

Life



NORTH
AMERICANSM

A **Sammons** Financial Company

Life

North American Product Portfolio



Strength and stability

Life

- **Private ownership**
- **135+ years in business**
- **A+ Ratings:** A.M. Best, S&P Global Ratings, Fitch Ratings
- **Stable leadership**



ADDvantage Term – 10,15,20,30

Life

Convertible

Full or partial conversion to a new policy or to increase an existing policy

Accelerated Death Benefit Endorsement

Critical, Chronic & Terminal Illness

Minimum Death Benefit

- \$100k

| Term Duration | Conversion Period |
|---------------|---|
| 10-year | Earlier of 7 years or age 70 |
| 15-year | Earlier of 12 years or age 70 |
| 20-year | Earlier of 15 years or age 70 |
| 30-year | Earlier of 20 years or age 70 |

Custom Guarantee - GUL

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Premium Recovery Endorsement

Yr 15 – 50% of premiums paid

Yr 20 or 25 – 100% of premiums paid (max 50% of DB)

Guaranteed Exchange Privilege

Exchange for a Cash Value product without UW up to age 75

Accelerated Death Benefit Endorsement

Critical, Chronic & Terminal Illness

Minimum Death Benefit

- \$50k – up to age 70
- \$100k – ages 71+

Protection Builder - GIUL

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Premium Recovery Endorsement

Yr 15 – 50% of premiums paid

Yr 20 or 25 – 100% of premiums paid (max 50% of DB)

Guaranteed DB w/ Cash Value Growth Opportunity

Accelerated Death Benefit Endorsement

Critical, Chronic & Terminal Illness

Minimum Death Benefit

- \$50k – up to age 70
- \$100k – ages 71+



Smart Builder – early CV

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0% Premium Load

Waiver of Surrender Charge Rider

Accelerated Death Benefit Endorsement

Critical, Chronic & Terminal Illness

Minimum Death Benefit

- \$100k



Builder Plus 3 – long term CV

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Fidelity Multifactor Yield Index 5% ER

- 120% Par Rate
- NO Cap
- Bonus of 1.65% yrs 1-10 & 2.65% yrs 11+
- go.fidelity.com/FIDMFY

Accelerated Death Benefit Endorsement

Critical, Chronic & Terminal Illness

Minimum Death Benefit

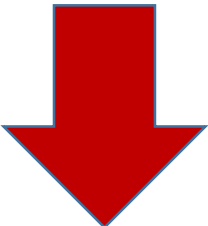
- \$50k – up to age 70
- \$100k – ages 71+



Interest Rate Bonus on Fidelity Multifactor Yield IndexSM 5% ER



| Fidelity Index | X Participation Rate | Max Illustrated Rate |
|----------------|----------------------------|-------------------------|
| 4.975% | 120% | 5.97 % |



Only
non-loaned
values allocated
to **Fidelity Index**
will earn these
bonuses

| Policy Years | Index Crediting Rate (after Caps/Pars) | + Bonus | Final Crediting Rate |
|--------------|--|------------|-------------------------|
| 1-10 | 5.97 % | 1.65% | 7.62 % |
| 11+ | 5.97 % | 2.65% | 8.62 % |

For other Index
Accounts or the
Fixed Account,
there is 1%
bonus yrs 11+
(guaranteed
0.50%)

Source: NA Web Based Illustration Software April 2022

Fixed Interest Participating Policy Loans

A Loan with a Bonus!

Life

5%

Current
Interest Rate on
Fixed Par Loans

2%

Fixed Participating
Bonus Rate



**Male, Age 45, Preferred Underwriting
\$25K Annual Premiums to Age 65, Min Non-MEC Death Benefit**

| | Initial DB | Distribution |
|---|------------------|------------------|
| North American Builder Plus IUL 3 | \$328,351 | \$104,100 |
| Allianz Life Pro+ Advantage | \$362,335 | \$90,576 |
| Lincoln Financial WealthAccumulate 2 IUL (2020) | \$376,444 | \$87,603 |
| John Hancock Accumulation IUL 21 | \$391,567 | \$84,178 |
| National Life FlexLife NL | \$430,477 | \$77,602 |
| Pacific Life Pacific Horizon IUL | \$373,262 | \$76,018 |
| Transamerica Financial Foundation IUL* | \$425,000 | \$72,801 |
| Penn Mutual Accumulation Builder Flex IUL | \$407,099 | \$72,288 |
| Securian Financial Eclipse Accumulator IUL | \$380,715 | \$70,520 |
| Nationwide Indexed UL Accumulator II 2020 | \$404,941 | \$68,496 |

Life



April 2022

Illustrated with an increasing death benefit switching to level when premiums end. Participating loans with max 0.50% spread targeting \$10,000 cash surrender value at age 100. North American illustrated with the Fidelity Multifactor Yield IndexSM 5% ER and Fixed Rate Participating Loans using North American's web-based illustrations (June 2021), competitors using their default index selection and participating loan. Monthly distributions where available. *Transamerica calculated with fixed rate loans. (Participating loans are not available.) Information taken from competitor software as of 6/15/2021. While North American believes the figures presented in the table are accurate, North American makes no representation or warranty as to their accuracy and may also be subject to change at any time. For questions regarding this information, please contact a representative from the applicable company.



**NORTH
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A Loan with a Bonus!


Fixed Interest Participating Policy Loans

Life



Builder Plus IUL® 3

Male, Age 45, Preferred Underwriting, \$25k Annual Premiums to Age 65, Min Non-MEC DB, Participating loans with max 0.50% spread. Targeting \$10,000 cash surrender value at age 100. Annualized monthly distribution.

| Death Benefit Option (DBO) | Death Benefit (DB) | Target | Income 65-84 |
|--|--------------------|-----------------|------------------|
| Increasing yrs 1-20 then Level 21 yrs from now  | \$328,351 | \$7,995 | \$104,100 |
| Return of Premium (ROP DBO) | \$328,351 | \$7,995 | \$104,844 |
| Level | \$959,773 | \$23,370 | \$91,680 |
| Level – rounded up to \$1M rate band | \$1,000,000 | \$24,350 | \$92,136 |

5%

Current Interest Rate

2%

Current Bonus Rate

MORE DB, MORE Target & MORE Living Benefits !

Protected Death Benefit Option

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- Included on all 3 IULs
- Available after 15 yrs and age 65

Example:

Builder Plus 3 Sample - 45 Male with Projected Benefits at Age 70

Using Non-Guaranteed Net Cash Surrender Value & Death Benefit

| | Protected Death Benefit | Distributable Fund* |
|------------|-------------------------|---------------------|
| Value | \$490,385 | \$857,960 |
| Income | \$25,000 | \$1,000,225 |
| Protection | \$830,835 | \$527,723 |

*Illustrated Distribution Fund projection is not assuming any Loan balance

Living Benefits

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| | ADDvantage® Term | Custom Guarantee® UL, Protection Builder IUL®, Builder Plus IUL® 3, Smart Builder® IUL 2 |
|--|---|---|
| Acceleration maximums | | |
| Chronic illness benefit on the initial election date | Lesser of: 24% of face amount or \$480K ¹ | Lesser of: 24% of death benefit or \$480K ¹ |
| Terminal illness benefit on election date | Lesser of: 90% of face amount or \$1M | Lesser of: 90% of death benefit or \$1M |
| Critical illness benefit at each election | Lesser of: 90% of face amount or \$1M ² | Lesser of: 25% of death benefit or \$50K |
| Premiums/monthly deductions waived? | | |
| Chronic illness | No | Yes ³ |
| Terminal illness | Yes | |
| Critical illness | No | |

Critical

- T2 or better
- Age 75 or younger at issue
- No Medical flat extras

Chronic

- T4 or better
- Age 80 or younger at issue
- No Medical flat extras

- Term – UW at time of Claim
- UL & IUL – No UW at time of Claim



Write Away – Accelerated UW



- 13 days is the average time for approval with accelerated UW

56%

- 56% of the apps that qualify for WriteAway are approved WITHOUT an exam or labs

Age & Face amounts
\$2M – ages 18-50
\$1M – ages 51-60



Public Data

+



Online Application

=



Opportunity for No
Labs/Exams

=



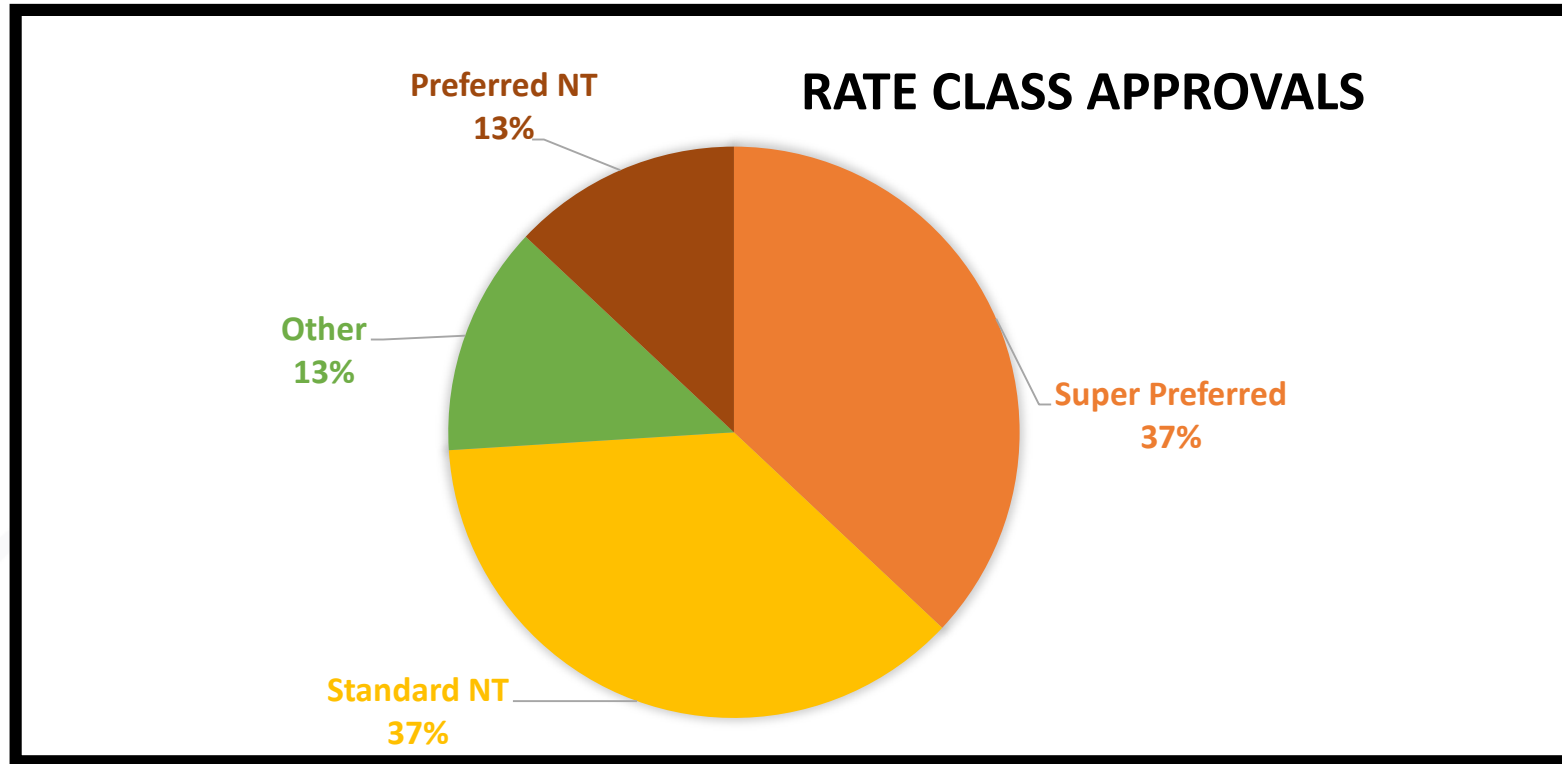
FAST DECISION!

<https://engage.northamericancompany.com/writeaway>



Underwriting

Life





Thank
You!



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