

RiverSource  
Annuities



The benefits of a 403(b) plan

Is your retirement plan  
taking you **where you  
want to go?**

**RiverSource**® RAVA variable annuity

Issued by RiverSource Life Insurance Company, and in New York  
only, by RiverSource Life Insurance Co. of New York

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# The benefits of a 403(b) plan

To live the retirement you envision, you need a plan. Fortunately, your employer helps you by making a 403(b) plan available to you. As a plan participant, you can choose how to invest your contributions to help you reach your retirement goals.

## Invest more for your future, lower your tax bill today

Your 403(b) contributions are deducted from your income before taxes are applied. So, the more you contribute to your plan, the less tax you have to pay now.

## Case in point: Cathy and Kristine

While they both invest the same amount for retirement each month, Cathy used her 403(b) plan, leaving her with more take-home pay than Kristine.



|                          | Cathy                | Kristine            |
|--------------------------|----------------------|---------------------|
|                          | Invests before taxes | Invests after taxes |
| Monthly income           | \$4,000              | \$4,000             |
| 403(b) plan contribution | \$250                | \$0                 |
| Taxable income           | \$3,750              | \$4,000             |
| Income tax*              | -\$825               | -\$880              |
| After-tax income         | \$2,925              | \$3,120             |
| After tax investment     | \$0                  | \$250               |
| Net take-home pay        | \$2,925              | \$2,870             |

\*Assumes a 22% tax rate. Does not take into account any state or local income taxes.

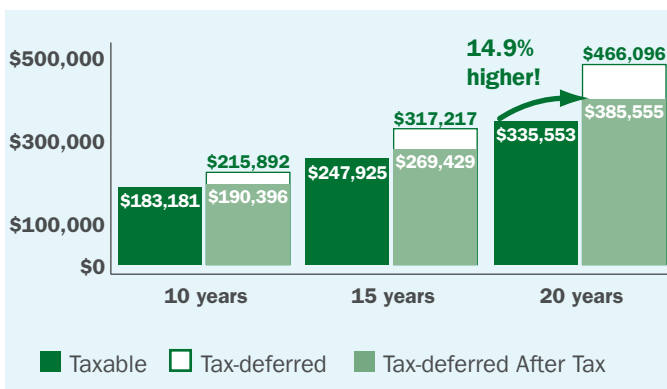
### VARIABLE ANNUITIES:

NOT A DEPOSIT • NOT FDIC INSURED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY • NOT BANK, CREDIT UNION OR SAVINGS & LOAN GUARANTEED • MAY LOSE VALUE

# The power of tax deferral

In addition to lowering your taxes now, your 403(b) plan offers tax-deferred growth. Tax deferral keeps more dollars working for your retirement. Your contributions and earnings grow tax-free until you begin taking income from the plan.

This hypothetical illustration demonstrates the power of tax deferral by comparing a \$100,000 nonqualified, tax-deferred investment and a taxable investment. Even after taxes are paid on the lump-sum withdrawal for the tax-deferred investment, the resulting value is higher than the taxable investment.



Assumptions: The example assumes a hypothetical average annual gross return of 8%, which does not represent the actual return of any investment, and may not be indicative of what you may experience. Fees would reduce the figures shown. Typical annuity fees include a Mortality & Expense (M&E) fee, subaccount expenses and potential contract charges and surrender charges. A 22% ordinary income tax is assessed each year on the taxable investment and at the end of each holding period for the tax-deferred investment. Lower maximum tax rates on capital gains and dividends would make the investment return for the taxable investment more favorable, thereby reducing the difference between the investments shown. Consider your personal investment horizon and income-tax bracket, both current and anticipated, when making an investment decision, as these may further impact the results of the comparison. Under the Internal Revenue Code, the earnings in annuities generally grow tax-deferred. The same is true of most retirement plans. As a result, when you use an annuity to fund a retirement plan that is already tax-deferred, your annuity does not provide any necessary or additional tax deferral for that retirement plan. Annuities have features other than tax deferral that may help you reach your retirement goals. Consult your tax adviser prior to making a purchase for an explanation of the tax implications to you.

# Why a variable annuity

An annuity is the only investment that provides the option for guaranteed lifetime income in retirement. In addition to the option for guaranteed income, a RAVA variable annuity offers features that can help your retirement plan in a variety of ways:

**Investment choice** — Your advisor can help you build your own portfolio from a wide range of investments, called “subaccounts,” from well-known fund families covering nearly every asset class.

**Fixed rate account** — You can also opt to invest a portion of your 403(b) plan in a fixed-rate account that offers the security of a guaranteed rate of return.\*

Tax advantages may help you grow your money faster, but they can't protect you from running out of it in retirement.

\*The fixed account may be subject to allocation and transfer restrictions.

# Smart investing strategies available with your *RiverSource* variable annuity

- **Diversifying and repositioning.**

Select the investment options that are in line with your risk tolerance, goals and time horizon. As economic conditions — or your goals — change, you can transfer between these investments without transfer charges or tax penalties.

- **Rebalancing your assets.**

Take advantage of automatic asset rebalancing to ensure your 403(b) plan assets are realigned to your preferred asset allocation at regular intervals. You won't pay taxes on any earnings until withdrawn.

- **Consolidating your assets.**

If you have tax-qualified plans such as an IRA or 401(k) from a previous job, or non-qualified assets you have earmarked for retirement, you can potentially simplify your finances by consolidating those assets into a *RiverSource* variable annuity.

- **Accessing your money.**

Take a loan, if needed, at a competitive interest rate from the portion of your money that may be available to you.\*

\*You may be able to borrow up to \$50,000 (reduced by your highest outstanding loan balance within 12 months of taking the new loan). IRS rules require that loans must be repaid. Principal and interest payments must be made at least quarterly, and the term of the loan generally cannot exceed five years. Loan availability may be restricted by your plan.

Withdrawals are subject to income taxes and, if made before age 59½, may incur an IRS 10% early-withdrawal tax penalty.

Asset allocation and diversification does not assure a profit or protect against loss.

# Protecting your legacy for those you care about

Your *RAVA* variable annuity offers several ways to help you protect your investment from losing value before you pass it to your heirs.

**The guaranteed death benefit** — one of the most important benefits of your annuity — helps protect your legacy no matter what happens in the market.

With this benefit, your beneficiaries are guaranteed to receive at least what you invested in your annuity (less any withdrawals you took out) or the contract value at the time of your death, if that value is higher.

**Optional death benefits** — you can potentially leave even more to your beneficiaries with death benefit riders (not available in all states). These options, available for an additional fee, can help you take advantage of up markets and help protect your investment during down markets. Death benefits apply to contracts that have not yet been annuitized (converted to an income stream).

You work hard saving for the future.  
Plan to enjoy it.

Consult with your Ameriprise financial advisor to create a retirement strategy that's right for you. Your financial advisor can help you decide if a *RiverSource RAVA* variable annuity is right for your 403(b) plan.

# Take charge of your retirement with a *RiverSource* variable annuity

Your Ameriprise financial advisor can show you how to use a *RiverSource* RAVA variable annuity to help make the most of your 403(b) plan.

## **Understanding variable annuities**

Variable annuities are complex, long-term insurance and investment products that can help you through each stage of retirement — from growing your money to taking an income in retirement and passing your wealth to the people you care about.

In return for the benefits they provide, *RiverSource* RAVA variable annuities have mortality and expense (M&E) fees and subaccount management fees. Other fees may include optional rider fees, surrender charges and an annual contract charge. Like other investments, variable annuities are subject to market risk, including the potential loss of principal invested.

Unlike other investments, variable annuities also offer guarantees — such as lifetime income and minimum death benefits. Our annuity guarantees are subject to the continued strength and claims-paying ability of RiverSource Life Insurance Company and, in New York, RiverSource Life Insurance Co. of New York. These guarantees do not apply to the performance of the variable subaccounts, which vary with market conditions.

## Who is RiverSource?

RiverSource creates innovative products designed with you and your life in mind. Through a balance of asset and risk management and built on a heritage of over 125 years, we work with you and your financial advisor to help grow your assets, manage your income and protect what matters most — today and tomorrow.

There are certain IRS restrictions on your right to take income from your 403(b) contract. In general, you may take an income distribution from your 403(b) only if you are at least age 59½ or if one of the following events occurs: severance of employment from the employer offering the 403(b) plan, death or disability. Limited funds are available on occurrence of financial hardship. Withdrawals made before age 59½ may be subject to a tax penalty. Not all of these options may be available to you — check with your 403(b) plan administrator for further information.

**You should consider the investment objectives, risks, charges and expenses of the variable annuity and its underlying investment options carefully before investing.**

**For a free copy of the annuity's prospectus and underlying investment's prospectus, which contains this and other information about variable annuities, call 1-800-333-3437. Read the prospectus carefully before you invest.**

This material applies to annuity contract numbers: RAVA Apex® ICC21 117101, RAVA Vista® ICC21 117102, and state variations. Some features may not be available (or may have limitations) in certain states.

In New York, this material applies to annuity contract numbers: RAVA Apex 117101-NY, RAVA Vista 117102-NY.

Surrender charge schedules: RAVA Apex (payment based): 5-year 7%, 7%, 6%, 6%, 5%, 0%; 7-year 7%, 7%, 7%, 6%, 5%, 4%, 2%, 0%; 10-year 8%, 8%, 8%, 7%, 6%, 5%, 4%, 3%, 2%, 1%, 0%. RAVA Vista (contract date based): 7-year 7%, 7%, 7%, 6%, 5%, 4%, 2%, 0%. 10-year 8% 8% 8% 7% 6% 5% 4% 3% 2% 1%. 10-year surrender charge schedule not available with Inherited IRAs. 10-year surrender charge schedule not available in NY.

This information is for a general audience and is not intended to address individual financial situations or needs. RiverSource Life Insurance Company and RiverSource Life Insurance Co. of New York do not provide investment advice.

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