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# The Power of 3: Help Clients Protect and Grow Retirement Assets in Volatile Markets

*\* Shield refers collectively to both MetLife Shield Level Selector and MetLife Shield Level Selector 3-Year annuities.*

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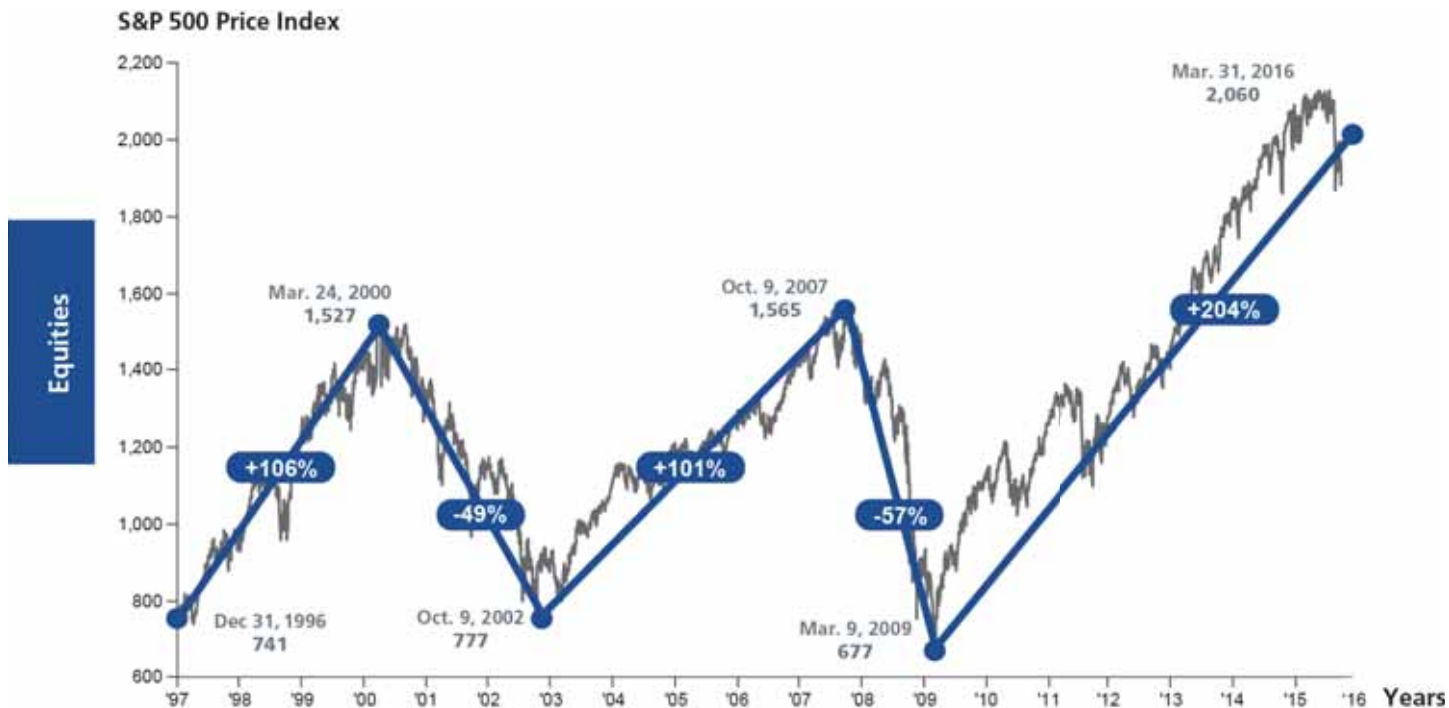
# The Power of 3

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## Equities — Still One of the Best Ways to Save for Retirement

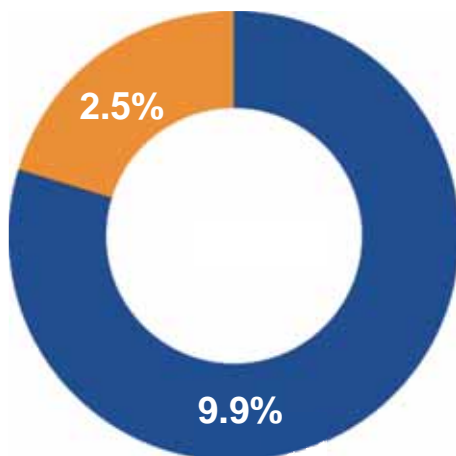
Perhaps now's a good time to consider a strategy that helps protect a portion of your clients' retirement assets while still providing them with potential growth opportunities.



Source: Standard & Poor's, J.P. Morgan Asset Management.

Returns are cumulative and based on S&P 500 Index price movement only, and do not include the reinvestment of dividends. Past performance is not indicative of future returns. Guide to the Markets – U.S. Data are as of March 31, 2016.

## Investor performance typically underperforms the markets



Since 1995

- Average Market Performance
- Average Investor Performance

Source: J.P. Morgan, 9/30/2015. Average Performance since 1995.

# 63%

of investors indicate they're concerned about market volatility.

MetLife Market Intelligence Study, December 2013.

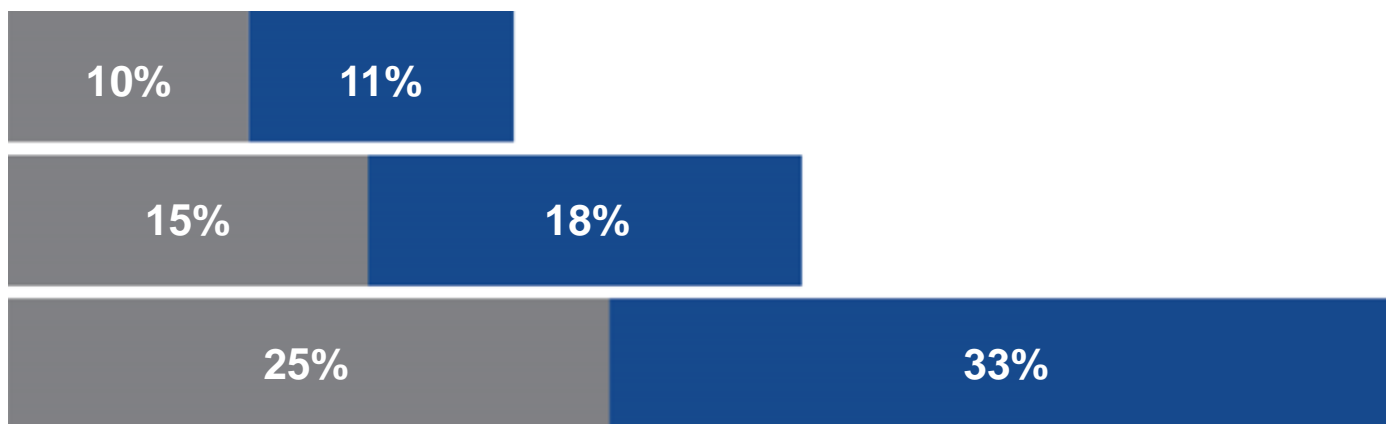
### GOOD TO KNOW

By protecting a portion of your clients' retirement assets, investors might be better able to stay the course over the long-term.

## Cost of Loss

It takes money to make money

When an account loses value, the remaining amount has to work harder to return to the original value.



Cumulative percentage gains required over 5 years to return to the original value should an account lose 10%, 15% or 25% of value.

Loss If No Withdrawals Taken

HYPOTHETICAL EXAMPLE FOR ILLUSTRATIVE PURPOSES ONLY.

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## Cost of Volatility

A tale of two hypothetical investments

If your client invested \$100,000 two ways, here's what they would have at the end of six years, depending on market volatility: **Investment A** experienced no volatility while **Investment B** experienced considerable volatility.

Year	Investment A	Investment B
1	5%	26%
2	5%	14%
3	5%	18%
4	5%	-6%
5	5%	-31%
6	5%	19%

**HYPOTHETICAL EXAMPLE FOR ILLUSTRATIVE PURPOSES ONLY. ASSUMES NO WITHDRAWALS.**

**Investment A**  
Account Value: \$134,010

**Investment B**  
Account Value: \$130,822

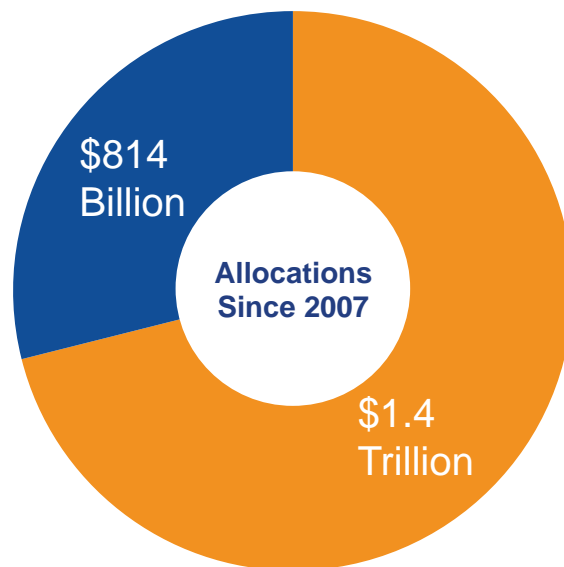
That's \$3,188 more in **Investment A**! Approximately 2.5% more growth simply because the volatility was removed!

## Strategies to Help Protect and Grow Your Clients' Retirement Savings

### Asset Allocation<sup>1</sup>

Diversifying between equity and fixed income options has long been a traditional strategy

But will it work in today's environment?



■ Fixed Income  
■ Equities

10-Year Treasury Yields		
	Average (1958-present)	Current as of 3/31/2016
<b>Yields:</b>	6.21%	1.78%
<b>Inflation:</b>	3.76%	2.34%
<b>Net Yields:</b>	2.45%	-0.56%

Over the last few years, fixed income investments were yielding near all-time lows — with many yields not keeping up with the rate of inflation. Investors like your clients were having a hard time finding options that offset risk in the equity markets.

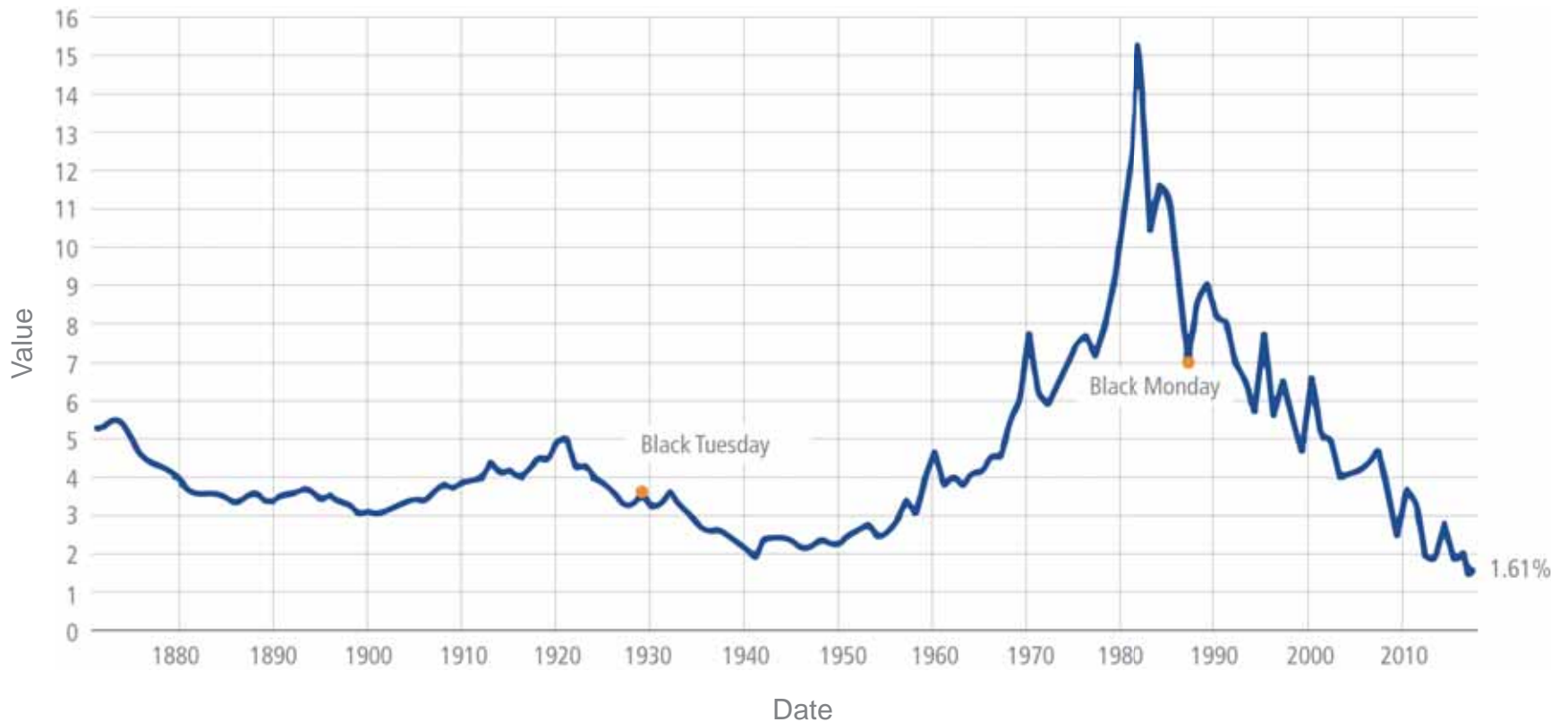
Source: J.P. Morgan, 3/2016.

<sup>1</sup> While diversification through an asset allocation strategy is a useful technique that can help to manage overall portfolio risk and volatility, there is no certainty or assurance that a diversified portfolio will enhance overall return or outperform one that is not diversified.

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## 10 Year Treasury Rate

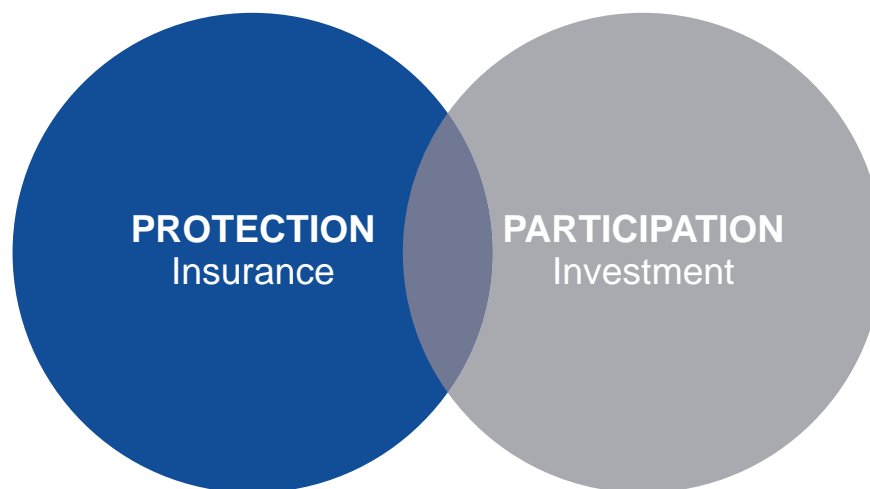


Source: <http://www.multpl.com/10-year-treasury-rate>, Sept. 8, 2016

## A New Way to Diversify<sup>1</sup> and Help Protect Against Loss

The Shield Level Selector annuity and the Shield Level Selector 3-Year annuity =

- One part protection against loss and one part long-term investment
- Growth and losses to the account value are determined by tracking the index or indices to the Shield Option chosen. Shield Level Selector and Shield Level Selector 3-Year do not invest directly in any index.



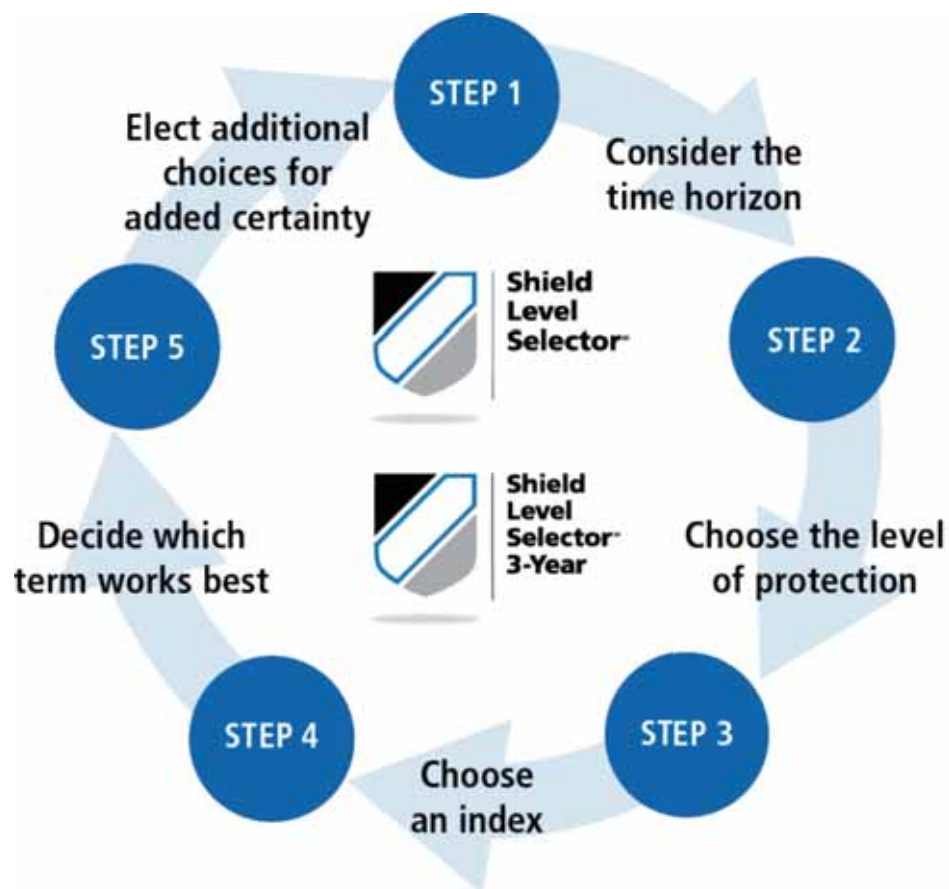
Clients who do not elect Shield 100 or the Fixed Account, or they're not available, could conceivably see a risk of substantial loss if the index declines more than their level of protection. Shield 100 Shield Options are not available in CA, NY or TX. The Fixed Account may not be available in all states.

<sup>1</sup> Diversification does not ensure a profit or guarantee against a loss.

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## How Shield Level Selector and Shield Level Selector 3-Year Annuities Work

Allocate a portion of retirement savings.



## Shield Level Selector Can Provide Protection in a Down Market & Potential Growth\*

Level of Protection: Shield 10, 6-Year Term  
 Hypothetical Maximum Growth Opportunity: 65%

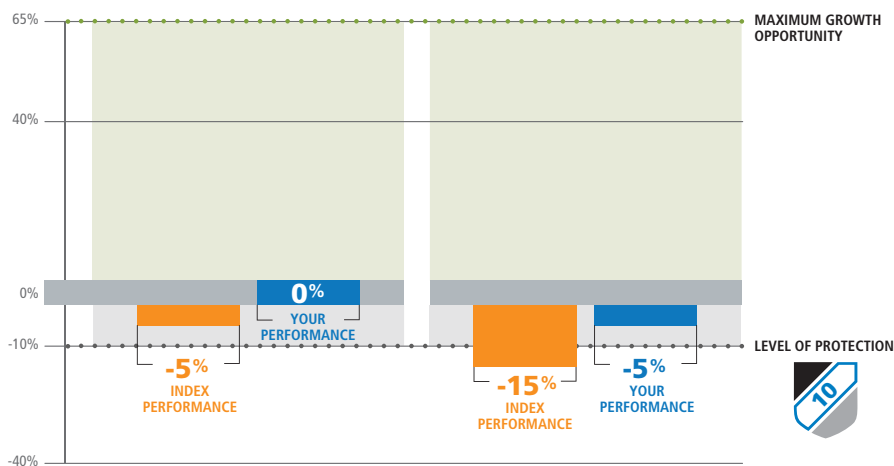
HYPOTHETICAL EXAMPLE FOR ILLUSTRATIVE PURPOSES ONLY.

### Down Market Scenario A

At the end of your term, the index is down by 5%. However, your account value would not decline at all because MetLife absorbs the first 10% of your loss.

### Down Market Scenario B

At the end of your term, the index is down by 15%. However, your account value would decline by only 5% because MetLife absorbs the first 10% of your loss.

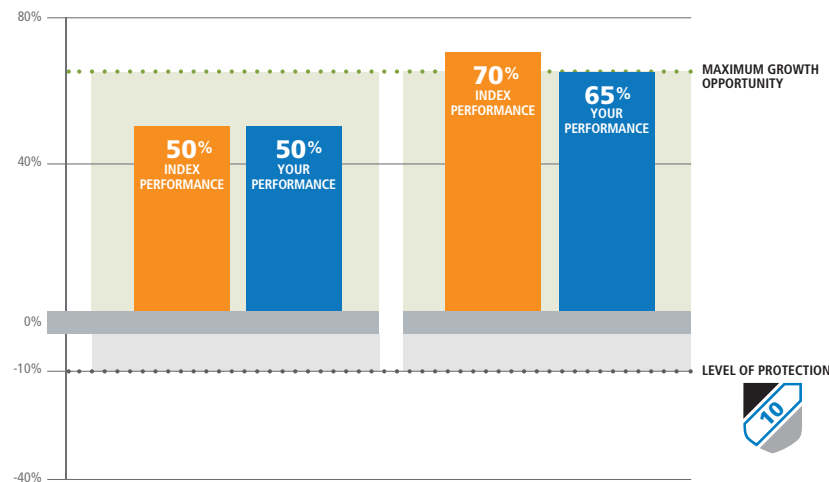


### Up Market Scenario A

At the end of your term, the index is up 50%. Your performance is 50%, which falls within your Maximum Growth Opportunity of 65%.

### Up Market Scenario B

At the end of your term, the index is up 70%. However, your performance would be 65%, because that is your Maximum Growth Opportunity.



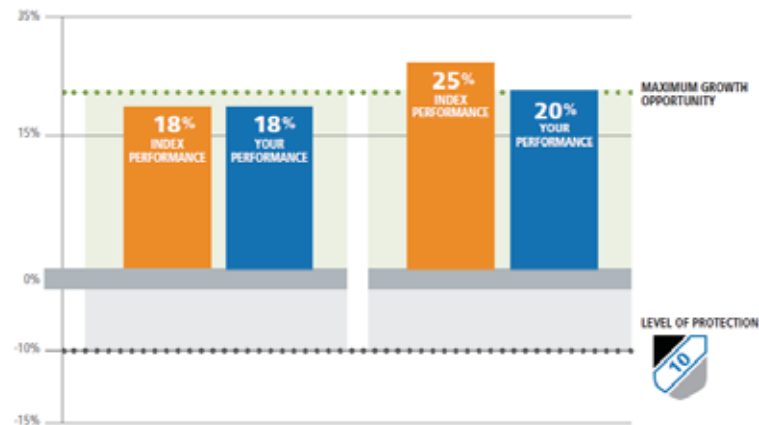
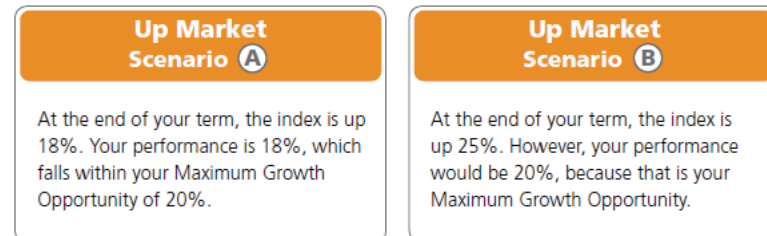
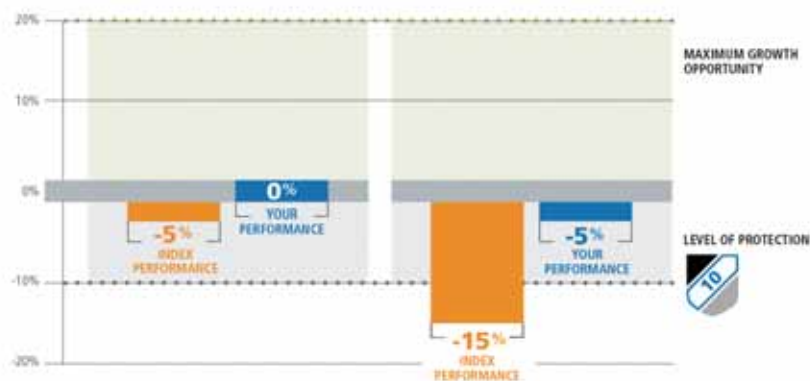
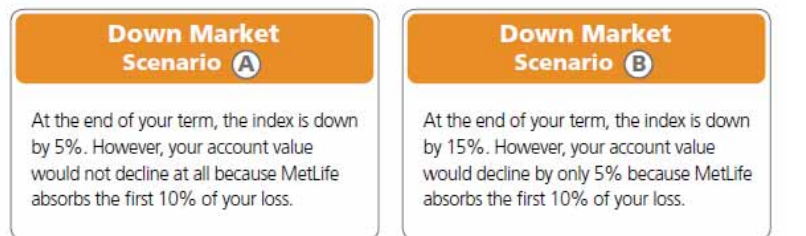
\*In a flat market, the account value will remain unchanged.

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## Shield Level Selector 3-Year Can Provide Protection in a Down Market & Potential Growth\*

Level of Protection: Shield 10, 3-Year Term  
**Hypothetical Maximum Growth Opportunity: 20%**

HYPOTHETICAL EXAMPLE FOR ILLUSTRATIVE PURPOSES ONLY.



\*In a flat market, the account value will remain unchanged.

## Why it Matters

	INDEX PERFORMANCE	WITHOUT PROTECTION, THE ACCOUNT VALUE WOULD DECLINE BY:	SHIELD 10 OPTION, 6-YEAR TERM	BECAUSE OF THE LEVEL OF PROTECTION, THE SHIELD LEVEL SELECTOR PERFORMANCE EQUALS:
LARGE CAP	-8%			
SMALL CAP				
INTERNATIONAL				
	INDEX MGO 65%			
		<b>TOTAL</b>		<b>TOTAL</b>
		Without protection, the total account value would increase by <b>4%</b>		With <b>Shield 10 protection</b> at a 6-year term, the total account value would increase by <b>8%</b>

**THE RESULT**

Ultimately, with Shield 10 protection, the total **increased 4%** more because the Shield 10 option helped protect the overall account value against index loss.

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## Shield Level Selector and Shield Level Selector 3-Year Facts

<b>Investment Amounts</b>	<p><b>Minimum:</b> \$25,000 (non-qualified &amp; qualified)  <b>Maximum:</b> up to \$1 million (without prior approval)            Single premium deferred annuity. Additional purchase payments are not permitted.</p>																																							
<b>Issue Age</b>	<p><b>Maximum:</b> 85 years old</p>																																							
<b>Their Contribution</b>	<p>One hundred percent of their money goes to work the day their contract is issued.</p>																																							
<b>Access to their money</b>	<p><b>Annual Contract Fee:</b> None</p> <p><b>Free Withdrawal:</b><sup>1</sup> After their 1st contract year, the free withdrawal amount is equal to 10% of the account value as of the prior contract anniversary.</p> <p><b>Shield Level Selector Withdrawal Charge:</b> 6 Years – The withdrawal charge is applied on amounts withdrawn in excess of the Free Withdrawal Amount in a contract year.</p> <table border="1" data-bbox="511 848 1477 1032"> <thead> <tr> <th>Contract Year:</th> <th>1</th> <th>2</th> <th>3</th> <th>4</th> <th>5</th> <th>6</th> <th>7+</th> </tr> </thead> <tbody> <tr> <td>Charge per withdrawal:</td> <td>9%</td> <td>8%</td> <td>8%</td> <td>7%</td> <td>6%</td> <td>5%</td> <td>0%</td> </tr> <tr> <td>New York Only</td> <td>7%</td> <td>7%</td> <td>6%</td> <td>6%</td> <td>5%</td> <td>5%</td> <td>0%</td> </tr> </tbody> </table> <p><b>Shield Level Selector 3-Year Withdrawal Charge:</b> 3 Years – The withdrawal charge is applied on amounts withdrawn in excess of the Free Withdrawal Amount in a contract year.</p> <table border="1" data-bbox="511 1162 1184 1305"> <thead> <tr> <th>Contract Year:</th> <th>1</th> <th>2</th> <th>3</th> <th>4+</th> </tr> </thead> <tbody> <tr> <td>Charge per withdrawal:</td> <td>7%</td> <td>6%</td> <td>5%</td> <td>0%</td> </tr> <tr> <td>New York Only</td> <td>6%</td> <td>5%</td> <td>5%</td> <td>0%</td> </tr> </tbody> </table>	Contract Year:	1	2	3	4	5	6	7+	Charge per withdrawal:	9%	8%	8%	7%	6%	5%	0%	New York Only	7%	7%	6%	6%	5%	5%	0%	Contract Year:	1	2	3	4+	Charge per withdrawal:	7%	6%	5%	0%	New York Only	6%	5%	5%	0%
Contract Year:	1	2	3	4	5	6	7+																																	
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<sup>1</sup> Distributions of taxable amounts are subject to ordinary income tax and, if made before age 59 1/2, may be subject to a 10% federal income tax penalty.  
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Today people are living longer and enjoying more productive lives than ever!

Population  
85+ in 2013



14.6  
Million

Expected  
Population  
85+ in 2040<sup>1</sup>



## The Client

Age: 55-65  
Wants Protection &  
Potential Growth

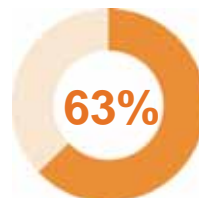
Meaning many will spend ...

20-30 years



in retirement

Perhaps that is why a majority of investors are still feeling the impact of 2002 and 2008



of consumers are concerned  
about market volatility<sup>2</sup>

<sup>1</sup> Source: A Profile of Older Americans: 2014: Administration on Aging, Administration for Community Living. U.S. Department of Health and Human Services

<sup>2</sup> Source: MetLife Protection Poll 2, December 2013



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Run a hypothetical example on the Interactive Charts Tool

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