



**FOR IMMEDIATE RELEASE**

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**STANDARD LIFE OF INDIANA INTRODUCES  
TOTAL COMMAND ANNUITIES;  
CUSTOMER VALUE AND CONTROL ARE THE DIFFERENCE**

INDIANAPOLIS, IN – Standard Life of Indiana is introducing two new fixed annuities that give an unprecedented amount of control to their owners. The Total Command and Total Command Flex are 10 year annuities enable their owners to maximize their guaranteed interest rates by declining costly features that few people ever use.

“Most annuities come with a standard set of features,” says Dan Gunther, President of Standard Life of Indiana. “People think those features are free, but they’re not. They reduce the credited interest rate that could otherwise be offered. We conceived Total Command and Total Command Flex as products that would let people choose their own balance of features and rate.”

Features are available on an *a la carte* basis. If a particular customer needs a particular feature, it can be added in exchange for a slightly reduced interest rate. Available features vary in accord with state regulations, but generally include early withdrawal and other options that are bundled on conventional annuities.

“The Total Command annuities are designed to give customers just that: Total Command over their annuity,” says John Franco, CEO of Capital Assurance. “They’re also designed to give agents the ability to zero-in on the real needs of their clients, rather than trying to wedge them into an off-the-rack product design.”

**About Standard Life Insurance Company of Indiana**

Since 1934, Standard Life Insurance Company of Indiana has insured the financial well-being of its clients. The company has never failed to meet an obligation of its policyholders. In June, 2005, Standard Life of Indiana joined with Capital Assurance Corporation. Stronger, driven to innovate while honoring its tradition of customer and agent service, Standard Life of Indiana is a revitalized company. At Standard Life of Indiana, our mission is to provide fixed annuities with the highest customer value, offer industry-leading service and never forget that we owe our greatest loyalty to our customers.

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