

Physicians Life Insurance Company®



VISTA Custom Direct™

Single Premium Tax-Deferred Fixed Annuity

Physicians Life Insurance Company®
a member of the Physicians Mutual® family





Feel secure with Physicians Life

At Physicians Life, a member of the Physicians Mutual® family, we understand your needs and concerns and we work to help you reach your retirement goals.

You can feel secure when you choose an annuity from Physicians Life. We have strengths that separate us from other financial providers. Namely, we offer a wide variety of products, our financial backing is extremely solid and our reliable service and commitment to policyowners is among the best.

Physicians Life Insurance Company was formed in 1970 to offer important life insurance coverage to American families. Since then we've worked to create products and provide service that are second-to-none.

Your annuity is guaranteed and backed by the reserves and surplus of Physicians Life. More details are provided in our Financial Profile.

At Physicians Life, we conduct business with absolute honesty and integrity. We are true to our promise ...

We're here when you need us.®

VISTA Custom Direct™

Single Premium Tax-Deferred Fixed Annuity

Plan for retirement on your own terms.

Working with products backed by the strength and stability of Physicians Life Insurance Company can help you preserve and build your retirement savings. We've built our reputation on making sure your money is secure.

You've worked hard to accumulate your retirement savings. Looking beyond traditional savings methods to maintain, diversify and securely grow what you've built, just makes good sense.

The VISTA Custom Direct can help you meet your financial goals through long-term savings accumulation. This annuity product is designed to help you build your savings in a secure way.

Financial professionals have identified common concerns many people have as they build their retirement savings:

- Proper diversification of funds
- Having liquidity for unexpected emergencies or to provide additional retirement income
- Outliving retirement savings

The VISTA Custom Direct can allow you to:

- Earn a competitive yield on money set aside for retirement
- Have a guarantee of security
- Defer taxes on annual interest earnings
- Provide income for potential home health care expenses

The VISTA Custom Direct answers your needs and concerns. It gives you the opportunity to strengthen and build your retirement savings — *on your own terms.*

VISTA Custom Direct™

The VISTA Custom Direct Annuity is a single premium tax-deferred annuity designed to bring you the peace of mind you deserve. You can rest assured knowing that you will be prepared for emergencies, such as needing home health care or just meeting your day-to-day needs. Created to provide great yields, the VISTA Custom Direct offers several different initial interest rate Guarantee Periods, allowing you to choose the timeframe and rate that best suits your personal needs and preferences.

VISTA Custom Direct Features

The VISTA Custom Direct Annuity features include:

- **Issue Ages:** 0-85 (*Qualified and non-qualified*); 76-85 No health riders will be issued.
- **Initial Premium Amount:** \$2,000 to \$500,000 (Higher amounts require prior Home Office approval.)
- Accepts qualified and non-qualified premiums.
- Annual 10% penalty-free withdrawal¹ after the first year.
- Systematic withdrawals¹ of interest are available at issue.
- Required minimum distributions are available after the first year.

Choosing the Guarantee Period That Is Right For You

Often, people elect to purchase more than one VISTA Custom Direct Annuity Guarantee Period. This allows you to “ladder” Guarantee Periods so that you can have the ability to renew at current interest rates or have money available for full liquidity. By purchasing different VISTA Custom Direct Annuity Guarantee Periods, you can provide more flexibility to your secure-money savings portfolio. Your options may include:

Guarantee Period Options

- Denotes the end of rate Guarantee Periods

Years	1	2	3	4	5	6	7	8	9	10
3 Year			•							•
4 Year				•						•
5 Year					•					•
6 Year						•				•
7 Year							•			•
8 Year								•		•
9 Year									•	•
10 Year										•

Accessing Your Annuity Values . . .

Eventually, the time will come when you need or want to access your savings. With the VISTA Custom Direct™ Annuity, you can choose to access your account value with the liquidity option that best suits your financial and personal needs. To ensure the most flexibility, Physicians Life offers a variety of liquidity options for the VISTA Custom Direct Annuity.

Free Annual Withdrawals*

After the first contract year and each subsequent year, your VISTA Custom Direct Annuity allows you to withdraw up to 10% of the account value in your contract annually without surrender charge or Market Value Adjustments.

In addition, after the first contract year, no surrender penalty will be charged if the Required Minimum Distribution (RMD) is in excess of the Annual 10% Penalty-Free Withdrawal.

Penalty Free Surrenders

With the VISTA Custom Direct Annuity, a 30-day window exists at the conclusion of your initial interest rate Guarantee Period. During the 30-day window, all surrender charges and Market Value Adjustments are temporarily suspended, which allows you partial or full access to your account value for withdrawal.

After 10 years, the VISTA Custom Direct Annuity converts to an annually declared interest rate annuity. The annually declared interest rate is guaranteed to be no less than the minimum guaranteed interest rate for the life of the annuity

contract. No further surrender charges or Market Value Adjustments will apply to the policyowner's account value. The account value will continue to grow on a tax-deferred basis and remain totally liquid to help meet your savings and distribution needs.

Guaranteed Income for a Lifetime

You have several options with the VISTA Custom Direct. One is the ability to guarantee yourself an income stream for as long as you live. There are several options on *how* the income should be distributed, including the ability to provide an ongoing income to a named beneficiary in the event of your death. When it is time to turn your accumulated retirement savings into a guaranteed income stream, the VISTA Custom Direct Annuity allows you to tailor the amount and length of payments to meet your specific needs.

Prior to making any withdrawal, we encourage you to seek the advice of your accountant or lawyer for complete assessment of the tax and legal consequences.



* Withdrawals prior to age 59 1/2 may be subject to a 10% IRS penalty.

Additional Benefits

Because people are living longer, they are more likely to get sick as they get older. You need to plan in advance for the impact this longer life may have on your finances.

We provide various rider options so that if the need arises and you qualify for these benefits, you will have increased access to your account value, easing the financial strain your illness could cause. And — these riders are available at *no additional cost!*

Nursing Home Rider¹

With this rider, up to 20% of your account value will be available, per year, without any surrender penalty or Market Value Adjustments. You must be confined to a licensed nursing care facility for more than 60 consecutive days. Withdrawals must be made during confinement or within 90 days of release from the licensed care facility and while the owner is alive.

Home Health Care Rider¹

With this rider, you are permitted to exceed the 10% Free Annual Withdrawal limit and access up to 1% of the account value on a monthly basis to help cover home health care expenses. You must be unable to perform two or more of the Activities of Daily Living (ADLs) and be receiving home health care assistance. The ADLs, as described by the VISTA Custom Direct Annuity rider, include: eating, dressing, bathing, transferring and toileting.

Terminal Illness Rider¹

With this rider, your entire account value is available to you without any surrender penalty or Market Value Adjustments. You must be diagnosed with a terminal illness in which life expectancy is determined to be less than 12 months.

¹ Withdrawals prior to age 59 1/2 may be subject to a 10% IRS penalty.

Early Surrender

Because the VISTA Custom Direct™ Annuity is designed to be a long-term savings vehicle, penalties may apply in the event of an early surrender.

Surrender Charge Schedule¹

Year	1	2	3	4	5	6	7	8	9	10	11+
Penalty	9%	9%	8%	7%	6%	5%	4%	3%	2%	1%	0%

A Market Value Adjustment (MVA) may apply in the event of an early surrender. The MVA feature allows Physicians Life to credit a higher guaranteed interest rate than the same annuity without the MVA feature.

To credit the higher interest rate, Physicians Life may apply an adjustment to the policy account value in excess of the free withdrawal² amounts permitted.

A Market Value Adjustment formula determines the amount of the adjustment based on the change in interest rates since the beginning of the Guarantee Period and length of time remaining in the current rate Guarantee Period. The MVA is not applied to: free withdrawal² amounts, Death Benefit proceeds, situations when any of the health riders are in use, any time during the 30 day exit window, or any surrenders after the tenth year.

In the event of an early surrender, the MVA formula may result in a positive or negative adjustment, based on changes in interest rates. Please refer to your contract for a full explanation and examples.

Death Benefit

In the event of the death of any owner of the VISTA Custom Direct Annuity, a Death Benefit value will be provided to the named beneficiary. The Death Benefit amount will be the account value at the time death proceeds are requested, and will not be subject to surrender charges or a Market Value Adjustment.

In many situations, the account value at the time of death passes directly to your named person beneficiary — bypassing the cost, delay and publicity of the probate process.

¹ May vary by state.

² Withdrawals prior to age 59 1/2 may be subject to a 10% IRS penalty.

Physicians Life
Insurance Company®

a member of the Physicians Mutual® family



Physicians
Mutual®

We're here when you need us.®

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Not a Deposit · Not Guaranteed by the Bank
Not FDIC Insured · May Go Down in Value
Not Insured by Any Federal Government Agency

Not all products available in all states.
AP110 (GA: AP110RR; ID: AP110D; OK: AP110X; OR: AP110EE) AP116 (GA: AP116RR; ID: AP116D; OK: AP116X) (NJ: CAP118)