Introduction to Blueprint Income

Angie Demetriou
Senior Product Manager

Why Blueprint Income

- Digital first with human support model
- Building success stories
- Provides carrier and product vetting resources
- Fair expense and compensation model
- Low start-up costs to integrate
- Start-up mentality: Tech focused, excited to partner, realistic about opportunity

In 2019, Empower initiated a review of income/payout annuity options to address the increasing interest in payout annuity solutions across the industry.

Our goals:
- **Great customer experience**
- **Low cost**
- **Speed to market**

Immediate focus:
- External marketplace

Blueprint Income Annuity Rollover Marketplace

The Blueprint Income Annuity Rollover Marketplace allows retirement plan participants to secure guarantees for their retirement. The annuities on the co-branded Blueprint Income platform offer guaranteed income.

Guaranteed income		
Immediate annuities	Longevity annuities	Qualified longevity annuities

Monthly income for as long as you live starting within one year

Monthly income for as long as you live starting more than one year in the future

Qualified longevity annuity contracts (QLAC's) are purchased with only qualified savings (traditional IRA or 401(k) rollover) with income starting after age 73 but before 85

Blueprint Income Services

ANNUITY MARKETPLACE
Ability to get real-time quotes for income annuities from multiple insurance companies on the website.

DIGITAL APPLICATION
Clients apply for annuities using an online digital application and can digitally sign the insurer's application.

ANNUITY EDUCATION
Guides and tools to help clients understand the different types of annuities and make an informed decision.

APPLICATION FULFILLMENT BY LICENSED AGENTS
Agents are trained on plan rollover requirements and ensure application is successfully processed by insurance company.

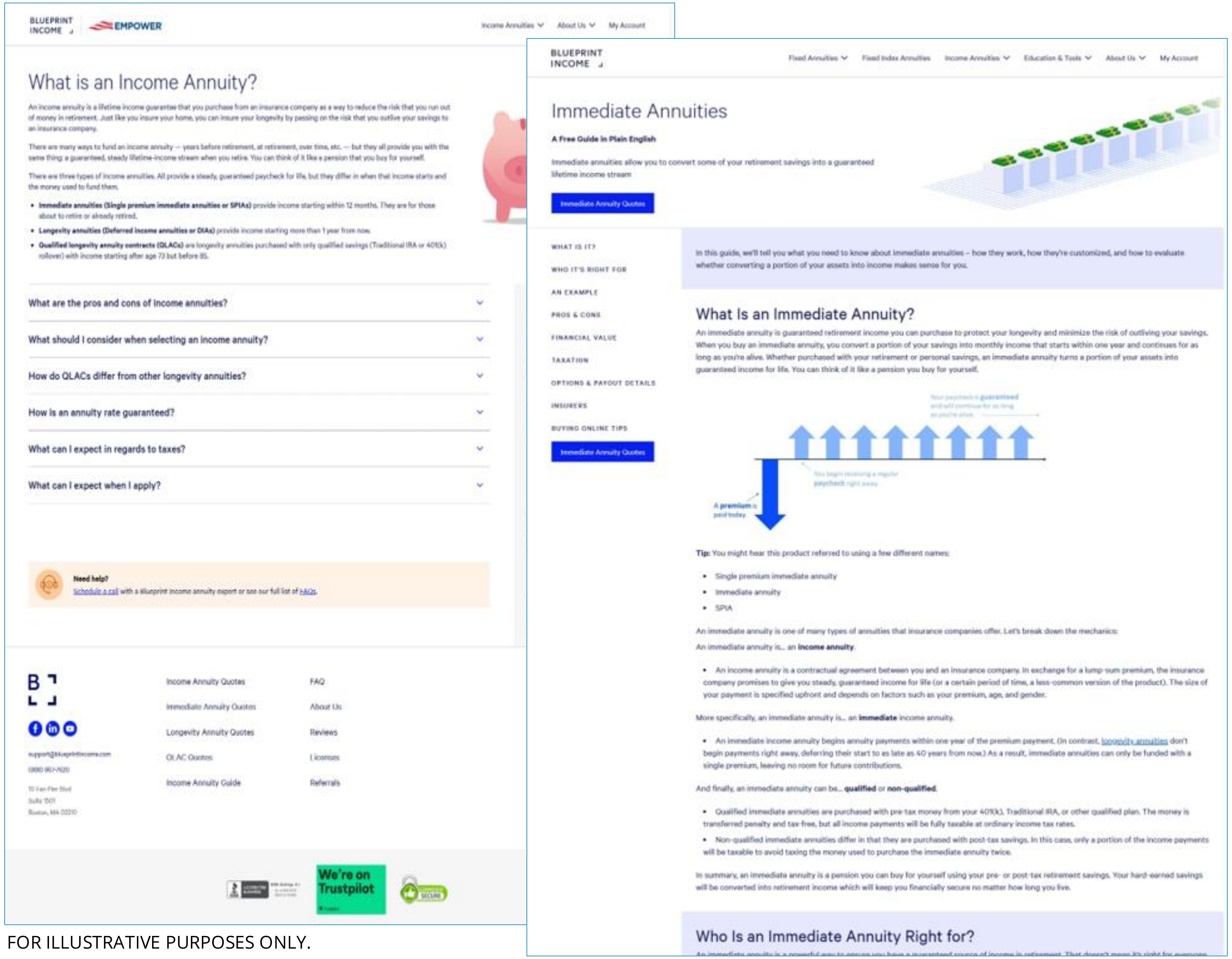
EMAIL, CHAT & PHONE SUPPORT
Licensed agents are available to assist with product education and selection, quoting, application fulfillment, and policy management.

POLICY MANAGEMENT
Agents available to make updates to policies and alert clients in advance of important dates and decisions.

Guides and tools to help clients understand the different types of annuities and make an informed decision.

- Single Premium Immediate Annuities (SPIAs)
- Longevity Annuities or Deferred Income Annuities (DIAs)
- Qualified Longevity Annuity Contracts (QLACs)

Educational Guides



FOR ILLUSTRATIVE PURPOSES ONLY.

FOR PLAN SPONSOR OR FINANCIAL PROFESSIONAL USE ONLY.

Available Insurance Companies

Insurance Companies offering Income Annuities and rated A or better by AM Best

MassMutual

Pacific Life

Protective

Mutual of Omaha

Symetra
RETIREMENT | BENEFITS | LIFE

New York Life

Securian Financial

TruStage

American National Insurance

Lincoln Financial Group

Western & Southern Financial Group

North American
A Sammons Financial Company

PennMutual

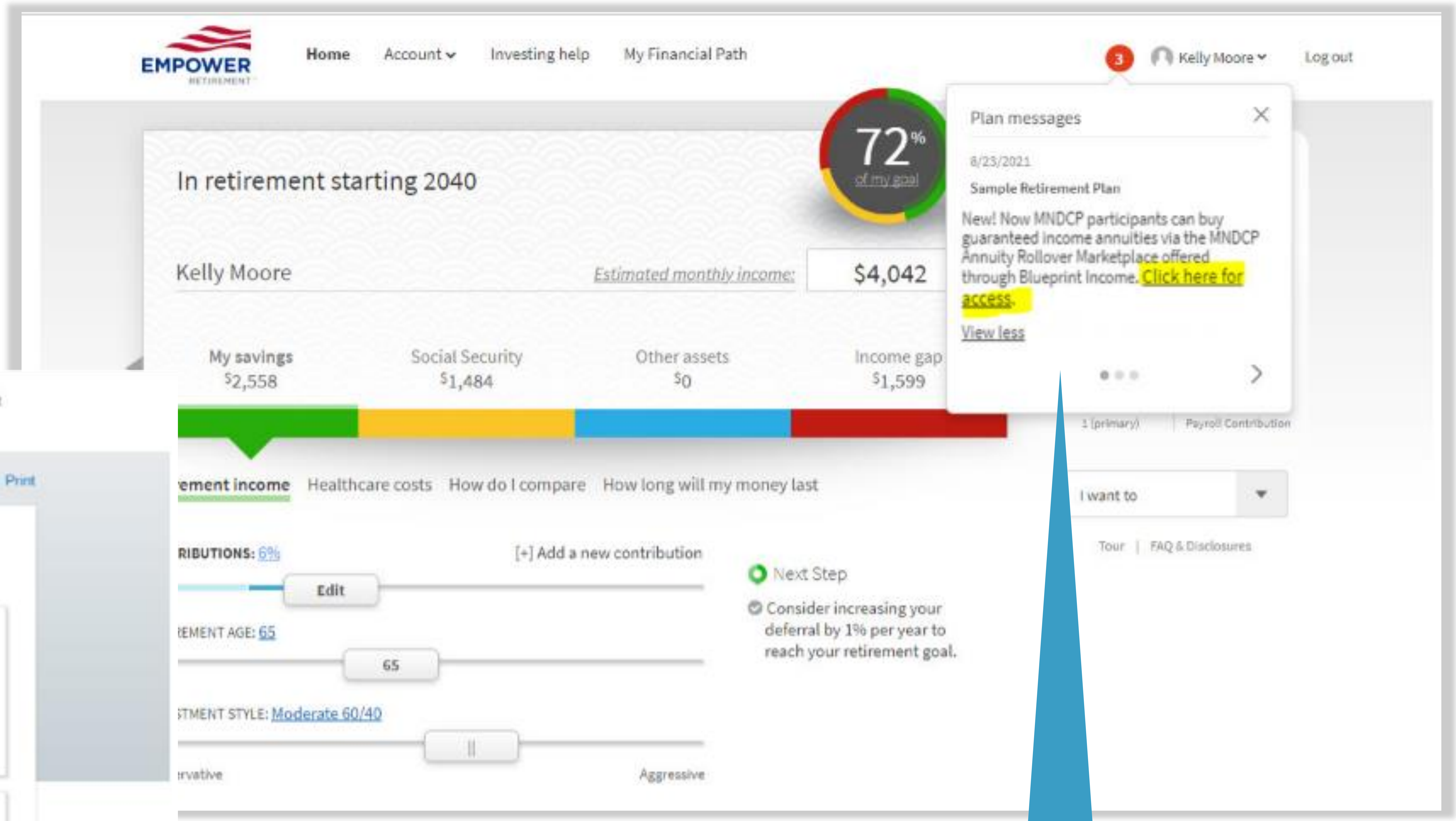
Empower Retirement, LLC and its affiliates are not affiliated with the companies listed here.

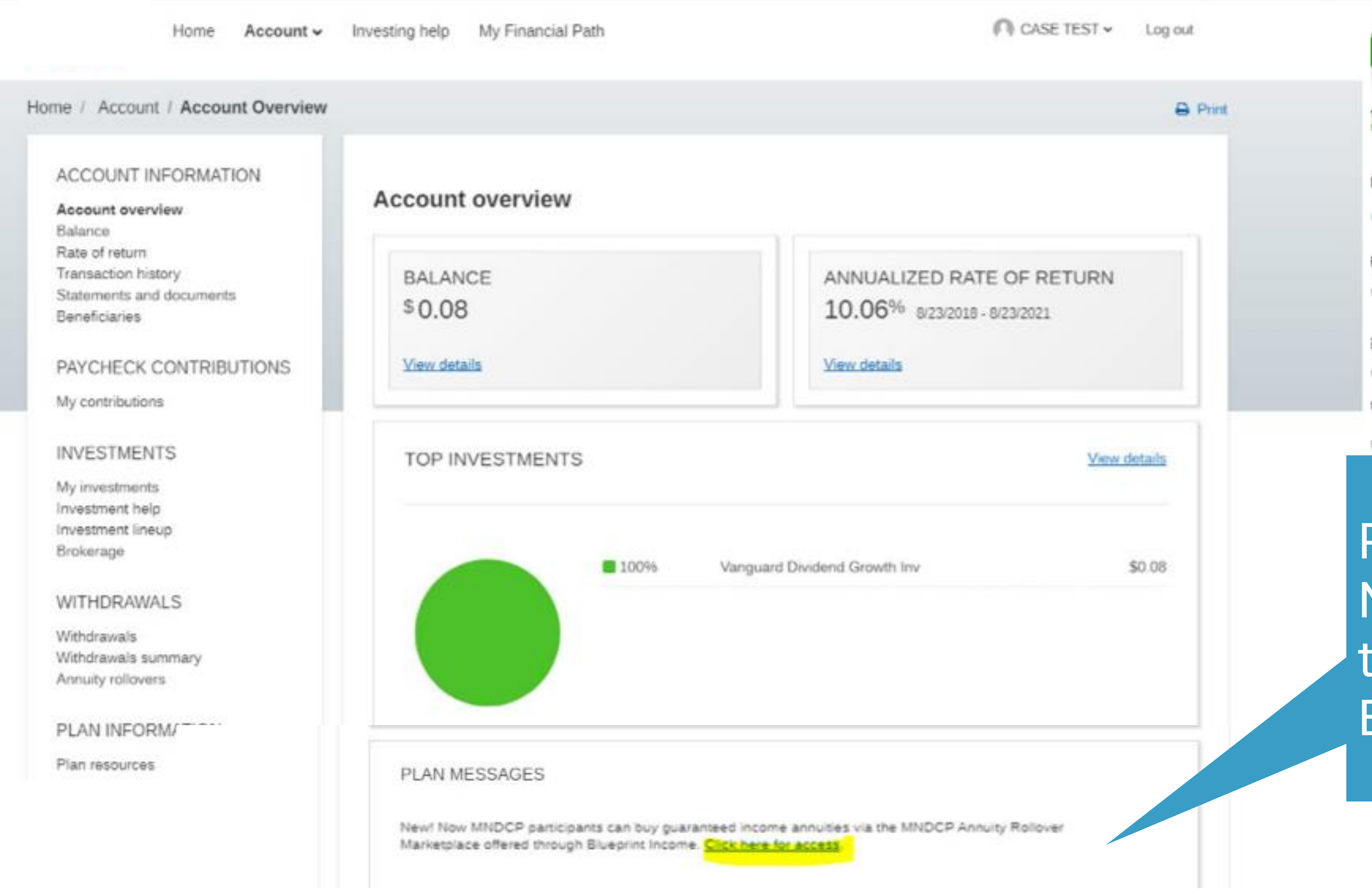
Ratings are derived from Blueprint Income, LLC, as of August 3, 2023, and are subject to change and represent the opinions of the rating agencies regarding the financial strength of the insurance companies shown and their ability to meet ongoing obligations to their respective policyholders. For further information about the rating agency methodology, please visit https://www.blueprintincome.com/insurance-companies-annuities.

Participant Experience

Plan Messages

On the Empower Participant website, we can create a *Plan message* to appear on the **Home** and **Account Overview** pages regarding the ability to access the Blueprint Income website





PLAN MESSAGES

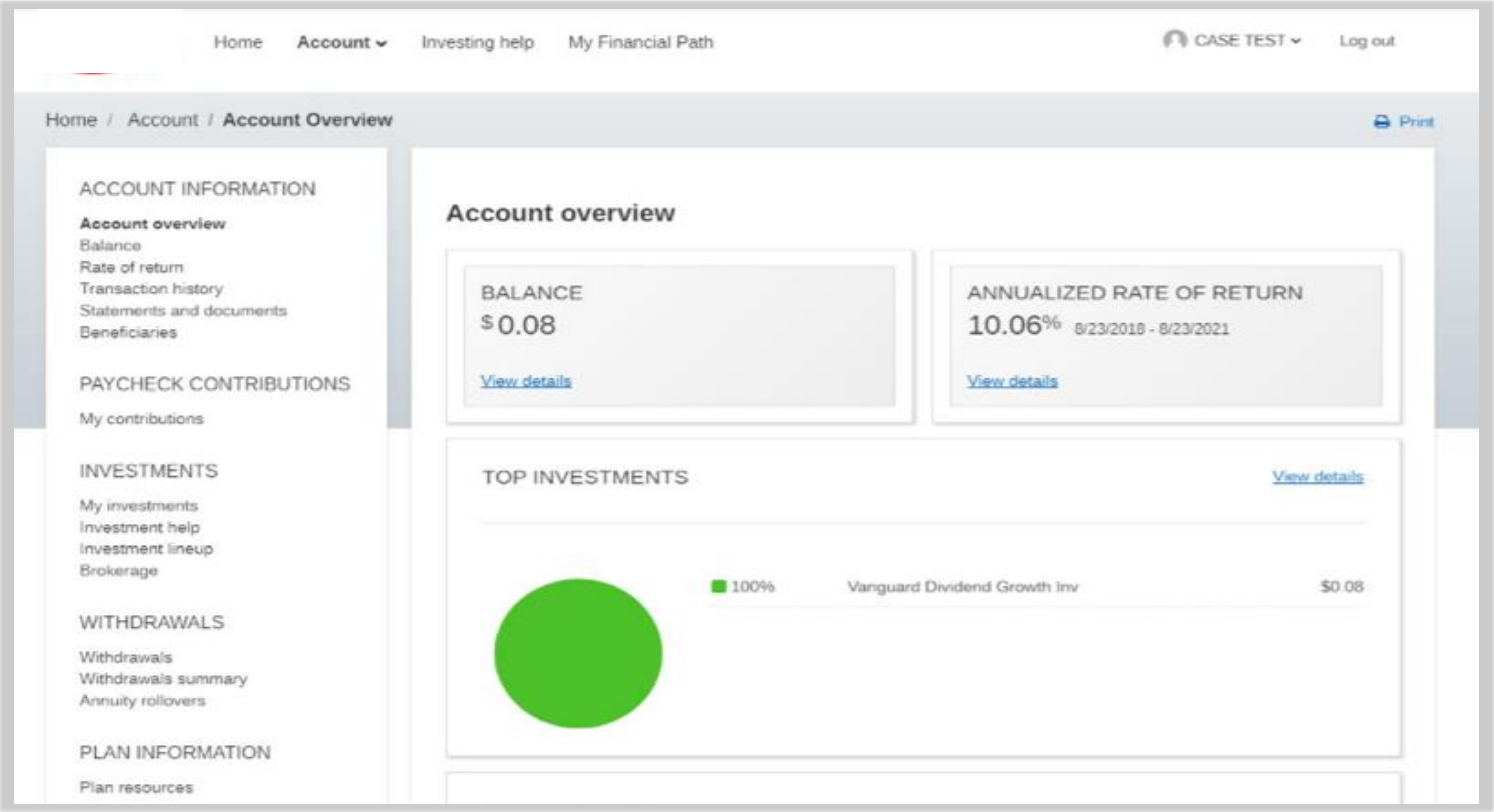
New! Now you can buy guaranteed income annuities via the Annuity Rollover Marketplace offered though Blueprint Income. Click here for access.

FOR ILLUSTRATIVE PURPOSES ONLY.

FOR PLAN SPONSOR OR FINANCIAL PROFESSIONAL USE ONLY.

How to access Blueprint Income

On the **Account Overview** page, participants can access the link to the Blueprint Income website by clicking on either **Withdrawals** or **Annuity rollovers**, in the left navigation.

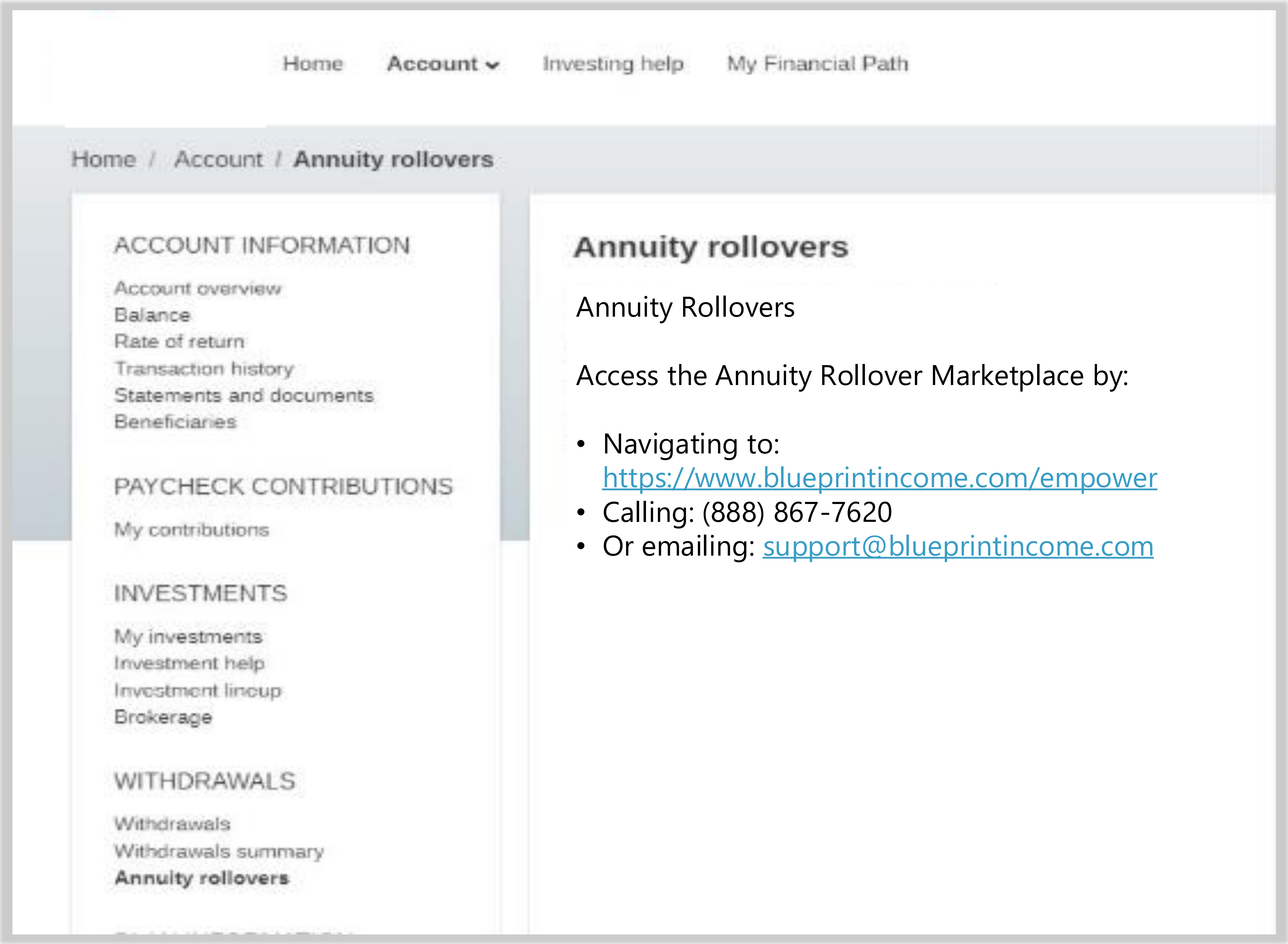


FOR ILLUSTRATIVE PURPOSES ONLY.

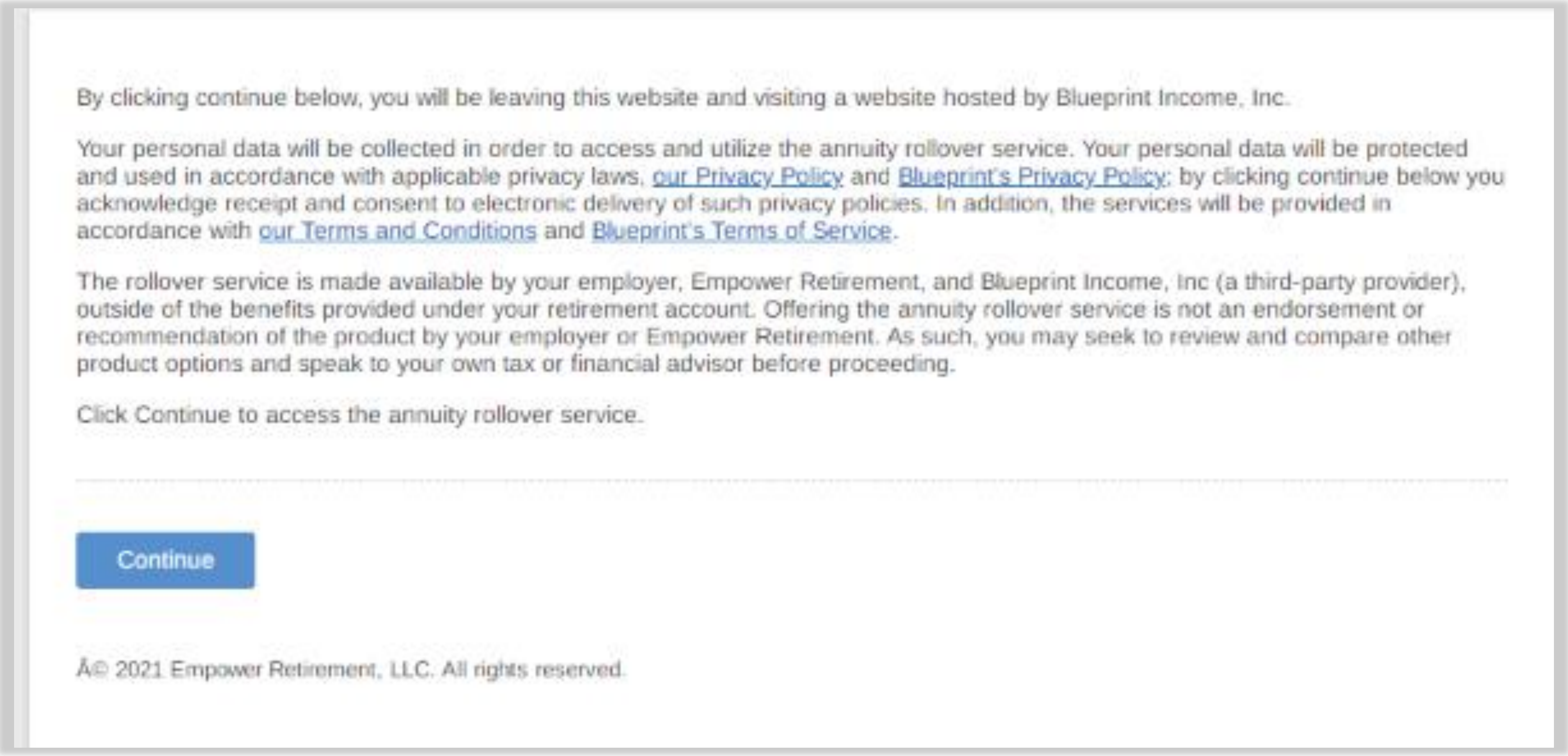
FOR PLAN SPONSOR OR FINANCIAL PROFESSIONAL USE ONLY.

Annuity rollovers

Participants that click directly on the **Annuity rollovers** link will be provided with a link to Blueprint Income's website as well as additional ways to contact Blueprint Income for assistance.



Annuity rollovers, continued



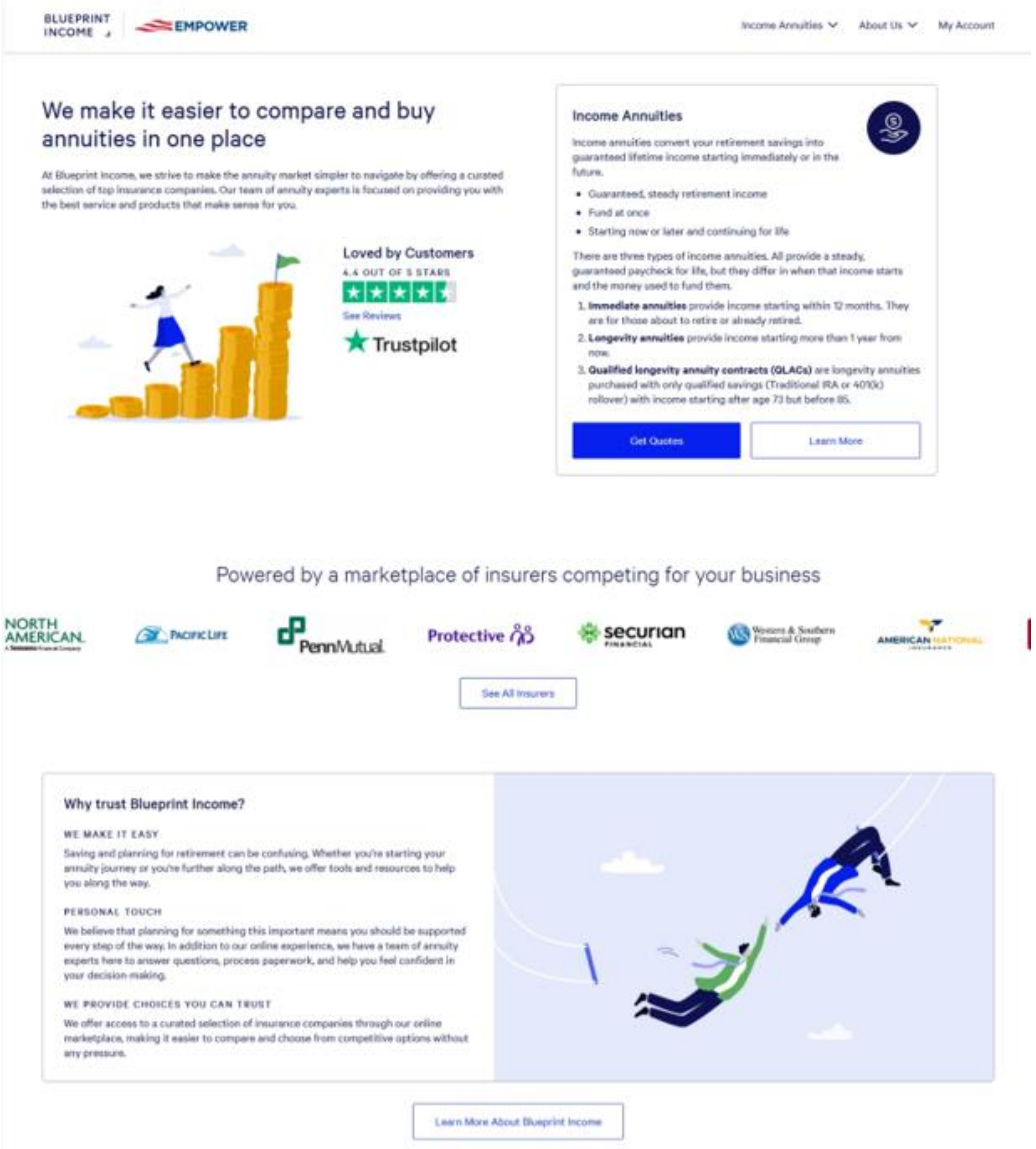
By clicking continue below, you will be leaving this website and visiting a website hosted by Blueprint Income, Inc.

Your personal data will be collected in order to access and utilize the annuity rollover service. Your personal data will be protected and used in accordance with applicable privacy laws, our Privacy Policy and Blueprint's Privacy Policy; by clicking continue below you acknowledge receipt and consent to electronic delivery of such privacy policies. In addition, the services will be provided in accordance with our Terms and Conditions and Blueprint's Terms of Service.

The rollover service is made available by your employer, Empower Retirement, and Blueprint Income, Inc (a third-party provider), outside of the benefits provided under your retirement account. Offering the annuity rollover service is not an endorsement or recommendation of the product by your employer or Empower Retirement. As such, you may seek to review and compare other product options and speak to your own tax or financial advisor before proceeding.

Click Continue to access the annuity rollover service.

Continue



Once a participant clicks the link, they will receive a page notifying them that they are leaving the Empower website. If they click **Continue**, they will be brought to Blueprint Income.

FOR ILLUSTRATIVE PURPOSES ONLY.

FOR PLAN SPONSOR OR FINANCIAL PROFESSIONAL USE ONLY.

Disclosures

Guarantees associated with annuities are subject to the terms and conditions of the contract and the claims-paying ability of the insurer.

Annuities are distributed by Blueprint Income, LLC, which is not affiliated with Empower Retirement, LLC or Empower Insurance Agency, LLC. Empower Insurance Agency may receive referral fees from Blueprint Income. Annuities are subject to the terms and conditions of the contract and the claims-paying ability of the issuing insurance company. Consider all your options and their features and fees before purchasing an annuity and consult with your investment advisor, attorney, and/or tax advisor as needed.

The charts, graphs and screen prints shown are for ILLUSTRATIVE PURPOSES ONLY.

RO4637388-0725

Thank you