TriQuest USA

S&P 500 Index Product Comparator

AGENT QUICK START GUIDE

Historical S&P 500 Price Returns | Caps | Floors | Participation Rates

A practical guide for comparing two index-product crediting designs across the same historical S&P 500 price-return periods, reviewing rolling-period results, explaining design trade-offs, and documenting the comparison for client use.

Enter the design. Compare the history. Explain the trade-offs.

Training use | Historical comparison | Index crediting | Client education

Agent Quick Start Guide | Historical S&P 500 price-return comparison

How to Use This Manual

Use this guide in the same order you would use the application with a client: establish the facts, build the case, explain the result, validate the calculations when needed, and document the presentation.

Field / Feature	What it means / how to use it
1. Enter Product Designs	Enter a recognizable name and the current Floor %, Cap %, and Participation % for each product design.
2. Choose the Rolling Period	Select a 10, 15, 20, 25, or 30-year rolling period using S&P 500 price returns through 2025.
3. Read the Headline Results	Compare Average, Best, and Worst rolling annualized returns for the S&P 500 and both product designs.
4. Review Historical Detail	Open the historical detail when a client wants to see individual rolling periods or difficult market sequences.
5. Save & Document	Save frequently used product assumptions locally and use Print / Save PDF to create a client-ready comparison record.

6 Save frequently used product assumptions

Click **Save / Update Product** to store a product in that browser. Saved products can be selected later from the **Saved Product** menu. Saved information is local to that browser; it is not a carrier-rate database.

7 Print or save the comparison

Use **Print / Save PDF** to create a client-ready record of the assumptions and results. Before client use, confirm that the entered product assumptions are current.

How the Crediting Comp

For each historical S&P 500 calendar-year price return, the comparator applies the participation rate and then enforces the entered floor and cap. In simplified form:

Historical S&P 500 Return	x	**Participation Rate**	then	**Floor / Cap Applied**

Example: If the S&P 500 price return is 15%, participation is 80%, and the cap is 10%, the participation calculation produces 12%, but the credited result is limited to 10%. If the market return is negative and the floor is 0%, the credited result is 0% for that year.

What the Results Mean

Result	How to explain it
Average	The average of all rolling-period annualized results for the selected time horizon. It gives a broad historical view rather than relying on one hand-picked period.
Best	The strongest rolling annualized result found in the historical data for that time horizon.
Worst	The weakest rolling annualized result found in the historical data for that time horizon. This can help frame how the floor/cap/participation design behaved across more difficult historical sequences.

A Simple Client Conversation

1	**Start with the design**	“These two products use different caps, floors, and participation rates. Rather than looking at those numbers by themselves, let’s see how each design would have responded to the same historical market returns.”
2	**Pick a meaningful horizon**	Use a period that fits the planning discussion. Ten years shows more short-to-intermediate variation; longer rolling periods show how designs behaved over extended market cycles.
3	**Compare all three outcomes**	Discuss Average, Best, and Worst together. Avoid presenting only the most favorable historical result.
4	**Drill into detail**	If a client wants context, open the historical ledger and review specific rolling periods rather than making assumptions from the summary alone.

IMPORTANT AGENT USE NOTE

This is a historical hypothetical comparison tool. It uses S&P 500 **price returns** and the floor, cap, and participation assumptions entered by the agent. It does **not** represent actual policy performance and does not include dividends, policy fees, charges, loans, bonuses, spreads, index-specific mechanics, or other product-specific crediting details. Historical results are not a guarantee of future performance. Verify current carrier materials and approved disclosures before client use.

Best practice: Use the comparator to help a client understand design trade-offs and historical behavior. Use the carrier-approved illustration and current product materials for the actual policy recommendation and policy-specific values.