

# 8.35% PER YEAR

That's the stock market average annual return over the last 20 years...

**YET**

# 1.87% PER YEAR

Is what the average stock mutual fund investor earned in that same period.\*

Why the big difference? In a word,

# FEAR



Talk to your financial professional today about index annuities, and how they may be appropriate for your situation.

## Buy Low, Sell High: Easier Said than Done

According to DALBAR<sup>1</sup>, an independent, Boston-based financial research firm, many equity investors actually buy high and sell low, instead of the other way around. FEAR causes many investors to sell low, in their desire to avoid further losses. And the fear of missing out on further gains causes investors to pile back into the stock market only once it's already gone up significantly.

## Index Annuities: Accumulating for Retirement with a Safety Net

Index Annuities have guarantees about how your "hard earned" savings will grow. In addition, the interest the insurance company credits to your index annuity contract is linked in part to the performance of an equity-index, giving you an opportunity to earn more than traditional fixed products.

With an index annuity you are guaranteed that the credited interest will never be less than zero. Index annuities also provide other appealing features that enhance your long-term savings plans. Be sure to ask your financial professional about them.

For More Information:

**American General Life  
Insurance Company**

**The United States Life Insurance  
Company in the City of New York**

**American General**  
Life Companies

\* Source: "Quantitative Analysis of Investor Behavior, 2009," DALBAR, Inc. [www.dalbar.com](http://www.dalbar.com). DALBAR is an independent, Boston-based financial research firm. Using monthly fund data supplied by the Investment Company Institute, QAIB calculates investor returns as the change in assets after excluding sales, redemptions and exchanges. This method of calculation captures realized and unrealized capital gains, dividends, interest, trading costs, sales charges, fees, expenses, and any other costs. After calculating investor returns in dollar terms, two percentages are calculated for the period examined: Total investor return rate and annualized investor return rate. Total return rate is determined by calculating the investor return dollars as a percentage of the net of the sales, redemptions, and exchanges for the period. Equity benchmark performance and systematic equity investing examples are represented by the Standard & Poor's 500 Composite Index, an unmanaged index of 500 common stocks generally considered representative of the U.S. stock market. Indexes do not take into account the fees and expenses associated with investing, and individuals cannot invest directly in any index. Past performance cannot guarantee nor is it indicative of future results.