Investment terms	
Annuity	A stream of payments made over a predetermined period of time. ("Annuity" can have a variety of definitions depending on whether it is referring to a specific product, or the more common definition of the general financial term "annuity," which is defined here.)
Average Duration	Duration is an indicator of a debt security's interest rate risk, which is measured by calculating the security's sensitivity to changes in interest rates (for debt securities, prices and interest rates are inversely related). The greater the duration, the greater the impact of interest rate changes on a security's price.
Average Maturity	Maturity is the length of time remaining until the principal value must be repaid to the owners of a debt security. The average maturity is the average length of time, weighted by assets, for all debt securities in a particular fund.
Beta	A measure of the sensitivity of a portfolio's total return with movements in the market. It is measured by calculating past price fluctuations in relation to the fluctuations in the overall market (or appropriate market index).
Calendar Year Returns	The returns generated by a separate account for one-year calendar periods, from January 1 through December 31, assuming that unit(s) were purchased at the beginning of the period and held during the entire period.
Comparative Index	A market indicator (usually an index or combination of indexes) used to track the performance of an investment account. Also referred to as a "benchmark".
Growth vs. Value investing	Growth and value investing are different investment philosophies used in equity (stock) investing. Growth investing places a high emphasis on a company's earnings, while value investing places a high emphasis on the share price required for each dollar of earnings, book value, or some other measure of a company's value.
Inception Date	The date on which a separate account or mutual fund first became available for purchase by investors.
Index	An unmanaged set of stocks, bonds, or other investment vehicles, used to indicate the performance of a particular asset class or other set of domestic or international investments.
Index Fund	A mutual fund created to closely track the investment returns of a market index.
Lifecycle	A style of pooled investment account that invests in a variety of assets in order to provide an appropriate asset mix for investors of a certain age, risk level, or expected retirement date.
Market Capitalization	Market capitalization (total market value) is an indicator of a publicly traded company's size, calculated by multiplying a company's current share price by the number of the company's current shares outstanding. While specific definitions of ranges can vary by source and over time, stocks are generally categorized as

	small capitalization (or "Small Cap"), mid capitalization ("Mid Cap"), or large capitalization ("Large Cap") depending on their market capitalization.
Operating Expense	The total expenses charged by an investment manager for the management, administration, operations, and other expenses of a pooled account. Net operating expenses are normally expressed as an annualized percentage of the account's assets.
Price/Book Value	Price to book value relates the market value of a company to its traditional accounting (book) value and is most useful when comparing companies in a specific industry.
Price/Earnings Ratio	The price to earnings ratio is calculated by dividing a stock's current share price by its current earnings per share. The P/E ratio indicates the market's expectation of a company's future earnings. A higher P/E ratio indicates investors place a premium on the stock, as investors are paying more for each dollar of earnings generated by the company.
R-Squared	A measure of how much of a portfolio's past returns can be explained by the returns from the overall market (or its benchmark index). If a portfolio's total return was precisely synchronized with the overall market's return, its R-squared would be 100%; if a portfolio's returns bore no relationship to the market's returns, its R-squared would be 0%.
Separate Account (vs. Mutual Fund)	A pooled investment account at an insurance company that is separated from the firm's general assets ("general account"). Separate accounts are allocated to individual investors by dividing the account's assets into "units."
Separate Account Performance	The returns generated by a separate account during a specific time period, assuming that unit(s) were purchased at the beginning of the period and held during the entire period.
Standard Deviation	Standard Deviation is a statistical measure of dispersion, which measures the variability of an investment's total returns from its average return over a specified period of time. The greater the standard deviation, the larger the differences between the actual return and the average return and, therefore, the higher the volatility.
Stock vs. Bond Fund	Stock (or equity) mutual funds typically invest most or all of their assets in stocks of publicly traded companies, while bond (or fixed income) mutual funds typically invest most or all of their assets in corporate or government debt, or in other debt instruments with fixed interest rates.
Sub-Advised or Managed Account	A relationship with an asset manager in which the asset manager is hired to directly manage either a portion or all of the assets of a separate account.
Total Expense	Represents the sum of all fees withdrawn through a daily expense withdrawal. The Total Expense is comprised of an Operating Expense, plus a Contract Asset Charge, minus any Separate Account Credits. Investment Performance is always

	shown net of total expense.
Unit Value	The value of one unit of a separate account. The unit value is calculated by dividing the total assets of the account by the total number of units in the account.

Past performance is not indicative of future results. Investors cannot invest directly in an index.

An annuity is a long-term, tax deferred investment vehicle designed for retirement. Earnings are taxable as ordinary income when distributed, and if withdrawn before age 59 ½, may be subject to a 10% federal tax penalty. If the annuity will fund an IRA or other tax qualified plan, the tax-deferral feature offers no additional value. Not FDIC/NCUA insured. Not bank guaranteed. Not insured by any Federal Government Agency. There are charges and expenses associated with annuities, such as deferred sales charges for early withdrawals.