

# Discover AuguStar Financial

Partner with us!

**AuguStar**<sup>SM</sup>  
Financial



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# You. Us. It just makes sense.

It's your business and it reflects your passion and unique vision:  
You own it, you shape it. We'll help you build it your way with:

- Newly designed contract offering **competitive compensation** as high as 130%<sup>1</sup> giving you control and ability to build your business, your way
- **Expertly designed products** that deliver value in a wide range of economic conditions
- **Regional support** across the country who are just a call away
- Creative and **continued product development** to take advantage of industry trends



<sup>1</sup> First-year compensation

# Corporate profile

Constellation is a leading insurance holding company providing insurance and reinsurance solutions through our subsidiaries, which include AuguStar<sup>SM</sup> Life Insurance Company, AuguStar<sup>SM</sup> Life Assurance Corporation, Ohio National Seguros de Vida S.A. and certain other affiliated (re)insurance entities.

## Balance sheet strength 12/31/2022

**\$2.69** billion  
ADJUSTED STATUTORY  
NET WORTH<sup>1</sup>

**\$1.93** billion  
TOTAL ADJUSTED  
CAPITAL<sup>2</sup>

**\$34.7** billion  
ASSETS UNDER  
MANAGEMENT<sup>3</sup>

**\$2.52** billion  
TOTAL GAAP EQUITY  
EXCLUDING AOCI<sup>4</sup>

<sup>1</sup> Consolidated statutory surplus and AVR (without duplication) of all insurance entities + Constellation Insurance, Inc. cash and investable assets

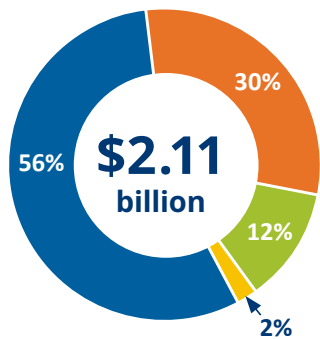
<sup>2</sup> AuguStar<sup>SM</sup> Life Insurance Company (in 2022, The Ohio National Life Insurance Company)

<sup>3</sup> Non-GAAP financial measure. Represents GAAP assets in addition to financial assets managed by Constellation.

<sup>4</sup> Accumulated other comprehensive income

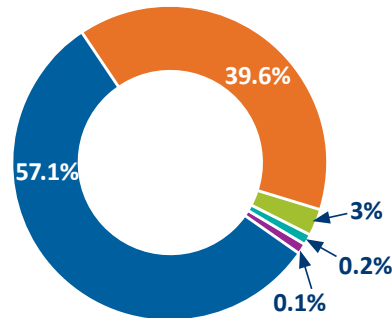
# Corporate profile

## Revenue, assets and investments 12/31/2022



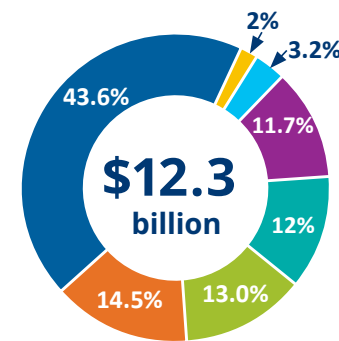
### OPERATING REVENUE

- **56%** Life insurance
- **30%** Annuities
- **12%** Latin America
- **2%** Other



### INVESTMENT PORTFOLIO BOND QUALITY

- **57.1%** NAIC\* 1 A- to AAA
- **39.6%** NAIC 2 BBB- to BBB+
- **3%** NAIC 3 BB- to BB+
- **0.2%** NAIC 4 B- to B+
- **0.1%** NAIC 5 & 6 D to CCC+



### DOMESTIC INVESTED ASSETS

- **43.6%** Public corporates
- **14.5%** Structured product
- **13%** Private placements
- **12%** Mortgage loans
- **11.7%** Municipals
- **3.2%** Cash
- **2%** Other

# Accessible leadership here for you



**New life insurance sales support**  
877.665.2468 (Option 1, 1)

**Underwriting and New Business support**  
877.665.2468 (Option 1, 4)

**Inforce life insurance support**  
877.665.2468 (Option 1, 6)

**Annuity sales support**  
877.665.2468 (Option 3, 1)

## HOME OFFICE REGIONS

AK HI  
**Barnard Ingram** (PT, PU)  
National Sales Director  
817.600.4713  
eingram@@augustarfinancial.com

## SOUTH CENTRAL REGION

AR LA OK PR TX (27, 33)  
**Chane Reagan, CLU, ChFC, FSS, LUTCF, RICP**  
Regional Vice President  
281.384.0356 / 800.591.6637  
jreagan@@augustarfinancial.com

## NORTH CENTRAL REGION

IA ID MN MT ND NE OR SD WA WI WY (30, PB)  
**Janice Swanson, CLU, ChFC, CLF**  
Regional Vice President  
971.334.6295  
jswanson@@augustarfinancial.com

## NORTHEAST REGION

CT MA ME NH NJ RI VT (24, 31)  
**Jason Elkhay, CLU, MBA, FLMI**  
Regional Vice President  
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jelkhay@@augustarfinancial.com

## CALIFORNIA REGION

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## MIDWEST REGION

IL IN KS KY MI MO (37, PQ)  
**AJ Sheehan**  
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## FLORIDA REGION

AL FL GA MS (42, PE)  
**Jeff Rhoades**  
Regional Vice President  
813.431.0595 / 888.676.0014  
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## SOUTHWEST REGION

AZ CO NM UT (23, 35)  
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## MID ATLANTIC REGION

DC NC SC TN VA (22, 41)  
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Regional Vice President  
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## MIDEAST REGION

DE MD OH PA WV (32, PC)  
**Kevin Korenoski**  
Sr. Regional Vice President  
814.341.9910  
kkorenoski@@augustarfinancial.com

# Direct and personal relationships



# Support with you in mind

## Tools to equip you

- Full eSuite of electronic services, including eIllustrations, eApplications, eDelivery and eBilling for life products
- ON-Trac Learning Network
- Illustration software
- Secure financial professional website
- Client presentations
- Co-branded marketing material

## Programs to get you farther faster

- Recruiting and onboarding assistance (for General Agents)
- Training and development (virtual and in-person)





# Indexed Universal Life

Virtus IUL II

# Built for today's client

Today's life insurance buyer is looking for affordable life insurance protection plus living benefits. Virtus IUL II is designed for the accumulation and distribution marketplace, and has the key features clients look for in an IUL within a simple, straight-forward design.

## **Affordable protection**

AuguStar Life has been a leader in providing affordable universal life insurance death benefits and Virtus IUL II continues that tradition. Affordable cost of insurance rates and reasonable internal expenses make this a great product for a variety of sales and planning scenarios.<sup>1</sup>

## **Remarkable cash flow capability**

Life insurance can sometimes be used to supplement retirement income, once the need for high levels of protection goes away. Virtus IUL II provides your clients with an effective tool for delivering tax-preferred cash flow during their lifetimes.

## **Important protection features**

Virtus IUL II provides a competitive No-Lapse Guarantee to protect your clients' death benefit. The policy also has an Accelerated Benefit Rider, available at no additional cost, that gives access to part of the death benefit in cases of chronic or terminal illness. And for clients concerned about poor index performance, the Account Value True-Up feature provides a minimum 2% return for any death claim or full surrender after the fifth policy year.

## **Valuable accumulation features**

Virtus IUL II offers four index accounts that are linked to widely recognized, diverse indices. The Dollar Cost Averaging feature can help ensure a smoother allocation of premium for those who prefer lump sum or annual premium payments. Also, clients who continue their policy beyond 10 years may be eligible to receive an interest rate step-up.

## **Flexible distribution options**

Clients who accumulate cash value in their policy may later wish to take distributions. Virtus IUL II provides both an Index Loan option and a Standard Loan option<sup>2</sup> with the ability to move between the two as your client chooses. The Standard Loan option provides for a zero net interest loan after the tenth policy year. For added protection, Virtus IUL II offers an Overloan Protection Rider at no additional premium charge.

<sup>1</sup> Cost of insurance and expense charges subject to change as provided in the policy.

<sup>2</sup> Once a loan option is elected it cannot be changed for 12 months.

The Index Accounts are accounts that earn interest based, in part, on the growth of a corresponding stock market index. When premiums are allocated to Index Accounts the dollars are not invested directly in any index or security. The Accelerated Benefit Rider is an acceleration of the death benefit for an individual that is certified as being permanently

chronically ill or terminally ill. It is not designed to be a substitute for long-term care insurance, health insurance, or nursing home insurance.

An acceleration creates a lien against the policy death benefit and accrues carrying charges. Please review available marketing materials, as well as policy and rider language for complete details. The potential tax consequences of the Overloan Protection Rider have not specifically been determined by the IRS or the courts. Clients should consult a tax advisor. Withdrawals and loans reduce the death benefit and cash surrender value.



# Indexed Whole Life Insurance

Prestige Indexed 10 Pay

# The best of both worlds

The first product of its kind in the industry, Prestige indexed whole life policies offer the guaranteed protection clients rely on, combined with index-based allocation options for higher, market-based growth potential. This policy can provide protection when needed and the possibility of accumulating an attractive cash value for future use.

## **Valuable accumulation features**

Prestige indexed whole life policies let clients choose from four index accounts that are linked to widely recognized, diverse indices and a competitive fixed account. Beginning in year 11, policies receive a 20 basis point interest step-up annually.

## **Flexible distribution options**

Clients can access their cash surrender value via loans or withdrawals to meet their unique needs and goals. Prestige indexed whole life policies feature index and standard loan options, and clients can switch between the two as often as every 12 months, and an Overloan Protection Rider is also available for additional protection.

## **Important protection**

Prestige indexed policies offer the important protection features of whole life, including a guaranteed death benefit, guaranteed cash value accumulation, level premiums and a guaranteed premium payment period. The index accounts also include a 0% floor on returns, meaning market volatility won't affect the policy.<sup>2</sup>

<sup>2</sup> The deduction of any applicable policy fees may result in a loss of account value when market performance is poor.



# Universal Life

V-Pro UL II

# V-Pro UL II serves an extensive market

V-Pro UL II can be an excellent choice for personal needs or business planning. The affordable protection of V-Pro UL II is ideal for families and individuals as they go through all life stages. V-Pro UL II also can adapt very well to the needs of business owners needing affordable coverage for Key Person insurance and Buy Sell Agreements.

## **Extremely competitive in long-term death benefit**

If your client wishes to drive long-term death benefit to higher levels, V-Pro UL II truly excels. When structured with a Type B death benefit or as a Type A on a moderately funded level, the long-term death benefit of V-Pro UL II can compete with any other company in the market, especially when it comes to the lowest cost of insurance.

## **Persistency step-up on credited interest**

There is a 75 basis point step-up on credited interest for all policies that persist beyond the 10th policy anniversary. This step-up is guaranteed as long as the current credited rate is greater than the contract minimum (2%). Thus, a policy currently receiving a 3% interest rate would begin receiving a 3.75% interest rate on the first day following the 10th policy anniversary. The 75 basis point increase makes short pay scenarios very effective with V-Pro UL II.



# Term Life Insurance

Flex Term Series XI

# Competitive rates

AuguStar<sup>SM</sup> Life's 10-, 15- and 20-year term insurance premium rates are among the lowest in the industry, across all classes, ages and genders. Whether it's our "Basic" or "Plus" term policy, don't write a term insurance application until you see what we have to offer.

## **Outstanding conversion options**

The "Basic" policy offers superb pricing and an option to convert to a specified permanent life insurance product. For just a few dollars more, the "Plus" policy converts to any then-available permanent policy during an expanded period. That's a lot of bang for your clients' bucks.

## **Premium credits when your clients convert**

AuguStar Life offers a non-commissionable conversion credit to term policyholders after the first year. The credit is equal to one annual term insurance premium on the base policy face amount. This generous credit can be applied to the first year premium of the new permanent insurance policy.

## **Recap Term can bridge the gap**

Clients who plan to convert to permanent insurance should consider Recap Term. This unique product offers conversion credits in the amount of all premiums paid if the client converts within the first five years. It's a great way to bridge the gap between term and permanent insurance.



# Annuities

Fixed indexed annuities  
and Multi-year guaranteed  
annuities

# Retirement asset protection and growth

With a 0% floor on investment performance and index-based accumulation opportunities, an Orbiter annuity might be the ideal product for the retirement assets clients can't afford to lose.

## Fixed indexed annuities | Orbiter annuities

- Higher Cap crediting strategy offers higher return potential than traditional index options, particularly in a low interest rate environment.<sup>3</sup>
- 10x guaranteed lifetime withdrawal benefit guarantees income that increases each year.
- Premium Bonus rider offers a bonus credit of up to 10% of the client's premium payment.
- Uncapped 1- and 3-Year Point-to-Point strategies utilizing custom Barclays Global Trailblazer Index designed to maximize growth while offering protection from volatile markets.
- A built-in Guaranteed Accumulation Protection benefit that ensures an annual growth rate of at least 1% simple interest at the end of the surrender charge period, and resets for a new period of 5-, 7- or 10-year guaranteed growth.

<sup>3</sup> Please note that the Higher Cap strategy will typically offer a lower Participation Rate than other similar allocation options.



# Guaranteed growth without market risk

Clients who are looking for certainty can turn to our LunarLock products, ensuring growth and protection for their retirement assets.

## **Multi-year guaranteed annuities | LunarLock annuities**

- A competitive interest rate available for 3-, 5- or 7-year terms
- A multi-year guarantee fixed annuity product that ensures no exposure to market risks or volatility
- Available for ages up to 92



Your business. Your vision. We'll help.®

IUL | IWL | UL | TERM | ANNUITIES

Neither Barclays Bank PLC ('BB PLC') nor any of its affiliates (collectively 'Barclays') is the issuer or producer of the Orbiter annuities and Barclays has no responsibilities, obligations or duties to investors in the Orbiter annuities.

The Barclays Global Trailblazer Index (the 'Index'), together with any Barclays indices that are components of the Index, is a trademark owned by Barclays and, together with any component indices and index data, is licensed for use by AuguStar<sup>SM</sup> Life Insurance Company as the issuer or producer of the Orbiter annuities (the 'Issuer').

Barclays' only relationship with the Issuer in respect of the Index is the licensing of the Index, which is administered, compiled and published by BB PLC in its role as the index sponsor (the 'Index Sponsor') without regard to the Issuer or the Orbiter annuities or investors in the Orbiter annuities. Additionally, AuguStar<sup>SM</sup> Life Insurance Company as issuer or producer of the Orbiter annuities may for itself execute transaction(s) with Barclays in or relating to the Index in connection with the Orbiter annuities.

Investors acquire the Orbiter annuities from AuguStar<sup>SM</sup> Life Insurance Company and investors neither acquire any interest in the Index nor enter into any relationship of any kind whatsoever with Barclays upon making an investment in the Orbiter annuities. The Orbiter annuities are not sponsored, endorsed, sold or promoted by Barclays and Barclays makes no representation regarding the advisability of the Orbiter annuities or use of the Index or any data included therein. Barclays shall not be liable in any way to the Issuer, investors or to other third parties in respect of the use or accuracy of the Index or any data included therein.

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**AuguStar<sup>SM</sup> Life Insurance Company | AuguStar<sup>SM</sup> Life Assurance Corporation**

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