

Life



Products at a Glance

A quick overview of our complete product line



Products at a Glance

Use this tool to help you easily compare product benefits to match your clients' needs.

TERM LIFE INSURANCE

Classic Term

Top-tier term coverage designed for simplicity and highly competitive rates.

- Low cost - competitively priced
- Offers 10 and 15-year periods
- \$500,000 minimum face amount
- Available on WriteAway^{®3}
- Exclusively available on SimpleSubmit[®] e-app
- 2017 CSO mortality compliant

ADDvantage[®]

Simple and affordable term coverage that's fully convertible and offers competitive rates

- Offers 10, 15, 20, and 30-year level premium guarantee periods, depending on issue age⁷
- \$100,000 minimum face amount
- Accelerated death benefit for critical, chronic, and terminal illness²
- Available on WriteAway^{®3}
- 2017 CSO mortality compliant

NOTE: The critical and chronic illness benefits on ADDvantage Term are not available in California.

UNIVERSAL LIFE INSURANCE

Custom Guarantee[®]

For clients looking for low-cost guaranteed death benefit⁶ coverage

- Guarantee the death benefit to any age up to 120⁶
- Premium Recovery Endorsement¹³ provides the opportunity to recover part or all of the total premiums paid within a 60-day window after the 15th, 20th, and 25th policy anniversary upon full surrender of the policy
- Guaranteed exchange privilege allows exchange to IUL products without evidence of insurability and NO surrender charge¹⁴
- Accelerated death benefit for critical, chronic, and terminal illness²
- Available on WriteAway^{®3}
- 2017 CSO mortality and PBR (principles based reserving) compliant

INDEXED UNIVERSAL LIFE INSURANCE

Protection Builder with Premium Guarantee Rider (PGR)

Ideal for clients who desire an extended death benefit guarantee with strong potential for cash value accumulation.

- Optional PGR extends the No-Lapse Guarantee period to any age up to 120⁶
- Premium Recovery Endorsement provides the opportunity to recover part or all of the total premiums paid within a 60-day window after the 15th, 20th, and 25th policy anniversary upon full surrender of the policy¹³
- Interest bonuses on both the fixed and index accounts⁸
- Variable interest rate loans available on day one
- Guaranteed Net Zero Cost Loans in years 6+⁹

- Overloan Protection Option¹⁰
- Protected Death Benefit¹⁰
- Accelerated death benefit for critical, chronic, and terminal illness²
- Available on WriteAway^{®3}
- 2017 CSO mortality and PBR (principles based reserving) compliant

Protection Builder (Base Policy)

For clients requiring a cash value accumulation product with a low-cost structure and low face amount. Excellent for single-pay and short-pay cases.

- Potential for high long-term cash value growth
- Low-cost structure for low premium to carry
- Interest bonuses on both the fixed and index accounts⁸
- Variable interest rate loans available on day one
- Guaranteed Net Zero Cost Loans in years 6+⁹
- Overloan Protection Option¹⁰
- Protected Death Benefit Option¹⁰
- Accelerated death benefit for critical, chronic, and terminal illness²
- Available on WriteAway^{®3}
- 2017 CSO mortality and PBR (principles based reserving) compliant

Builder Plus IUL 2

Designed for high long-term cash value accumulation potential for clients with a less conservative view of how indexes will perform.

- Strong long-term cash-value accumulation through the Account Interest Multiplier¹² (applied in year 1+) and an interest bonus
- Return of Premium death benefit option¹¹
- Variable interest rate loans available on day one
- Accelerated death benefit for critical, chronic, and terminal illness²
- Interest bonus on fixed and index account⁸
- Available on WriteAway^{®3}
- 2017 CSO mortality and PBR (principles based reserving) compliant

Smart Builder

with Waiver of Surrender Charge Option (WOSC) Rider^{3,15}

For clients who want to leverage their premium into a larger generally tax-free death benefit all while maintaining access to potential cash value.

- 0% premium load
- 0% surrender charge when WOSC is selected at time of application
- Surrender charge period is 10 years if WOSC is not selected at time of application
- Strong early cash value performance
- Accelerated death benefit for critical, chronic, and terminal illness²
- The WOSC is available on both business and individual cases
- Variable interest rate loans available on day one
- 10% of the account value is available for a penalty-free withdrawal beginning in policy year two
- Available on WriteAway^{®3}
- 2017 CSO mortality and PBR (principles based reserving) compliant

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	Classic Term: Top-tier term coverage designed for simplicity and highly competitive rates.	ADDvantage® Term: Term insurance protection to meet their death benefit coverage needs.
Target Market	<ul style="list-style-type: none"> • Ultra low-cost death benefit protection • Mortgage protection • Buy-sell agreements • Key person insurance • Sales scenarios where premium price is the primary concern 	<ul style="list-style-type: none"> • Broad market appeal • Individuals seeking guaranteed term coverage
Issue Ages (age nearest)	<ul style="list-style-type: none"> • Classic Term 10-year—18–75 • Classic Term 15-year—18–70 	<ul style="list-style-type: none"> • ADDvantage 10—18–75 • ADDvantage 15—18–70 • ADDvantage 20—18–65 • ADDvantage 30—18-55 (Non-Tobacco) 18-50 (Tobacco)
Maturity Age	N/A	Age 95
Minimum Face Amount	\$500,000	\$100,000
Premium Limit	N/A	N/A
Annual Policy Fee	\$65	\$65
Death Benefit Option	Level	Level
Guaranteed Coverage	<ul style="list-style-type: none"> • Classic Term 10—10-years • Classic Term 15—15-years 	<ul style="list-style-type: none"> • ADDvantage 10—10 years • ADDvantage 15—15 years • ADDvantage 20—20 years • ADDvantage 30—30 years
Underwriting Classes	<ul style="list-style-type: none"> • Super Preferred Non-Tobacco • Preferred Non-Tobacco • Standard Non-Tobacco • Preferred Tobacco 	<ul style="list-style-type: none"> • Super Preferred Non-Tobacco • Preferred Non-Tobacco • Standard Non-Tobacco • Preferred Tobacco • Standard Tobacco
Riders and Endorsements Available	None	<ul style="list-style-type: none"> • Children's Term Life Insurance Rider • Waiver of Term Premium for Disability Rider^{3,4} • Accelerated death benefit for critical, chronic, and terminal illness^{2,*}
Banding	<ul style="list-style-type: none"> • Band 1: \$500,000–\$999,999 • Band 2: \$1,000,000 + 	<ul style="list-style-type: none"> • Band 1: face amounts \$100,000–\$249,999 • Band 2: face amounts \$250,000–\$499,999 • Band 3: \$500,000–\$999,999 • Band 4: \$1,000,000 +
Convertibility	None	Allowed during the level premium period of policy, or up to age 75 (70 for ADDvantage 30), whichever is earlier. Conversion period is never less than five years, regardless of issue age.

* NOTE: The critical and chronic illness benefits on ADDvantage term are not available in California.

THE QUICK WAY TO GET AN OVERVIEW

	————— Universal Life Insurance Custom Guarantee®	————— Indexed Universal Life Insurance Protection Builder
Target Market	<ul style="list-style-type: none"> • Individuals seeking long-term guarantees • Wealth transfer 	<ul style="list-style-type: none"> • Family protection • Legacy building • Retirement Planning
Issue Ages	15 days–85 (age nearest)	15 days–85 years (age nearest)
Maturity Age	120, Extended Maturity Feature	120, Extended Maturity Feature
Minimum Face Amount	\$50,000 for issue ages 15 days–59 years \$25,000 for issue ages 60 years–85 years	\$50,000 for issue ages 15 days–59 years \$25,000 for issue ages 60 years–85 years
Premium Limit	\$500,000	\$500,000
Target Premium/ Commission Option(s)¹	<ul style="list-style-type: none"> • Two-year target available at policy issue. The level premium to guarantee the policy to age 120 is typically fully commissionable to issue age 75. • Commission Option: A) Heaped. 	<ul style="list-style-type: none"> • Two-year rolling target available at policy issue when 80% of commissionable target premium is paid in the first policy year. Rolling target will not be applied to commissions for specified increases at later durations. • Commission Option: A) Heaped; B) Heaped/Asset Trail
Guaranteed Interest Rate	2.5%	<ul style="list-style-type: none"> • Minimum guaranteed Fixed Account rate is 1.5% • Minimum Account Value guaranteed interest rate is 2.5%
Underwriting Classes	<ul style="list-style-type: none"> • Super Preferred NT—ages 18–85 • Preferred NT—ages 18–85 • Standard NT—ages 15 days–85 • Preferred TB—ages 18–85 • Standard TB—ages 15 years–85 	<ul style="list-style-type: none"> • Super Preferred NT—ages 18–85 • Preferred NT—ages 18–85 • Standard NT—ages 15 days–85 years • Preferred TB—ages 18–85 • Standard TB—ages 15 years–85
Waiver of Surrender Charge Option	N/A	N/A
Benefits, Endorsements and Riders— See footnotes for state availability	<ul style="list-style-type: none"> • Accidental Death Benefit Rider • Accelerated death benefit endorsement for critical, chronic, and terminal illness² • Children's Term Life Insurance Rider • Guaranteed Insurability Rider • Waiver of Monthly Deductions Rider^{3,4} 	<ul style="list-style-type: none"> • Premium Recovery Endorsement • Accidental Death Benefit Rider • Accelerated death benefit endorsement for critical, chronic, and terminal illness² • Children's Term Life Insurance Rider • Premium Guarantee Rider • Waiver of Monthly Deductions Rider^{3,4} • Guaranteed Insurability Rider
Loans/Partial Surrenders⁵		<ul style="list-style-type: none"> • Variable interest rate loans beginning in policy year one • Standard loans beginning in policy year one • Partial surrenders available in the first policy year
Surrender Charge Period	20 years or to age 95, if less	15 years 0–80, 10 years 81+

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OF NORTH AMERICAN COMPANY'S PRODUCTS.

	— Indexed Universal Life Insurance — Builder Plus IUL 2	— Indexed Universal Life Insurance — Smart Builder
Target Market	<ul style="list-style-type: none"> • Strong long-term cash value growth potential • Retirement planning • Cases with a high funding level 	<ul style="list-style-type: none"> • Strong early cash value growth potential • Access to potential cash value • Opportunity to cover the high cost of a critical, chronic, or terminal illness²
Issue Ages	15 days–75 years (age last)	15 days - 80 years (age last)
Maturity Age	120, Extended Maturity Feature	120, Extended Maturity Feature
Minimum Face Amount	\$50,000	\$100,000
Premium Limit	\$1,000,000	\$250,000
Target Premium/Commission Option(s)¹	<ul style="list-style-type: none"> • Two-year rolling target available at policy issue when 80% of commissionable target premium is paid in the first policy year. Rolling target will not be applied to commissions for specified increases at later durations. • Commission Option: A) Heaped; B) Heaped/Asset Trail 	<ul style="list-style-type: none"> • Commission Option: A) Heaped; B) Heaped/Asset Trail; C) Levelized • For policies with the Waiver of Surrender Charge Option Rider, the policy must use Commission Option C. • For policies with the Waiver of Surrender Charge Option Rider, if a full surrender or lapse occurs during the first policy year, 100% of the compensation paid will be charged back.
Guaranteed Interest Rate	<ul style="list-style-type: none"> • Minimum guaranteed Fixed Account interest rate is 1.5% • Minimum Account Value guaranteed interest rate 2.5% 	<ul style="list-style-type: none"> • Minimum guaranteed Fixed Account interest rate is 1.5% • Minimum Account Value guaranteed interest rate 2.5%
Underwriting Classes	<ul style="list-style-type: none"> • Super Preferred NT—ages 18–75 • Preferred NT—ages 18–75 • Standard NT—ages 15 days–75 years • Preferred TB—ages 18–75 • Standard TB—ages 15 years–75 	<ul style="list-style-type: none"> • Super Preferred NT—ages 18–80 • Preferred NT—ages 18–80 • Standard NT—ages 15 days–80 years • Preferred TB—ages 18–80 • Standard TB—ages 15 years–80
Waiver of Surrender Charge Option	N/A	✓
Benefits, Endorsements and Riders— See footnotes for state availability	<ul style="list-style-type: none"> • Account Interest Multiplier (applied in year 1+) guaranteed on index account • Return of Premium Death Benefit Option¹¹ • Overloan Protection and Protected Death Benefit options are included in the policy¹⁰ • Accidental Death Benefit Rider • Accelerated death benefit endorsement for critical, chronic, and terminal illness² • Children's Term Life Insurance Rider • Waiver of Monthly Deductions Rider^{3,4} • Guaranteed Insurability Rider 	<ul style="list-style-type: none"> • Waiver of Surrender Charge Option Rider^{3,15} • Return of Premium Death Benefit Option¹¹ • Overloan Protection and Protected Death Benefit options are included in the policy¹⁰ • Accidental Death Benefit Rider • Accelerated death benefit endorsement for critical, chronic, and terminal illness² • Children's Term Life Insurance Rider • Waiver of Monthly Deductions Rider^{3,4} • Guaranteed Insurability Rider • 10% of the account value is available for a penalty-free withdrawal beginning in policy year two • 0% premium load
Loans/Partial Surrenders⁵	<ul style="list-style-type: none"> • Variable interest rate loans beginning in policy year one • Standard loans beginning in policy year one • Partial surrenders available in the first policy year 	<ul style="list-style-type: none"> • Variable interest rate loans beginning in policy year one • Standard loans beginning in policy year one • Partial surrenders available in the first policy year
Surrender Charge Period	10 years	10 years without the Waiver of Surrender Charge Option Rider.

Visit northamericancompany.com for the latest tools and resources to help grow your business!

CALIFORNIA NOTE: Agents offering, marketing, or selling accelerated death benefits for chronic illness in California must be able to describe the differences between benefits provided under an accelerated death benefit for chronic illness and benefits provided under long-term care insurance to clients. You must provide clients with the ADBE Consumer Brochure for California that includes this comparison. Comparison is for solicitation purpose only, not for conversions.

1. Commission option selections may be restricted based on the sales situation. Consult our illustration software for target premium and commission option(s) on a specific case.
2. Subject to eligibility requirements. The death benefit will be reduced by the amount of the death benefit accelerated. Since benefits are paid prior to death, a discount will be applied to the death benefit accelerated. As a result, the actual amount received will be less than the amount of the death benefit accelerated. An administrative fee applies at time of election.
3. Not available in California.
4. Not available in New Jersey.
5. In some situations loans and withdrawals may be subject to federal taxes. North American Company for Life and Health Insurance does not give tax or legal advice. Clients should be instructed to consult with and rely on their own tax advisor or attorney for advice on their specific situation. Income and growth on accumulated cash values is generally taxable only upon withdrawal. Adverse tax consequences may result if withdrawals exceed premiums paid into the policy. Withdrawals or surrenders made during a Surrender Charge period will be subject to surrender charges and may reduce the ultimate death benefit and cash value. Surrender charges vary by product, issue age, sex, underwriting class, and policy year.
6. Subject to premium payment requirements.
7. Premiums are guaranteed to remain level for the initial 10, 15, 20, 30-year period. After the premium guarantee period, premiums will increase annually but will never exceed the Guaranteed Annual Renewal Premium.
8. Builder Plus IUL 2 and Protection Builder offer a conditionally guaranteed interest bonus on the fixed account. If we are crediting interest in excess of the guaranteed interest rate and your client's policy is in effect after the 10th policy anniversary, your client's policy will receive an interest bonus. The interest bonus is 0.75% for Protection Builder, and 1.0% for Builder Plus IUL 2 above the then current interest rate. The interest bonus percentages are not guaranteed and subject to change; however, once a policy is issued, the percentage will not change. For standard policy loans or net zero-cost loans, the interest bonus is not applied to any loaned amount. The interest bonus on the index account is guaranteed.
9. Net Zero Cost Loans are loans charged and credited at the same interest rate percentage for a net zero cost. The policy year and amount available vary by product. Please refer to the specific product marketing guide for details.
10. Some living benefits cannot be elected simultaneously. If the Overloan Protection Benefit is elected, the accelerated death benefits and the protected death benefit cannot be elected. If the policy has a Premium Guarantee Rider attached to it, such rider will be terminated upon the election of the Protected Death Benefit.
11. Subject to eligibility requirements and only available at time of policy issue.
12. Account Interest Multiplier is applied after interest credit or index credit is determined and before any interest bonus. It is not applied to the interest bonus nor any portion of the Account Value that is Policy Debt or the Minimum Account Value. The multiplier is guaranteed on the index account, and conditionally guaranteed on the fixed account.
13. This benefit will remain in effect to the 25 year policy anniversary as long as all gross premiums paid guarantee the policy to at least attained age 95, assuming no policy loans are taken. The premium recovery value is the total premiums paid less any policy debt or withdrawals, including withdrawal charges and processing fee. The total premiums paid will be reduced by the same portion as the death benefit for any acceleration of the death benefit. The premium recovery value will never be less than the net cash surrender value. Refer to the endorsement for complete details.
14. Allows policyowner the right to exchange policy, without evidence of insurability and surrender charges, to one of our cash value accumulation indexed universal life policies available at the time of exchange. The Cash Surrender Value on the new policy may not be greater than the Cash Surrender Value on the policy being exchanged. Not available for policy ages 76 and above or if there is an outstanding policy loan.
15. Available for an additional charge per \$1,000 of face amount per month, depending on issue age and underwriting class. Surrender charges will be waived upon a full surrender or partial surrender. Surrender charges will not be waived if the policy is surrendered under an external 1035 Exchange (except in Florida). A decrease charge will be assessed if a reduction in the policy face amount is requested during the Waiver of Surrender Charge Period. However for Smart Builder IUL, if a partial withdrawal results in a reduction of the face amount, the withdrawal charge is waived. Waiver of Surrender Charge Option Rider is not available in California. The Waiver of Surrender Charge Option Rider must be selected at the time of application.

Indexed Universal Life insurance products are not an investment in the "market" or in the applicable index and are subject to all policy fees and charges normally associated with most universal life insurance.

Sammons FinancialSM is the marketing name for Sammons[®] Financial Group, Inc.'s member companies, including North American Company for Life and Health Insurance[®]. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, North American Company for Life and Health Insurance.

Please refer to the current marketing guides for complete product details.

Classic Term (policy form series LS188), ADDvantage Term (policy form series LS174), Custom Guarantee UL (policy form series LS185), Protection Builder IUL (policy form series LS186), Builder Plus IUL 2 (policy form series LS183), Smart Builder IUL (policy form series LS187), or state variations, including all applicable endorsements and riders, are issued by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Products, features, riders, endorsements or issue ages may not be available in all jurisdictions. Limitations and restrictions may apply.



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