount for the next year and all future years increases. In years with negative index changes (e.g., 2008), the withdrawal amount for the following year remains unchanged. The withdrawal amount can increase but will never go down.

The above hypothetical illustrations are based on the actual S&P 500 performance from January 1, 1991 to December 31, 2009, and are provided to show how the EWB income options operate. The values assume \$100,000 initial premium, \$20,000 EWB bonus, and 100% allocation to S&P 500 monthly sum crediting with a 2.40% monthly cap. Values shown assume no withdrawals, loans, or additional premium payments.

These hypothetical examples do not guarantee future results.

<sup>1</sup>Accumulation value shown is at the beginning of the year before any withdrawals are taken.



### Option III: Traditional annuitization

If you utilize a traditional annuitization option, your annuity payments are based on your accumulation value (which does not include the EWB bonus or enhanced interest reflected in your EWB value). These annuity options can have certain tax advantages. As long as you keep your contract for at least five years, you can choose to receive annuity payments in any of the following ways:

- Interest only – You have the option to receive interest-only annuity payments for five years. Interest will be paid as earned based on the amount of your accumulation value. After five years of interest-only payments, you can take your full accumulation value as a lump-sum payment.
- Installments for a guaranteed period – You can choose to receive annuity payments in equal installments for a period from 10 to 30 years. Each installment would consist of part principal and part interest.
- Installments for life – You have the option to receive annuity payments in equal installments for the rest of your life. Payments end upon your death.

- Installments for life with a guaranteed period – You can choose to receive annuity payments in equal installments for the rest of your life. Upon your death, annuity payments will be paid to your beneficiary for the balance of the guaranteed period, the same way as you previously selected.
- Installments for a selected amount – You may receive annuity payments in equal installments of an amount that you choose, as long as the payments last for at least 10 years. Payments continue until your accumulation value is gone.
- Joint and survivor – You can have equal installments paid until your death, then continue to be paid to your survivor. In this case, you can select 100%,  $\frac{2}{3}$ , or  $\frac{1}{2}$  of your payment amount to be paid to your survivor until his/her death.

The payout rate used to determine your annuity payments depends on the age of your contract, the age of the annuitant, and the payout option selected. The interest rate in payout is guaranteed to be at least 1%.

Purchasing an annuity within a retirement plan that provides tax deferral under sections of the Internal Revenue Code results in no additional tax benefit. An annuity should be used to fund a qualified plan based upon the annuity's features other than tax deferral. All annuity features, risks, limitations, and costs should be considered prior to purchasing an annuity within a tax-qualified retirement plan.

# Access your money if a need arises.

## Free withdrawals

In each contract year you can take up to 10% of your contract's paid premium in one or more free withdrawals. There will be no surrender charge applied, as long as the money is withdrawn after the contract anniversary following your most recent premium payment.

If, within the same contract year of a free withdrawal, the contract is surrendered or additional premium is added, we will retroactively apply a surrender charge to any withdrawals taken that contract year. This could result in a loss of bonus, indexed interest and fixed interest, and a partial loss of principal. Withdrawals will decrease the values of the contract and its death benefit.

A free withdrawal is eligible to receive indexed interest at the end of the contract year. The amount of indexed interest is based on the applicable indexed interest rate and the length of time during that contract year that the free withdrawal amount remained in the contract.

## Contract loans

A contract loan may be taken for up to 50% of the cash surrender value (maximum of \$50,000). The loan interest rate is 7.4% annually in advance. Loans are not available with IRA, SEP, or some other qualified plans. Unpaid loans will be treated as partial surrenders, subject to surrender charges, and will decrease the value of the contract and its death benefit.

## Required minimum distributions

Required minimum distributions from a tax-qualified plan (IRA, SEP, etc.) will qualify as free withdrawals if taken annually in December or monthly

throughout the year. Contract values and the amount available for free withdrawals will be reduced by the amount of the distribution(s).

## Surrender your contract for a lump-sum payout.

You can receive your annuity's full accumulation value at any time after 10 contract years. If you choose to surrender before that, your accumulation value will be reduced by a surrender charge. If you take out more than 10% of your contract's paid premium in a contract year, the amount in excess of the 10% free withdrawal will be reduced by a surrender charge as shown in the chart. Keep in mind your accumulation value does not include the EWB bonus or enhanced interest factor.

A surrender charge will also apply if you annuitize prior to the sixth contract year or if annuity payments are taken over a period of fewer than 10 years. The application of surrender charges could result in a loss of interest and a partial loss of principal. You could receive less than the amount of premium you put into the contract. However, the cash surrender value will never be less than the guaranteed minimum value as described in your contract.

## Note: the money you take out may be taxable.

Your contract values grow tax-deferred. However, any distributions from your contract, including free withdrawals, partial withdrawals, loans, and required minimum distributions, may be taxable as ordinary income. Because annuities are meant to be used for long-term purposes, if you are under age 59½ when a distribution is taken, it may be subject to an additional 10% federal tax penalty.

### Surrender charge percentages

Start of contract year	Surrender charge %
1	9.10%
2	8.19%
3	7.28%
4	6.37%
5	5.46%
6	4.55%
7	3.64%
8	2.73%
9	1.82%
10	0.91%
11+	0.00%

This chart details the surrender charges for full withdrawals of your accumulation value at the beginning of each of the first 10 contract years. The surrender charge percentage will decrease by 0.07583% each month (0.91% annually) until contract year 11, at which time the surrender charge percentage will be zero. For partial withdrawals that are subject to a penalty, a proportionate surrender charge will also be applied.

**Withdrawals decrease the values of the contract and its death benefit.**

# Available riders

## Our Flexible Annuity Option Rider lets you access your accumulation value sooner.

The Flexible Annuity Option Rider allows you as the owner to begin annuity payments (which do not include the EWB bonus and enhanced interest) sooner. You may exercise this option anytime after the first contract year but before the sixth contract year by electing to receive annuity payments over a period of 10 to 30 years. Depending on your age, you may be able to receive this value over fewer than 10 years. There is no additional charge for this rider.

## Access your money sooner to help pay for nursing home care.

If you, as the contract owner, should enter a nursing home, long term care facility, or hospital for at least 30 days out of a 35-consecutive-day period after the first contract year, you may take an accelerated distribution of your contract's accumulation value over a period as short as five years. There is no additional charge for this benefit.

## Access your money to help pay qualified medical costs.

The Flexible Withdrawal Rider is an optional rider that gives you additional access to your money. This rider allows you a one-time lump-sum payment, without surrender charges, in any amount up to the contract's accumulation value, should you become confined, after the first contract year, to an eligible nursing facility, assisted living facility, or hospital for 30 of 35 consecutive days. This rider must be chosen at the time of application. There is an additional charge for this rider.

## Help your beneficiaries pay their taxes.

The optional Death Benefit Rider enables your beneficiary to receive, tax-free, an additional death benefit up to 28% of the taxable interest in your annuity. By providing funds to pay some or all of the income taxes due, it allows you to pass on more of your annuity's value to your beneficiaries and reduces a possible tax obstacle for them.

Although the rate at which your beneficiaries will pay income tax at some future date is unknown, the Death Benefit Rider can offset a substantial portion – or all – of the federal income taxes due on the value of your annuity at the time of your death (state or local taxes may apply). Please note: A Death Benefit Rider charge will apply; this rider is available only on nonqualified contracts where the owner and annuitant are the same. This rider must be selected at time of application.

### Allianz Endurance Plus gives you:

- Potential for indexed interest based on your choice of several allocation options
- Guarantees to your principal and credited interest
- A 20% bonus and enhanced interest to the EWB value
- Several different options for taking retirement income

# The appeal of the Allianz Endurance Plus Annuity

Allianz Endurance<sup>SM</sup> Plus Annuity offers you accumulation potential and flexibility to help you build a retirement strategy that suits your changing needs. With the versatile Allianz Endurance Plus:

- Each year during accumulation and distribution under an Enhanced Withdrawal Benefit (EWB) option, you may receive indexed interest based on annual changes in one or more market indexes, subject to a cap or spread.
- Once credited, any interest is locked in, and can never be lost due to market index changes.
- You can earn a 20% EWB bonus on premium received in the first three years. The EWB value may also earn enhanced interest. In order to receive the EWB value, you must hold your contract for at least 10 years and then select one of the two EWB income options and receive payments for at least 10 additional years.

Is the Allianz Endurance Plus Annuity the right choice for your retirement plans? It can be a powerful financial tool, offering potential indexed interest plus retirement income options.

Financial professional name \_\_\_\_\_

License number \_\_\_\_\_

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