

Life



# Smart Builder IUL Protection Builder IUL Builder Plus IUL 2

North American Company's indexed universal  
life insurance portfolio - marketing brochure



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The key component to all life insurance is to provide financial protection for those loved ones left behind should the unexpected happen. Indexed universal life insurance is no different—it helps families continue so they can send children to school, pay the mortgage, and cover life's daily expenses. It may also help businesses continue should a key person die, so the remaining employees may keep working and provide for their families.

What makes indexed universal life (IUL) insurance different is that it offers your clients the opportunity to earn tax-deferred interest on the interest credits linked to the performance of one or more stock market indices.<sup>1</sup>

This feature gives your clients the potential for strong cash value accumulation. Plus, it offers downside protection in a poorly performing market because your clients don't participate directly in the stock market and the credited interest rate is never less than zero percent—**Guaranteed.**

## With North American's IULs:

- The interest rate credited to the policy's index account value is linked to the performance of the index or indices chosen and will never be less than zero percent.
- The premiums are not invested in any stocks, bonds, or equity investments.
- The index performance does not include dividends on the stocks that make up each index.
- The premium allocation to an Index Selection does not represent an investment in any index or market.

North American's IUL portfolio includes competitive products that can help meet the needs of your next client.

1. The tax-deferred feature of indexed universal life policy is not necessary for a tax-qualified plan. In such instances, your client should consider whether other features, such as the death benefit and optional riders make the policy appropriate for your client's needs. Before purchasing this policy, your client should obtain competent tax advice both as to the tax treatment of the policy and the suitability of the product.



## Products built to fit your clients' needs

Whether your clients are considering life insurance for personal or business needs, North American has an IUL product to help fit their coverage requirements and achieve their financial goals.

Product	Description	Uses		Key features
<b>Protection Builder IUL</b>	Designed to provide a guaranteed death benefit for the desired length of time, even up to age 120. <sup>2</sup>	<b>Individuals:</b> Retirement planning Annuity maximization Legacy building Estate planning 1035 exchanges	<b>Businesses:</b> Buy-sell agreements Executive bonus	<ul style="list-style-type: none"> <li>• Premium guarantee rider</li> <li>• Interest bonus on fixed &amp; index account</li> <li>• Capped variable interest rate loans</li> <li>• Accelerated death benefits<sup>8</sup></li> <li>• Premium recovery endorsement<sup>3</sup></li> </ul>
<b>Smart Builder IUL</b>	Designed to build early cash value and to provide early access to cash value through policy loans and withdrawals. <sup>6</sup>	<b>Individuals:</b> Annuity maximization 1035 exchanges Lump sums or short pay scenarios	<b>Businesses:</b> Buy-sell agreements Key-person Executive bonus	<ul style="list-style-type: none"> <li>• Waiver of surrender charge option rider<sup>7</sup></li> <li>• 0% premium load</li> <li>• Accelerated death benefits<sup>8</sup></li> <li>• Return of premium death benefit option<sup>5</sup></li> </ul>
<b>Builder Plus IUL 2</b>	Designed to provide better cash value through the Account interest multiplier. <sup>4</sup>	<b>Individuals:</b> Retirement planning 1035 exchanges College funding Mortgage protection	<b>Businesses:</b> Buy-sell agreements Executive bonus	<ul style="list-style-type: none"> <li>• Account interest multiplier<sup>4</sup></li> <li>• Return of premium death benefit option<sup>5</sup></li> <li>• Interest Bonus on Fixed &amp; Index Account</li> <li>• Capped Variable Interest Rate Loans</li> <li>• Accelerated death benefits<sup>8</sup></li> </ul>

2. Subject to premium payment requirements. In illustration software, there may be restrictions in the length of the guaranteed death benefit. See illustration software for details.

3. The Premium Recovery Endorsement allows the owner to fully surrender the policy during the premium recovery period and recover all or a portion of the total premiums paid less any policy debt or withdrawals, including withdrawal charges and processing fees. The total premiums paid will be reduced by the same portion as the death benefit for any acceleration of the death benefit. This endorsement will remain in effect to the 25-year policy anniversary as long as the qualification test is satisfied at each policy anniversary. Generally, the qualification test is met if the gross premiums paid guarantee the policy to at least the insured's attained age of 95, assuming no policy loans are taken. In some instances, additional premium may be required based on underwriting class, table ratings or flat extras. If the Premium Recovery Endorsement terminates, it cannot be reinstated. This benefit is available for a 60-day window following the 15, 20, and 25-year policy anniversaries. The owner may recover up to 50% of paid premiums if exercised following the 15-year anniversary, and up to 100% of paid premiums if exercised following the 20 or 25-year anniversaries. The maximum amount that can be recovered is capped at 50% of the lowest specified amount of the policy. The premium recovery value will never be less than the net cash surrender value. Please reference the policy for complete details.

4. 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 or any portion of the Account Value that is Policy Debt or the Minimum Account Value.

5. Subject to eligibility requirements. The maximum issue age is 70. Not allowed if the primary insured has a table rating greater than 4 or a flat extra rating.

6. In some situations loans and withdrawals may be subject to federal taxes. 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. North American Company 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.

7. The Waiver of Surrender Charge Option Rider must be selected at the time of application.

8. Subject to eligibility requirements.





Be sure to complete the  
mandatory IUL certification  
exam before your first IUL sale!

## Indexed UL markets

Those interested in indexed universal life want generally the basics provided by traditional universal life insurance—permanent death benefit protection, flexibility of specified amount, and premium payment frequency.

People seek indexed universal life for a variety of reasons, including:

- **Retirement planning:** Clients get coverage during their working years while generating cash surrender value to help supplement retirement income.
- **Buy-sell agreement:** IUL can help generate the cash value needed to supplement the buy-out of a business.
- **Legacy building:** Your client's estate can be significantly increased with the purchase of a life insurance product that offers a guaranteed death benefit option and access to cash value accumulation.
- **Annuity maximization:** Purchasing an IUL with annuity funds<sup>9</sup> can provide your clients the most value for their loved ones without the limitations of income or estate taxes.<sup>10</sup>
- **Estate planning:** IUL offers death benefit protection along with the potential for cash value accumulation, which may make it a suitable estate planning solution to help offset estate taxes, build an estate, and equalize inheritances.<sup>10</sup>
- **Limited-pay plans:** Not all life insurance requires out-of-pocket premium payments in all years. Sometimes, a limited-pay premium payment structure works best. These limited-pay scenarios are even more reliant on interest rates to maintain sufficient policy values than annual pay scenarios, since policy costs and expenses are deducted from the policy's account value each month regardless of whether or not a premium payment is received.

9. Removing funds from an annuity may result in surrender charges and/or income taxes.

10. Neither North American Company for Life and Health Insurance nor its agents give tax advice. Please advise your customers to consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.

## Indexed UL markets (continued)

- **Key person:** IUL offers death benefit protection that can help business owners shoulder the financial burden related to the loss of a key employee.
- **1035 exchanges:** A North American IUL policy may dramatically improve a client's projected performance in building cash values or death benefit.
- **Executive bonus:** Businesses will value the non-cash bonus provided for executives through IUL's death benefit protection.
- **Mortgage protection with early payoff:** Like traditional universal life insurance, the death benefit may be used to pay off a mortgage. However, with North American IUL, the policy could generate enough cash value accumulation to pay off the mortgage early.
- **College funding:** Like traditional universal life insurance, the IUL death benefit may be used to pay college tuition in the event of a parent's death. Additionally, the policy could accumulate enough cash value to supplement college tuition through the use of policy loans.

NOTE: North American offers comprehensive sales concept kits for many of the marketing concepts listed above.

Go to [www.northamericancompany.com/marketing-toolkit-sales-concepts](http://www.northamericancompany.com/marketing-toolkit-sales-concepts) for more information.

## How North American's IUL products work (Applies to all IUL products listed on pg. 4.)

- Policyowners can direct premiums to an account that offers a fixed rate of return (the **fixed account**), to one or more **index selections** or to a combination of both, depending on what they think is right for them. Note: If the policyowner chooses, 100% of net premiums can be allocated to the index selections.
- The fixed account earns interest at the company's declared rate. The interest rate for the fixed account is guaranteed never to be less than 1.5%.
- When premium is allocated to a particular index selection, an **index segment** (or "bucket") is created and an **index period** begins. The index period is the length of time over which the index change is measured. Each premium has its own bucket.
- Each index segment receives its own **index credit** (if any) on the **index crediting date** (the first business day on or after the end of the index period).
- The index credit is affected by partial withdrawals, and it is subject to the **index participation rate**, the **index cap rate**, the **index floor rate**, and the **index spread rate**. The index credit will never be less than zero.
- Index segments automatically renew for another year unless a transfer occurs. If premiums are received on the same day as the beginning of an index period, they will be rolled into the same index segment.
- Transfers out of an index selection can only occur at the end of an index period.

**Terms appearing in bold print are defined in the glossary.**

COLLEGE FUNDING: The primary purpose of life insurance is to provide a death benefit to beneficiaries. Because of the uncertainty surrounding all funding options except savings, it is critical to encourage your clients to make personal savings the cornerstone of your clients' college funding program. However, even a well-conceived savings plan can be vulnerable. Should your clients die prematurely, their savings plan could come to an abrupt end. To protect against this unexpected event, life insurance may be the only vehicle that can help assure the completion of a funding plan. In addition to the financial protection aspect of insurance, the tax-deferred buildup of cash values can be part of your clients' savings plan. Generally, if the policy is not a Modified Endowment Contract then tax-free withdrawals can be made up to the contract's cost basis. Moreover, if the policy is not a Modified Endowment Contract, then loans in excess of the cost basis are also tax free as long as the policy remains in force.

# Premium buckets

Premium may be received at different times, so North American’s IUL products use index segments or “buckets.” Each premium payment is handled as a separate bucket. A policy with monthly premiums could have a minimum of 12 different buckets—that’s 12 different index starting points and 12 different possible credited interest rates and 12 different annual reset points to start the next index period.

## Example: Semi-annual premium payment



This is a hypothetical example intended to illustrate how index change applies to Index Segments, and is not intended to predict the performance of any Index Selection.

## Index period start and end dates

- An index segment is created on the date a premium is allocated or a transfer is made to an index selection.
- The start date of the first index period for an index segment is the date the index segment is created.
- The end date of an index period is 12 consecutive months after its start date, regardless of whether the end date is on a business day. If the start date was February 29, the end date will be March 1.

*Example:*

*Premium received 9/1/18 has a start date of 9/1/18. The start of the next index period is the end date of the previous index period. In this example, after interest is credited, the next index period has a start date of 9/1/19 and an end date of 9/1/20.*

## Index credit

- The index credit, if any, is added to the index segment(s) on the index crediting date, the business day which falls on or immediately follows the index period's end date.
- The index credit is calculated using the beginning value of the index segment. Monthly deductions for policy charges and expenses during the index period will not reduce the index segment value on which the index credit is based.<sup>11</sup>
- At the end of an index period, a new index period will begin and any values in an index segment will remain in the same index segment, unless changed by the client. The index value used for the start date of the new index period will be the same as the index value used for the previous index period's end date. It is possible to have an index period's end date and a new index period's start date fall on a weekend or business holiday; however, the index value used in the calculation of the index credit will be the index value on the close of the next business day.

## Annual reset

North American's IUL products contain an annual reset design. With this design, each year's credited interest rate is locked in on the index crediting date, and a new starting point is determined.

## Index options

All plans offer index options that allow your clients to customize a plan that's right for them. While your clients don't invest directly in an index, they may choose which index is used to calculate the credited interest rate for their policy. Below are the index options available:

- The Standard & Poor's 500® Composite Stock Price Index (S&P 500®).
- The Standard & Poor's MidCap 400® Composite Stock Price Index (S&P 400®).
- The NASDAQ-100® Stock Price Index (NASDAQ-100®).
- The EURO STOXX 50®.
- The Russell 2000® Index.
- Multi-Index—An index option based on the performance of the S&P 500®, Russell 2000®, and the EURO STOXX 50®. The index growth is measured by 50% of the growth of the best performing index, 30% of the growth of the second best performing index, plus 20% of the growth of the third best performing index. The index credit, if any, is credited and locked in on an annual basis.

Your clients can choose to allocate premiums to the indices listed above (subject to availability) in any combination. They may also allocate premiums to the fixed account.

<sup>11</sup> Index Credits will only be given if the Index Segment still exists at the end of the Index Period. Withdrawals and transfers made before the end of the Index Period will reduce the Index Credit.



## Index crediting methods

The index crediting method refers to the way that the change in the index value is calculated for each index period. Crediting methods vary by product. The index crediting methods are explained in detail starting on page 12.

The index options can be paired with the index crediting methods as shown here:

Index option	Annual point-to-point	Annual point-to-point w/ spread	Monthly point-to-point
S&P 500 <sup>®</sup>	✓	✓	✓
NASDAQ-100 <sup>®</sup>	✓		
Uncapped S&P 500 <sup>®</sup>	✓		
Russell 2000 <sup>®</sup>	✓		
S&P MidCap 400 <sup>®</sup>	✓		
EURO STOXX 50 <sup>®</sup>	✓		
High Par S&P 500 <sup>®</sup>	✓		
Multi-Index (S&P 500 <sup>®</sup> , EURO STOXX 50 <sup>®</sup> , Russell 2000 <sup>®</sup> )	✓		

## Credited interest rate

Any index credit applied to your client's policy equals the index segment value at the beginning of each index period, less any partial surrenders or transfers, multiplied by a credited interest rate based on any index change. The credited interest rate may differ from the actual index change because of four features: 1) index cap rate; 2) index participation rate; 3) index floor rate; and 4) index spread rate.

1. An **index cap rate** is the maximum interest rate that is used in the calculation of the index credit. The index cap rate will be declared for each index segment in advance of each index period. It will never be less than the minimum index cap rate shown in the policy. (Some index selections are available without any cap, which means there is no maximum limit on the interest rate.)
2. An **index participation rate** is the portion of the index change that is used in the calculation of the index credit. The index participation rate will be declared for each index segment in advance of each index period, but it will never be less than the minimum index participation rate shown in the policy.
3. An **index floor rate** is the minimum interest rate that is used in the calculation of the index credit. The index floor rate is declared for each index segment in advance of each index period, and is guaranteed to never be less than 0%.
4. An **index spread rate** is the rate that is subtracted from the index growth. The index spread rate will be declared for each index segment in advance of each index period, and it will never be greater than the maximum index spread rate shown in the policy. The index spread rate only applies to the S&P 500<sup>®</sup> annual point-to-point with spread.

Index change (if any)

X

Index participation rate

=

Credited interest rate (subject to index cap rate, index floor rate, and index spread rate.)

Credited interest rate examples appear on page 10.

## Credited interest rate examples:

### A. Index cap rate is 10%, index participation rate is 100%, and index floor rate is 0%.

• Beginning index value (S&P 500®):	1,000
• Ending index value (S&P 500®):	1,150
Step 1. index change =	15.00%
Step 2. apply index participation rate (100%) =	15.00%
Step 3. apply index cap rate (10%) =	10.00%
Step 4. apply index floor rate (0%) =	10.00%
<b>Credited interest rate =</b>	<b>10.00%</b>

### B. Index cap rate is unlimited, index participation rate is 40%, and index floor rate is 0%.

• Beginning index value (S&P 500®):	1,000
• Ending index value (S&P 500®):	1,300
Step 1. index change =	30.00%
Step 2. apply index participation rate (40%) =	12.00%
Step 3. apply index cap rate (unlimited) =	12.00%
Step 4. apply index floor rate (0%) =	12.00%
<b>Credited interest rate =</b>	<b>12.00%</b>

### C. Index cap rate is 7%, index participation rate is 140%, and index floor rate is 0%.

• Beginning index value (S&P 500®):	1,000
• Ending index value (S&P 500®):	1,050
Step 1. index change =	5.00%
Step 2. apply index participation rate (140%) =	7.00%
Step 3. apply index cap rate (7%) =	7.00%
Step 4. apply index floor rate (0%) =	7.00%
<b>Credited interest rate =</b>	<b>7.00%</b>

### D. Index spread rate is 4%, index participation rate is 100%, and index floor rate is 0%.

• Beginning index value (S&P 500®):	1,000
• Ending index value (S&P 500®):	1,200
Step 1. index change =	20.00%
Step 2. apply index participation rate (100%) =	20.00%
Step 3. apply index spread rate (4%) =	16.00%
Step 4. apply index floor rate (0%) =	16.00%
<b>Credited interest rate =</b>	<b>16.00%</b>

These are hypothetical examples intended to illustrate how the Index Participation Rate, Index Cap Rate, and Index Floor Rate apply to the calculation of the interest rate credited to Index Segments, and are not intended to predict the performance of any Index Selection.

## Index selections

Current rates can be found on our website, [northamericancompany.com](http://northamericancompany.com), or on the North American Company's Indexed Universal Life Insurance portfolio. Current participation, cap, and floor rates are subject to change.

### Guaranteed rates

Index selection	Minimum index participation rate	Minimum index cap rate	Index floor rate	Maximum index spread rate
1) <b>S&amp;P 500® Annual Point-to-Point</b> Guaranteed	100%	2%	0%	None
2) <b>S&amp;P 500® Monthly Point-to-Point*</b> Guaranteed	100%	0.50%	0%	None
3) <b>Uncapped S&amp;P 500® Annual Point-to-Point</b> Guaranteed	10%	None	0%	None
4) <b>NASDAQ-100® Annual Point-to-Point</b> Guaranteed	100%	2%	0%	None
5) <b>S&amp;P MidCap 400® Annual Point-to-Point</b> Guaranteed	100%	2%	0%	None
6) <b>Russell 2000® Annual Point-to-Point</b> Guaranteed	100%	2%	0%	None
7) <b>EURO STOXX 50® Annual Point-to-Point</b> Guaranteed	100%	2%	0%	None
8) <b>Multi-Index Annual Point-to-Point</b> Guaranteed	100%	2%	0%	None
9) <b>High Par S&amp;P 500® Annual Point-to-Point</b> Guaranteed	140%	1%	0%	None
10) <b>S&amp;P 500® Annual Point-to-Point with Spread</b> Guaranteed	100%	None	0%	30%

\* The index cap rate for the Monthly Point-to-Point index selection is a monthly cap.

## Transfers out of an index segment

- Money can be transferred out of an index segment only at the end of an index period (any index credit will be applied before the transfer takes place).
- The request must be received and processed before the end of the index period.
- Transfer requests can be future dated to coincide with the index period end date.
- The minimum transfer amount is \$100 or the total amount of an index segment, whichever is less.

## Fixed account

- Interest is credited to the fixed account value monthly. The fixed account offers a competitive current interest rate with a guaranteed interest rate of 1.5%.
- The policyowner may transfer money from the fixed account to an index selection at any time.



## Premium at application

- At application, clients must specify the percentage of their initial premium that will be allocated to each selection. There are several available index selections (the number of selections varies by product) and a fixed account selection.
- All funds must be allocated to the fixed account until the policy's initial index participation date, at which time the owner can transfer money to the index selection(s). The initial index participation date is either the policy effective date or the date all policy requirements have been received by North American, whichever is later.

## Index crediting method examples

The index crediting method refers to the way that the change in the index value is calculated for each index period. The index crediting methods offered (which vary by product) are annual point-to-point, multi-index point-to-point, monthly point-to-point, and annual point-to-point with spread.

Below are descriptions of the index crediting methods offered through our IUL products. The following examples are hypothetical and are not intended to predict or project future performance of any index selection.

- 1. Annual point-to-point:** When using the annual point-to-point method, the index change is determined by comparing the index value on the last day of the index period (ending index value) to the index value on the first day of the index period (beginning index value). Index credits, if any, are credited and locked in at the end of the index period.

### The calculation

**Step 1:** (ending index value - beginning index value) / beginning index value.

**Step 2:** Multiply the result of step 1 by the index participation rate.

**Step 3:** Apply the index cap rate by taking the lesser of the result of step 2 and the index cap rate.

**Step 4:** Apply the index floor rate by taking the greater of the result of step 3 and the index floor rate.

**Step 5:** Multiply the credited interest rate (the result of step 4) by the value of the index segment at the beginning of the index period, less any partial surrenders (index segment value).

#### Example

Beginning index value: 1,000.00

Ending index value: 1,120.00

Index participation rate: 100%

Index cap rate: 10%

Index floor rate: 0%

Index segment value: \$10,000.00

Step 1:  $(1,120.00 - 1,000.00) / 1,000.00 = 12.00\%$

Step 2:  $100\% \text{ index participation rate} \times 12.00\% = 12.00\%$

Step 3: lesser of 10% index cap rate or 12.00% = 10.00%

Step 4: greater of 0% index floor rate or 10% = 10.00%

Step 5: index credit =  $10.00\% \times \$10,000.00 = \$1,000.00$

***The index segment would be credited \$1,000.00.***

This is a hypothetical example and is not intended to predict the performance of any index crediting method.

- 2. Multi-index annual point-to-point:** When using the multi-index point-to-point method, the movement of three different indices is measured from the beginning to the end of the 12-month index period. The three indices are S&P 500®, Russell 2000® and the EURO STOXX 50®. Index growth is measured by 50% of the growth of the best performing index, plus 30% of the growth of the second best performing index, plus 20% of the growth of the third best performing index. Index credits, if any, are credited and locked in at the end of the index period. This strategy is only available with the three indices noted above.

## The calculation

**Step 1:** (Ending index value – beginning index value) / beginning index value

This is done for each index in the index group.

**Step 2:** Rank the results of step 1 and multiply by the appropriate index weight.

**Step 3:** Add the results of step 2 together.

**Step 4:** Multiply the result of step 3 by the participation rate.

**Step 5:** Apply the index cap rate by taking the lesser of the result of step 4 and the index cap rate.

**Step 6:** Apply the index floor rate by taking the greater of the result of step 5 and the index floor rate.

**Step 7:** Multiply the credited interest rate (the result of step 6) by the value of the index segment at the beginning of the index period, less any partial surrenders (index segment value).

### Example

Beginning index value (S&P 500®): 1,000.00

Ending index value (S&P 500®): 1,150.00

Beginning index value (Russell 2000®): 800.00

Ending index value (Russell 2000®): 760.00

Beginning index value (EURO STOXX 50®): 2,000.00

Ending index value (EURO STOXX 50®): 2,250.00

#### Step 1:

$$(1,150.00 - 1,000.00) / 1,000.00 = 15.00\%$$

$$(760.00 - 800.00) / 800.00 = -5.00\%$$

$$(2,250.00 - 2,000.00) / 2,000.00 = 12.50\%$$

#### Step 2:

$$\text{S\&P 500}^\circ: 15.00\% \times 50.00\% = 7.50\%$$

$$\text{Russell 2000}^\circ: 12.50\% \times 30.00\% = 3.75\%$$

$$\text{EURO STOXX 50}^\circ: -5.00\% \times 20.00\% = -1.00\%$$

Index weight – best performing: 50%

Index weight – 2nd-best performing: 30%

Index weight – 3rd-best performing: 20%

Total multi-index change

Index participation rate: 100%

Index cap rate: 10%

Index floor rate: 0%

Index segment value: \$10,000.00

$$\text{Step 3: } 7.50\% + 3.75\% + -1.00\% = 10.25\%$$

$$\text{Step 4: } 100\% \text{ index participation rate} \times 10.25\% = 10.25\%$$

$$\text{Step 5: lesser of } 10\% \text{ index cap rate or } 10.25\% = 10.00\%$$

$$\text{Step 6: greater of } 0\% \text{ index floor rate or } 10.00\% = 10.00\%$$

$$\text{Step 7: index credit} = 10.00\% \times \$10,000.00 = \$1,000.00$$

**The index segment would be credited \$1,000.00**

This is a hypothetical example and is not intended to predict the performance of any index crediting method.

- 3. Monthly point-to-point:** The monthly point-to-point crediting method will apply the index credit after the end of the 12-month index period. The growth in the index for each month within that 12-month index period is measured subject to a monthly cap. These 12 monthly values are added together and then an annual floor rate is applied in order to determine the final index credit value. Earnings, if any, are credited and locked in on an annual basis.

## The calculation

**Step 1:** Measure the index growth at the appropriate monthly point (based on the date of deposit).

Index growth is (ending index value - beginning index value) / beginning index value.

**Step 2:** Apply the appropriate cap rate to the monthly growth rate.

**Step 3:** Sum the 12 monthly index rates to derive the 12-month period index growth rate.

**Step 4:** Apply the applicable participation rate to the 12-month period growth rate.

**Step 5:** Apply the applicable floor rate to the 12-month period growth rate to derive the index credit rate.

**Step 6:** Multiply the credited interest rate (step 5) by the value of the index segment at the beginning of the index period, less any partial surrenders (index segment value).

### Example:

Date of deposit:	10/15/18	<b>Step 1:</b>	11/15/18	$(1,550 - 1,560) / 1,560 =$	-0.64%
Starting index value:	1,560		12/15/18	$(1,480 - 1,550) / 1,550 =$	-4.52%
			01/15/19	$(1,470 - 1,480) / 1,480 =$	-0.68%
			02/15/19	$(1,380 - 1,470) / 1,470 =$	-6.12%
Monthly index value:	11/15/18		03/15/19	$(1,330 - 1,380) / 1,380 =$	-3.62%
	12/15/18		04/15/19	$(1,330 - 1,330) / 1,330 =$	0.00%
	01/15/19		05/15/19	$(1,390 - 1,330) / 1,330 =$	4.51%
	02/15/19		06/15/19	$(1,400 - 1,390) / 1,390 =$	0.72%
	03/15/19		07/15/19	$(1,280 - 1,400) / 1,400 =$	-8.57%
	04/15/19		08/15/19	$(1,270 - 1,280) / 1,280 =$	-0.78%
	05/15/19		09/15/19	$(1,290 - 1,270) / 1,270 =$	1.57%
	06/15/19		10/15/19	$(1,160 - 1,290) / 1,290 =$	-10.08%
	07/15/19	<b>Step 2:</b>	11/15/18(lesser of index cap rate of 4% or -0.64%)		-0.64%
	08/15/19		12/15/18(lesser of index cap rate of 4% or -4.52%)		-4.52%
	09/15/19		1/15/19(lesser of index cap rate of 4% or -0.68%)		-0.68%
	10/15/19		2/15/19(lesser of index cap rate of 4% or -6.12%)		-6.12%
			3/15/19(lesser of index cap rate of 4% or -3.62%)		-3.62%
			4/15/19(lesser of index cap rate of 4% or -0.00%)		0.00%
Monthly cap rate:	4%		5/15/19(lesser of index cap rate of 4% or 4.00%)		4.00%
Annual floor rate:	0%		6/15/19(lesser of index cap rate of 4% or 0.72%)		0.72%
Participation rate:	100%		7/15/19(lesser of index cap rate of 4% or -8.57%)		-8.57%
			8/15/19(lesser of index cap rate of 4% or -0.78%)		-0.78%
			9/15/19(lesser of index cap rate of 4% or 1.57%)		1.57%
Index segment value:	\$12,000.00		10/15/19(lesser of index cap rate of 4% or -10.08%)		-10.08%
		<b>Step 3:</b>	sum of monthly index rates =		-28.72%
		<b>Step 4:</b>	100% index participation rate x -28.72% =		-28.72%
		<b>Step 5:</b>	greater of 0% index floor rate or -28.72% =		0.00%
		<b>Step 6:</b>	index credit = 0.00% x \$12,000.00		\$ 0.00
			<b>The index segment would be credited \$0.00.</b>		

This is a hypothetical example and is not intended to predict the performance of any index crediting method.



**4. Annual point-to-point with spread:** When using the annual point-to-point with spread method, the index change is determined by comparing the index value on the last day of the index period (ending index value) to the index value on the first day of the Index period (beginning index value). The index spread rate is subtracted, and then the floor rate is applied to determine the final index credit. Index credits, if any, are credited and locked in at the end of the index period.

## The calculation

**Step 1:** (Ending index value - beginning index value) / beginning index value.

**Step 2:** Multiply the result of step 1 by the index participation rate.

**Step 3:** Apply the index spread rate by taking the result of step 2 and subtracting the index spread rate.

**Step 4:** Apply the index floor rate by taking the greater of the result of step 3 and the index floor rate.

**Step 5:** Multiply the credited interest rate (the result of step 4) by the value of the index segment at the beginning of the index period, less any partial surrenders (index segment value).

### Example

Beginning index value: 1,000.00

**Step 1:**  $(1,200.00 - 1,000.00) / 1,000.00 = 20.00\%$

Ending index value: 1,200.00

**Step 2:**  $100\% \text{ index participation rate} \times 20.00\% = 20.00\%$

Index participation rate: 100%

**Step 3:**  $20.00\% \text{ less } 4.00\% \text{ spread rate} = 16.00\%$

Index cap rate: N/A

**Step 4:** greater of 0% index floor rate or 16% = 16.00%

Index spread rate: 4.00%

**Step 5:**  $\text{index credit} = 16.00\% \times \$10,000.00 = \$1,600.00$

Index floor rate: 0%

**The index segment would be credited \$1,600.00.**

Index segment value: \$10,000.00

This is a hypothetical example and is not intended to predict the performance of any index crediting method.

# Product specifications

NOTE: A signed illustration at the time of application is preferred for IUL cases. If the statement about life insurance illustrations form (L-2766) is submitted at the time of the application in lieu of an illustration for an IUL case, the signed illustration must be submitted for the case before the policy can be issued and the illustration must be signed at that point or at policy delivery.

	Protection Builder IUL	Builder Plus IUL 2	Smart Builder IUL																		
Issue ages	15 days to 85 years (age nearest)	15 days to 75 years (age last)	15 days to 80 years (age last)																		
Minimum specified amount	<ul style="list-style-type: none"><li>• \$50,000 for ages 0-59</li><li>• \$25,000 for ages 60+</li></ul>	\$50,000	\$100,000																		
Maturity date	<p>The maturity date is the insured's attained age 120. All charges taken until the insured's attained age 100 (no additional premium payment accepted after age 100 if policy is in force).</p> <p><b>Extended Maturity</b></p> <p>If the contract is still in force at age 120 and if the IRS will still treat the policy as life insurance past age 120, then the owner may elect to extend the maturity date.</p> <ul style="list-style-type: none"><li>• Must be a level death benefit option.</li><li>• Current interest rate will be credited on non-loaned values.</li><li>• Loan interest will continue to accrue.</li><li>• All policy values will be transferred to the fixed account and variable interest loans will be converted to standard loans.</li><li>• No increases to specified amount, no death benefit option change, no further premium payments, and no additional monthly deductions will be allowed.</li><li>• Any riders or supplemental benefits are terminated</li><li>• We will not allow transfers</li><li>• We will allow withdrawals, subject to the conditions listed in the policy</li></ul>																				
Minimum premium	The minimum premium is the no-lapse guarantee premium to satisfy the no-lapse guarantee period as described below. Please consult illustration software for premiums.																				
No lapse guarantee	<p>If the minimum premium payment requirements are met, coverage will not expire during the no-lapse guarantee period.</p> <table><tr><td>Issue age</td><td>No-lapse guarantee period</td></tr><tr><td>0-54</td><td>Earlier of 15 years or attained age 65</td></tr><tr><td>55+</td><td>10 years</td></tr></table>	Issue age	No-lapse guarantee period	0-54	Earlier of 15 years or attained age 65	55+	10 years	<p>If the minimum premium payment requirements are met, coverage will not expire during the no-lapse guarantee period.</p> <table><tr><td>Issue age</td><td>No-lapse guarantee period</td></tr><tr><td>0-54</td><td>Earlier of 20 years or attained age 70</td></tr><tr><td>55+</td><td>15 years</td></tr></table>	Issue age	No-lapse guarantee period	0-54	Earlier of 20 years or attained age 70	55+	15 years	<p>The duration of the no lapse guarantee periods vary by issue age as follows, provided the no-lapse guarantee minimum premium is paid during the specific period.</p> <table><tr><td>Issue age</td><td>No-lapse guarantee period</td></tr><tr><td>0-64</td><td>Earlier of 15 years or attained age 75</td></tr><tr><td>65+</td><td>10 years</td></tr></table> <p>On a current basis, the policyowner is allowed to “catch up” on the no lapse guarantee minimum premium. On a guaranteed basis, “catchup” is not allowed on the no lapse guarantee minimum premium.</p> <p>Paying a premium amount that is equal to, but not greater than, the no lapse guarantee minimum premium will keep the policy in force during the no lapse guarantee period, but it may result in a lower cash surrender value. In addition, by paying only the minimum required premium, the policyowner may be forgoing the advantage of building up a significant cash value. If the total of all premiums paid is less than the no lapse guarantee premium requirement, the policy may enter the grace period. When the no lapse guarantee period expires, payment of premium amounts significantly higher than the no lapse guarantee premium may be required to keep the policy in force.</p>	Issue age	No-lapse guarantee period	0-64	Earlier of 15 years or attained age 75	65+	10 years
Issue age	No-lapse guarantee period																				
0-54	Earlier of 15 years or attained age 65																				
55+	10 years																				
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55+	15 years																				
Issue age	No-lapse guarantee period																				
0-64	Earlier of 15 years or attained age 75																				
65+	10 years																				
Rolling target	<p>Two-year rolling commissionable target premium:</p> <ul style="list-style-type: none"><li>• We will pay the full first year commission on premium paid during the first 24 policy months up to the commissionable target premium established at the time of issue as long as the premium funding in the first year is at least 80% of the commissionable target premium.</li><li>• We will not apply a rolling target to commissions paid for specified amount increases at later durations.</li></ul>																				
Commission option(s):	<ul style="list-style-type: none"><li>• Option A – Heaped</li><li>• Option B – Heaped/Asset Trail</li></ul>	<ul style="list-style-type: none"><li>- Option A - Heaped</li><li>- Option B - Heaped with trail</li><li>- Option C - Levelized</li></ul> <p>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.</p>																			

	Protection Builder IUL	Builder Plus IUL 2	Smart Builder IUL
<b>Fixed account guaranteed interest rate</b>	Guaranteed: 1.5% Current: Please consult illustration software		
<b>Account interest multiplier</b>	N/A	15% current (10% guaranteed) multiplier in years 1-10; 10% guaranteed in years 11+; applied to index and fixed account rates.  The multiplier is not applied to the interest bonus, the minimum account value, nor any portion of the account value that is policy debt.	N/A
<b>Interest bonus on fixed account</b>	Current interest bonus rate is 0.75% in years 11+ when North American declares a current interest rate that exceeds the guaranteed interest rate (interest bonus not applied to loaned funds backing a standard loan). The current interest bonus rates are subject to change; however, once a policy is issued, the percentage will not change.	Current interest bonus rate is 1.00% in years 11+ when North American declares a current interest rate that exceeds the guaranteed interest rate (interest bonus not applied to loaned funds backing a standard loan). The current interest bonus rates are subject to change; however, once a policy is issued, the percentage will not change.	N/A
<b>Interest bonus on index account</b>	<ul style="list-style-type: none"> <li>Contractually guaranteed interest bonus is 0.75% in years 11+.</li> <li>The interest bonus is applied after the participation rate, cap, and floor.</li> </ul>	<ul style="list-style-type: none"> <li>Contractually guaranteed interest bonus is 1.00% in years 11+.</li> <li>The interest bonus is applied after the participation rate, cap, floor, and account interest multiplier.</li> </ul>	N/A



	Protection Builder IUL	Builder Plus IUL 2	Smart Builder IUL
<b>Minimum account value</b>	<p>A minimum account value will be calculated using a 2.5% annual interest rate guarantee and current policy charges and expenses, as if all premiums had been allocated to the fixed account.</p> <ul style="list-style-type: none"> <li>• Every 10 years, starting on the 10th policy anniversary, the policy account value will be increased to equal the minimum account value (if higher). If the policy account value already exceeds the minimum account value at the time of the comparison, neither one will be adjusted.</li> <li>• If the insured dies, the policy is surrendered, the policy is in danger of lapsing due to insufficient premium or the policy reaches its maturity date, the policy account value will be at least as large as the minimum account value.</li> <li>• The minimum account value is not available for the calculation of the maximum available for variable interest rate loans or partial withdrawals.</li> </ul>		
<b>Policy costs</b>	<p><b>Cost of Insurance Rates</b> The current cost of insurance rates vary according to gender, underwriting class, issue age, and band. The guaranteed cost of insurance rates are based on 2017 CSO gender-distinct, smoker-distinct mortality table ending at attained age 120.</p> <p><b>Policy Expense Charge</b> The per policy expense charge is \$120 annually, (\$10 a month) in all years up to age 120, on a current and guaranteed basis.</p> <p><b>Monthly Unit Expense Charge</b> The monthly per \$1,000 charge varies by gender, underwriting class, issue age and band.</p> <ul style="list-style-type: none"> <li>• On a current basis, this charge applies in years 1-10 for all issue ages.</li> <li>• On a guaranteed basis, this charge applies in years 1-20 for all issue ages.</li> </ul> <p><b>Percent of Account Value Charge</b></p> <ul style="list-style-type: none"> <li>• On a current basis, this charge is 0.033% monthly (0.396% annually) in years 1-10 and 0.016% monthly (0.192% annually) in years 11+.</li> <li>• On a guaranteed basis, the charge is 0.033% monthly (0.396% annually) in all years up to age 100.</li> <li>• This charge is applied to unloaned account value only.</li> </ul> <p><b>Premium Load</b> There is a premium load of 7.0% of all paid premium. On a current basis, this load applies in years one through 10 only. On a guaranteed basis, the load applies in all years up to age 120.</p> <p><b>Surrender Charges</b> Surrender Charges vary by gender, issue age, tobacco status, and duration. Surrender Charges are in effect for 15 years for issue ages 0-80 and 10 years for issue ages 81+.</p>	<p><b>Cost of Insurance Rates</b> The current cost of insurance rates vary according to gender, underwriting class, issue age and band. The guaranteed cost of insurance rates are based on 2017 CSO gender-distinct, composite mortality table ending at attained age 120.</p> <p><b>Policy Expense Charge</b> The per policy expense charge is \$96 annually, (\$8 per month) in all years up to age 120, on a current and guaranteed basis.</p> <p><b>Monthly Unit Expense Charge</b> The monthly per \$1,000 expense charge varies by gender, underwriting class, issue age and band.</p> <p><b>Guaranteed</b> On a guaranteed basis, the charge applies in years 1-20 for all classes.</p> <p><b>Current</b> Non-Tobacco Classes</p> <ul style="list-style-type: none"> <li>• Issue Ages 0-40: Charge applies years 1-20</li> <li>• Issue Ages 41-49: Charge applies to attained age 60</li> <li>• Issue Ages 50+: Charge applies years 1-10</li> </ul> <p>Tobacco Classes</p> <ul style="list-style-type: none"> <li>• All Issue Ages: Charge applies years 1-20</li> </ul> <p><b>Percent of Account Value Charge</b> On a current and guaranteed basis, the charge is 0.066% per month (0.792% annually) in all years up to age 100. This charge is applied to unloaned account value only.</p> <p><b>Premium Load</b> There is a premium load of 5% of all paid premium. On a current basis, this load applies in years 1-10 only. On a guaranteed basis, the load applies in all years up to age 120.</p> <p><b>Surrender Charges</b> Surrender charges vary by gender, issue age and duration. Surrender charges are in effect for 10 years.</p>	<p><b>Cost of Insurance Rates</b> The current cost of insurance rates vary according to gender, underwriting class, issue age, duration, and band. The guaranteed cost of insurance rates are based on 2017 CSO gender-distinct, composite mortality table ending at attained age 120.</p> <p><b>Policy Expense Charge</b> The per policy expense charge is \$120 annually, (\$10 per month) in all years up to age 120, on a current and guaranteed basis.</p> <p><b>Monthly Unit Expense Charge</b> The monthly per \$1,000 charge varies by gender, underwriting class, issue age, and duration.</p> <ul style="list-style-type: none"> <li>• On a current basis, this charge applies in years 1-10.</li> <li>• On a guaranteed basis, this charge applies in all years up to age 120.</li> </ul> <p><b>Percent of Account Value Charge</b></p> <ul style="list-style-type: none"> <li>• On a current basis, this charge is 0.033% monthly (0.396% annually) in years 1-10 and 0.016% monthly (0.192% annually) in years 11+.</li> <li>• On a guaranteed basis, this charge is 0.033% monthly (0.396% annually) in all years up to age 100.</li> <li>• This charge is applied to unloaned account value only.</li> </ul> <p><b>Premium Load</b> The premium load is 0% on a current and guaranteed basis.</p> <p><b>Surrender Charges</b> Surrender charges vary by gender, issue age, and duration. Surrender charges are in effect for 10 years.</p>

	Protection Builder IUL	Builder Plus IUL 2	Smart Builder IUL
Qualification tests	Two life insurance tests can be used to determine the policy's qualifying status as a life insurance contract, the Guideline Premium Test (GPT) and the Cash Value Accumulation Test (CVAT). The test must be chosen at issue and cannot be changed after issue. The desired test can be specified on the illustration software and should be indicated on the supplemental application. <ul style="list-style-type: none"><li>• <b>Guideline Premium Test (GPT):</b> A policy that uses the guideline premium test will have limitations on the amount of premium that can be paid. The limitations, called guideline single premium and guideline level premium, are required by the internal revenue code for the policy to qualify as a life insurance contract.</li><li>• <b>Cash Value Accumulation Test (CVAT):</b> A policy that uses CVAT does not have guideline premium limitations on the amount of premium that can be paid. The death benefit might be increased in order to qualify the policy as a life insurance contract.</li></ul>		
Death benefit options	<ul style="list-style-type: none"><li>• <b>Level Death Benefit:</b> the death benefit generally remains level, at the specified amount.</li><li>• <b>Increasing Death Benefit:</b> the death benefit is generally the specified amount plus the policy account value.</li></ul> <p>Death benefit option changes are allowed after the first policy year.</p>	<ul style="list-style-type: none"><li>• <b>Level Death Benefit:</b> the death benefit generally remains level, at the specified amount.</li><li>• <b>Increasing Death Benefit:</b> the death benefit is generally the specified amount plus the policy account value.</li><li>• <b>Return of premium death benefit option:</b><ul style="list-style-type: none"><li>- Option can only be selected at the time of application.</li><li>- The death benefit is generally the specified amount, plus premiums paid, less total partial withdrawals (including fees).</li><li>- Maximum issue age: 70.</li><li>- Not allowed on policies with a rating greater than table 4, or flat extra rating.</li></ul></li></ul> <p>Death benefit option changes are allowed after the first policy year.</p>	
Specified amount changes	<ul style="list-style-type: none"><li>• <b>Increases, subject to evidence of insurability:</b><ul style="list-style-type: none"><li>• Builder Plus IUL 2: Available in any policy year up to attained age 75.</li><li>• Smart Builder IUL: Available in any policy year up to attained age 80.</li><li>• Protection Builder IUL: Available in any policy year up to attained age 85. However, when the Premium Guarantee Rider is selected increases are available during the first 5 policy years only. Not allowed above attained age 85 except for policies that increase because of death benefit option changes.</li><li>• Minimum increase amount is \$25,000.</li></ul></li><li>• <b>Decreases:</b> Available after the second policy year.</li><li>• Minimum decrease amount is \$10,000. However, the specified amount may not be less than the minimum specified amount.</li><li>• If the specified amount is decreased while a surrender charge is in effect, then a decrease charge will apply. Future surrender charges will be lowered to reflect the lower specified amount.</li></ul>		
Conversion	All of the IUL products mentioned in this brochure are available for conversion, however, not all riders, endorsements, and benefits may be available.		
Withdrawals	<p>Partial withdrawals of the net cash surrender value are limited to up to 50% in policy year one and to up to 90% each year thereafter. Only one withdrawal is allowed during the first policy year. The first withdrawal in each year will not be assessed a withdrawal fee. After that, each subsequent withdrawal is subject to a withdrawal charge and a \$25 withdrawal fee. Minimum withdrawal amount is \$500.</p> <p>A withdrawal charge is assessed if any surrender charge remains at the time of withdrawal and the death benefit option is Level (Option 1) or Return of Premium Death Benefit Option (Option 3) with the withdrawal resulting in a reduction of the specified amount. There is no withdrawal charge for the increasing death benefit option (Option 2).</p> <p>The withdrawal charge is equal to the withdrawal's pro-rated share of the specified amount times the surrender charge on the date of the withdrawal.</p> <p>For Smart Builder IUL, penalty-free withdrawals for amounts up to 10% of the account value will be available in policy years 2+. The withdrawal charge will not be assessed for a penalty-free withdrawal.</p> <p>Full withdrawals (surrenders) are allowed and are subject to the full surrender charge.</p> <p>For Smart Builder IUL, full withdrawals (surrenders) are allowed and are subject to the full surrender charge less the 10% penalty-free withdrawal. If a policy has a Waiver of Surrender Charge Option Rider, there is no surrender charge. Note: 1035 Exchanges to another carrier are subject to surrender charge even when the Waiver of Surrender Charge Option Rider is selected (except in Florida).</p>		

## Access to cash value<sup>12</sup>

	Protection Builder IUL	Builder Plus IUL 2	Smart Builder IUL
<b>Variable interest rate loans<sup>13</sup></b>	<ul style="list-style-type: none"> <li>Variable interest rate loans are available starting in policy year one.</li> <li>The maximum variable interest rate loan amount is equal to the net cash surrender value, less the sum of the estimated monthly deductions for three months, less interest on any existing policy debt and interest on the new policy loan for three months.</li> <li>In no case will the variable loan interest rate exceed the maximum variable loan interest rate shown in the schedule of policy benefits. The maximum variable loan interest rate is defined as the lesser of: <ul style="list-style-type: none"> <li>- 6%; or</li> <li>- The greater of the Moody's Corporate Bond Yield, as published by Moody's Investors Services, Inc., or 3.5%</li> </ul> </li> <li>Loan interest is charged in arrears.</li> <li>Loaned account values continue to earn interest as if no loan has been taken, so that the net cost of the variable interest rate loan can be negative.</li> <li>Variable loans may not be taken in conjunction with standard loans.</li> <li>For Builder Plus 2, the account interest multiplier does not apply to loaned funds.</li> </ul> <p><b>Changes to the variable loan interest rate</b></p> <ul style="list-style-type: none"> <li>The variable loan interest rate will be determined quarterly March 31, June 30, September 30, and December 31.</li> <li>The variable loan interest rate will be adjusted on the policy anniversary dates if such an adjustment would <b>decrease</b> the rate by 0.5% or more per year.</li> <li>The variable loan interest rate may be adjusted on the policy anniversary if such an adjustment would <b>increase</b> the rate by 0.5% or more per year.</li> <li>A notice will be sent each time the variable loan interest rate increases while any policy debt exists on the policy with a variable loan interest rate. This notice will be sent at least 30 days prior to the effective date of the increase.</li> </ul>		

<sup>12</sup> In some situations loans and withdrawals may be subject to federal taxes. Neither North American Company nor its agents give tax or legal advice. Customers 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.

<sup>13</sup> The net cost of a variable interest loan could be negative if the credits earned are greater than the interest charged. The net cost of the loan could also be larger than under standard policy loans if the amount credited is less than the interest charged. In the extreme example, the amount credited could be zero and the net cost of the loan would equal the maximum interest rate charged on variable interest loans. In brief, variable Interest Rate Loans have more uncertainty than Standard Policy Loans in both the interest rate charged and the interest rate credited.

	Protection Builder IUL	Builder Plus IUL 2	Smart Builder IUL
<b>Standard loans</b>	<ul style="list-style-type: none"> <li>• Standard policy loans are available starting in the first policy year.</li> <li>• Please refer to the web illustration software for the current standard loan interest rate. The standard loan interest rate is guaranteed not to exceed 6%.</li> <li>• Starting in policy year six, net zero cost loans will be available on 100% of the loan value. Zero cost loans are charged and credited at 1.5% for a net zero cost. This feature does not apply to variable interest rate loans.</li> <li>• On the date that the loan is processed, if the amount in the fixed account is less than the requested standard loan amount plus any outstanding policy debt, funds will automatically be transferred from the index selections to the fixed account before the loan is processed.</li> <li>• The policyowner may specify the amount to be transferred from each index selection to the fixed account. If not specified, the transfer will be made using a pro rata method based on the account value, starting with the most recently dated Index Segments in each index selection.</li> <li>• If any transfer from the index selections due to a standard loan request occurs before the end of the index period, the transferred amount will not receive any index credit.</li> <li>• Standard policy loans may not be available in all states.</li> <li>• Standard policy loans may not be taken in conjunction with variable interest rate loans.</li> <li>• For Builder Plus 2, the account interest multiplier is not applied on values backing standard or net zero cost loans.</li> </ul>		
<b>Switching loan types</b>	<ul style="list-style-type: none"> <li>• Loan types can be switched. For example, a variable interest rate loan may be changed to a standard policy loan. Any remaining loan balance will be transferred to the new loan.</li> <li>• Only one loan type is available at any time.</li> <li>• Changes must be made on the monthly policy anniversary.</li> <li>• There is no cost for switching between loan types.</li> </ul>		

	Protection Builder IUL	Builder Plus IUL 2	Smart Builder IUL
<b>Protected death benefit</b>	<p>The protected death benefit is an excellent option for clients who will use their policy to supplement their income, but also desire the guarantee of a specific death benefit amount upon their death. In some cases, clients may determine that they do not require the level of death benefit coverage as originally issued on the policy. The guarantee provided allows the client to choose their minimum death benefit amount, while they continue to access their accumulated policy values through loans or withdrawals.</p> <p><b>Benefit guidelines include:</b></p> <ul style="list-style-type: none"> <li>• Guarantees that the policy will remain in effect and that the death benefit, less any policy debt at the insured's death, shall at least be equal to the protected death benefit amount, provided:</li> <li>• The protected death benefit period has not ended.</li> <li>• Policyowner has elected the protected death benefit.</li> <li>• No loans or withdrawals are taken that exceed the protected death benefit distributable account.</li> <li>• Benefit may be elected provided: <ul style="list-style-type: none"> <li>- The policy has been in force for at least 15 policy years; and</li> <li>- The insured's policy age is equal to or greater than age 65; and</li> <li>- The policy debt is less than the protected death benefit distributable fund; and</li> <li>- The death benefit option is level.</li> </ul> </li> <li>• Cannot be elected if the overloan protection benefit is in effect, or if the ratio of the policy debt to the account value is greater than the protected death benefit distributable account percentage.</li> <li>• If policy has a premium guarantee rider attached to it, such rider will be terminated upon the election of the protected death benefit.</li> <li>• Maximum benefit: Determined by the net cash surrender value at the time of election. The amount depends on the protected death benefit distributable account percentage, policy age, gender, and premium class of the insured. The maximum protected death benefit amount will be less than or equal to the specified amount of insurance at the time the Protected Death Benefit is exercised.</li> <li>• Minimum benefit: \$25,000.</li> <li>• We will notify the policyowner by mail within 60 days after the policyowner becomes eligible to elect the benefit. The benefit becomes effective on the monthly anniversary date that follows the date we receive a written notice from the policyowner electing the benefit.</li> <li>• The protected death benefit distributable account is equal to 97% of the result of (a) less (b), where: <ul style="list-style-type: none"> <li>a) Is the account value; and</li> <li>b) Is the greater of (1) and (2) where, <ul style="list-style-type: none"> <li>1. Is (100% - the protected death benefit percentage) times the account value; and</li> <li>2. Is the protected death benefit account.</li> </ul> </li> </ul> </li> </ul> <p>The protected death benefit is subject to limitations outlined in the policy.</p> <p>The protected death benefit interest rate is 2.5% for all policy years.</p>		



	Protection Builder IUL	Builder Plus IUL 2	Smart Builder IUL
<b>Overloan protection benefit</b>	<p>An ideal benefit for those clients that will use their policy as an income supplement vehicle, the overloan protection benefit will keep the policy from lapsing due to excessive loans and continue to provide death benefit coverage. If elected, the guarantee provided by this benefit may help a client avoid the adverse tax consequences that can result from a policy lapsing due to excessive loans or withdrawals.<sup>12</sup></p> <p><b>Benefit guidelines include:</b></p> <ul style="list-style-type: none"> <li>• Guaranteed during the overloan protection period, the policy will remain in effect until the insured's death provided (a) the policy is not terminated due to surrender; and (b) the policyowner does not take policy loans or withdrawals during the overloan protection period.</li> <li>• Election of this benefit may reduce the specified amount.</li> <li>• Available provided the following conditions are met: <ul style="list-style-type: none"> <li>- The policy has been in effect for at least 15 policy years; and</li> <li>- The insured's policy age is at least age 65; and</li> <li>- Withdrawal of all premium has been made (If withdrawals to cost basis have not been made, loans will be converted to withdrawals to the extent of the cost basis.); and</li> <li>- Policy debt does not exceed the overloan election amount.</li> <li>- If the overloan protection benefit is in effect, all endorsements and riders will terminate.</li> <li>- May not be elected if the protected death benefit is in effect. If overloan protection benefit is in effect, accelerated death benefits cannot be elected.</li> <li>- The policy is not a Modified Endowment Contract.<sup>14</sup></li> </ul> </li> <li>• The overloan election amount is: <ul style="list-style-type: none"> <li>- 89% of the account value for policy ages that are greater than or equal to age 65, but less than or equal to age 74.</li> <li>- 93% of the account value for policy ages that are greater than or equal to age 75.</li> </ul> </li> <li>• The benefit becomes effective on the monthly anniversary date that follows the date we receive a written notice from the policyholder electing the benefit.</li> <li>• Loan repayment can be made at anytime during the overloan protection period. Interest charged on policy debt will continue to accrue during the overloan protection period.</li> <li>• During the overloan protection period, the amount of the death benefit will be determined exclusively by the level death benefit option and will be equal to the greater of the following amount for the then current policy year: <ol style="list-style-type: none"> <li>a) 100% of the account value as of the date of the insured's death; and</li> <li>b) The minimum amount of death benefit necessary for the policy to continue its qualification as a life insurance contract for federal tax purposes</li> </ol> </li> <li>• The overloan protection benefit is subject to limitations outlined in the policy.</li> </ul>		

14. For most policies, withdrawals are free from federal income tax to the extent of the investment in the contract, and policy loans are also tax-free so long as the policy does not terminate before the death of the insured. However, if the policy is a Modified Endowment Contract (MEC), a withdrawal or policy loan may be taxable upon receipt. Further, unpaid loan interest on a MEC may be taxable. A MEC is a contract received in exchange for a MEC or for which premiums paid during a seven-year testing period exceed prescribed premium limits (7-pay premiums).

# Account Interest Multiplier

Builder Plus IUL 2 includes an account interest multiplier that is applied to both the index and fixed account crediting rates.

Policy Year	Current	Guaranteed
1-10	15%	10%
11+	10%	10%

The multiplier is guaranteed on the index account and is conditionally guaranteed on the fixed account. The multiplier is not applied to loaned monies, interest bonus, or minimum account value.

For the index account, the multiplier is applied after the index credit has been calculated for the index segment (i.e. the cap or spread, the participation rate, and the floor have been applied to the change in the index). However, the multiplier is applied before the interest bonus (available in policy years 11+). The multiplier has a guaranteed minimum of 10%, but may be higher on a current basis and may vary by index selection.

For the fixed account, the multiplier is applied to the declared crediting interest rate if the declared crediting interest rate is above the policy's fixed account guaranteed interest rate of 1.5%. Like the calculation for the index account, the multiplier is applied before the interest bonus on the fixed account (available in policy years 11+).

## Benefits, riders and other options

North American's IUL products offer a variety of benefits, riders and options to provide additional value and flexibility for your clients. These benefits, riders, and options may vary by specific product or state availability.

### Accelerated death benefits

Accelerated death benefits allow your clients to access a portion of the death benefit when diagnosed with a qualifying critical, chronic, or terminal illness. There's no additional premium required. However, there is an administrative fee at the time the chronic or terminal illness accelerated benefit is elected. The accelerated amount of death benefit will be discounted and the amount received will be less than the amount of death benefit accelerated. A prorated amount of the accelerated amount will be applied to policy debt. These benefits are subject to eligibility requirements.

Please refer to the Accelerated Death Benefit Endorsement marketing guide for your state for further details.

### Premium guarantee rider - Available on Protection Builder IUL only

Available only on Protection Builder IUL, this feature is automatically included at issue and provides an important no-lapse protection guarantee that can ensure that coverage will continue even if the policy's cash surrender values are insufficient to cover the monthly deductions, provided that the calculated policy protection value is greater than the loan balance. The performance of this feature is sensitive to prompt payment—premiums must be made on time and in a consistent manner to keep the guarantee.

The guarantee references an "alternate" policy value calculated in the same manner as the actual policy value, but uses different charges (cost of insurance, administrative fees, etc.) and interest rates. All charges used in this alternate policy value calculation are guaranteed not to increase.

The alternate policy value is not used in determining the actual policy value, it is simply a reference value used to determine when the policy enters the grace period.

## Premium Recovery Endorsement - *Available on Protection Builder IUL only*

The Premium Recovery Endorsement allows the policyowner to fully surrender the policy and receive the premium recovery value during predetermined premium recovery periods. Premium recovery periods are 60-day windows beginning on the policy anniversary date in policy years 15, 20, and 25. This endorsement is only available at issue and only when the Premium Guarantee Rider (PGR) is selected.

The **premium recovery value** is the amount of paid premium available during the premium recovery period. It is the lesser of:

- The total of the premiums paid multiplied by the premium recovery percentage, less any policy debt, and less any withdrawals including withdrawal charges/fees; or
- The policy's lowest specified amount of death benefit multiplied by the premium recovery cap, less any policy debt, less any withdrawals including withdrawal charges/fees.

The **premium recovery percentage** is the maximum percentage of total paid premium available at each premium recovery period.

- 15 years: up to 50% of premium
- 20 years: up to 100% of premium
- 25 years: up to 100% of premium

The **premium recovery cap** is the maximum amount of premium available for recovery. The cap is 50% of the policy's specified amount of death benefit.

### Qualification test

This endorsement will remain in effect to the 25-year policy anniversary as long as the qualification test is satisfied at each policy anniversary. Generally, the qualification test is met if the gross premiums paid guarantee the policy to at least the insured's attained age of 95, assuming no policy loans are taken. In some instances, additional premium may be required based on underwriting class, table ratings or flat extras.

NOTE: To help ensure the policy's prescribed premiums will pass the qualification test, use the "Guarantee premium to include PRE" solve in the illustration software.

### Reinstatement

If the endorsement terminates, this endorsement cannot be reinstated.

## Optional benefits

The following riders may be elected at an additional cost, in states and on products where available:

- ***Accidental death benefit rider***

The accidental death benefit rider provides additional death benefit for the insured if death was a direct result of accidental bodily injury, independent of disease or bodily or mental illness or any other cause, and occurs within 180 days from the date of the injury and the injury occurs while the policy and this rider were in effect. Only available at issue. This rider may not be available with certain health or other conditions. The rider charge will be deducted from the account value while the rider is in effect.

- ***Waiver of surrender charge option (WOSC) rider***

Available on Smart Builder IUL, the election of this option can help your clients avoid costly surrender charges should the need to surrender the policy arise. When the waiver of surrender charge option rider is selected, it can create greater cash value accumulation in the beginning policy years (less the monthly costs).

- Surrender charges will be waived upon a full surrender, partial surrender or a partial withdrawal if the waiver of surrender charge option is elected. Surrender charges will not be waived if the policy is surrendered under an external 1035 Exchange (except in FL).
- A decrease charge will be assessed if a reduction in the policy face amount is requested during the waiver of surrender charge period. However, if a partial withdrawal results in a reduction of the face amount, the decrease charge will be waived.
- Rider must be selected at the time of application and migration in and out of the rider is not allowed.
- Available for an additional charge of \$0.03 - 0.08 per \$1,000 of specified amount per month for 10 years from issue and from each increase, depending on issue age and underwriting class. For increases, the 10-year period will restart on the increase layer only.
- Ideal feature for business situations when placement of multiple cases is needed.

- ***Children's term life insurance rider***

This rider provides term coverage on all children of the base insured, either biological or legally adopted, who are at least 15 days old.

- Issue ages: 15 days to 19 years of insured child; 18 years to issue age 55 of the base insured.
- Maturity: Age 23.
- Minimum: \$5,000 per child.
- Maximum: \$25,000 per child.

- **Guaranteed insurability rider**

This rider provides an option to purchase a specified amount of additional insurance on each option date as listed below. No evidence of insurability is required for this purchase. (Each option must be exercised on or within 90 days prior to the option date.) The rider is only available upon policy issue. The rider will not be issued when the applicant is a substandard risk, a borderline case or when there is a military or aviation hazard.

- Regular option dates (depending on issue age) are: 25, 28, 31, 34, 37, 40

Failure to exercise an option does not affect the right to purchase new insurance on a subsequent option date.

- Special option dates: 1) the insured's marriage; 2) the birth of each child born of the insured's marriage; 3) the legal adoption of each child adopted by the insured

The exercise of an option on a special option date will automatically nullify the next regular option. The nullification of all regular options will not affect the company's obligation to issue a new policy as of any subsequent special option date.

- **Waiver of monthly deductions rider**

Not available in New Jersey.

The waiver of monthly deductions rider waives monthly COIs, monthly loads, administrative fees, percent of account charges, and any other rider charges, after the insured has been totally disabled for six months. Waiver is not available on policies with substandard ratings.

- Issue ages: 18-59 (age nearest).
- Maturity: Age 65.
- Minimum: Not applicable.
- Maximum: Maximum policy size eligible for this benefit is the lesser of \$2 million or \$40,000 of target premium. The \$40,000 of target premium does not include the waiver of monthly deductions rider premium.

## Other options

North American makes it easier for your clients to manage their insurance policy by offering the options listed below:

- **Automatic distribution option**

- The policyowner can request monthly, quarterly, semi-annual or annual distribution of the account value. This is ideal when the policy is being used to supplement income.
- The policyowner must complete the Automatic Distribution Option (ADO) form to begin receiving the distributions.
- Distributions up to the premium basis of the policy will be processed as partial withdrawals, and distributions in excess of the premium basis of the policy will be processed as policy loans.



- **Systematic Premium Allocation (SPA)**

- The SPA option enables policyowners to have a designated amount of premium initially placed into the fixed account and then automatically allocated toward index selections in equal amounts until the balance is zero. This feature is useful for a variety of situations, including lump sums paid at issue and annual premium payments.
  - Minimum transfer amount is \$200/month.
  - Designated SPA premium earns the current fixed account interest rate until it is transferred to the designated index selections.
  - SPA transfer amounts may be allocation percentages can be changed up to twice each policy year.
  - The policyowner must complete the indexed life systematic premium allocation request form to utilize the option.

- **Premium deposit agreement**

- The premium deposit agreement (agreement) can provide a simple solution to fund a life insurance policy with a lump sum and not create a modified endowment contract. With one lump sum payment, it establishes an account called a Premium Deposit Account (PDA) that automatically pays future annual premiums.

### **Highlights**

- Available at no extra cost to establish or maintain
- Maximum amount of 10 annual premium payments
- Credited rate is locked in at time of deposit
  - In the majority of states, the agreement is not a part of the life insurance policy. It is an agreement outside of the contract

### **Deposit limits**

- Minimum initial deposit: \$10,000
- Maximum deposit amount: the maximum deposit amount is limited by the premium limits imposed upon the product.
- The maximum cannot exceed 10 times the policy's annual planned premium.
- Maximum number of deposits: Only one deposit can be made within the first year. Two additional deposits can be made after year one. The additional deposits can be made at any time while the PDA is active, but funds must be distributed no later than the 10th policy anniversary. The following must also apply:
  - Each of the new premium payments must be equal; and
  - The new premium amount must be equal to or greater than the current planned premium amount.

# Underwriting

Detailed underwriting requirements for all products can be found in the Underwriting Guidelines brochure.

## Protection Builder IUL (age nearest birthday)

Issue Ages	Specified amount: minimum to maximum*
15 days – 85 years	Standard NT
18 years – 85 years	Super preferred NT, preferred NT, and preferred tobacco
15 years – 85 years	Standard tobacco

## Smart Builder IUL

Issue Ages**	Specified amount: \$100,000 to maximum
15 days – 80 years	Standard NT
18 years – 80 years	Super preferred NT, preferred NT, and preferred tobacco
15 years – 80 years	Standard tobacco

## Builder Plus IUL 2 (age last birthday)

Issue ages**	Specified amount: \$50,000 to Maximum*
15 days – 75 years	Standard NT
18 years – 75 years	Super preferred NT, preferred NT, and preferred tobacco
15 years – 75 years	Standard tobacco

\* Specified amounts for applicants under age 18 are limited by underwriting guidelines. Please contact your underwriter for details.

\*\*Policies with the Return of Premium Death Benefit Option have a maximum issue age of 70.

## Substandard

Table ratings are available for both medical and non-medical reasons based on issue ages (ages vary by product) and are applied under the following guidelines:

- Table ratings are 25%.
- Table ratings are available to standard non-tobacco and standard tobacco classes.

Flat extras may be applicable based on issue ages (ages vary by product) and are applied under the following guidelines:

- Non-medical and medical flat extras may be applied to the standard non-tobacco and standard tobacco rates for IUL products.

## How to apply

Refer to forms factory, on our website at [northamericancompany.com](http://northamericancompany.com), for life application and supplemental form requirements. NOTE: A signed illustration at the time of application is preferred for IUL cases. If the statement about life insurance illustrations form (L-2766) is submitted at the time of the application in lieu of an illustration for an IUL case, the signed illustration must be submitted for the case before the policy can be issued and the illustration must be signed at that point or at policy delivery.

Applications for North American's Builder IUL Series products may be submitted through North American's SimpleSubmit® e-app process. Access SimpleSubmit through your managing general agent's web site or, if your managing general agent doesn't offer SimpleSubmit, go to [northamericancompany.com](http://northamericancompany.com).

## Required agent training

North American Company believes that agent training is the critical first step in making sure the agent has the knowledge to make appropriate life insurance recommendations to his/her customers. This is especially important when it comes to indexed universal life insurance products.

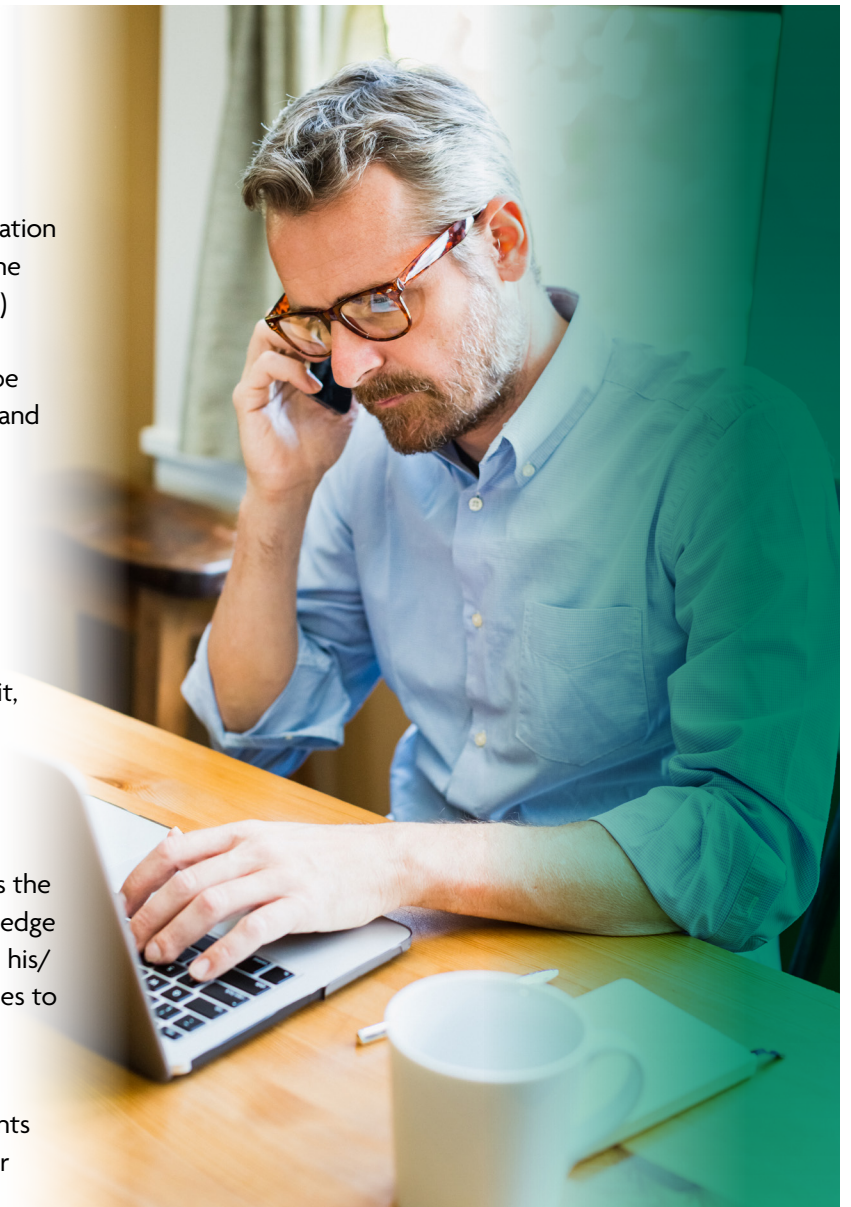
As more complex life insurance products enter the marketplace, it becomes even more important that agents have the knowledge and training they need to help their customers build a solid financial plan for the future.

In light of the changing product environment, North American has developed an "Agent Certification" program on indexed universal life that includes online training modules with short tests over each portion. North American requires agents selling the Builder IUL Series products to complete this training and take the online tests. The agent certification program will:

- Help you understand the mechanics of indexed universal life
- Give you valuable tips and information to help present the product
- Provide the background you need to assess your clients' needs
- Help gain confidence to sell our Builder IUL Series products successfully

North American will document when you've completed the training. More information about training opportunities at North American and our Agent Certification program can be found at [northamericancompany.com](http://northamericancompany.com).

North American realizes and appreciates the extensive knowledge and training that many agents possess. In the independent insurance market in which we operate, however, it can't be assumed that all agents have received appropriate training, and it becomes prudent for companies to err on the side of caution. Additionally, as product designs become more varied, company and product-specific training become a more important responsibility for companies.



# Glossary

## **Account value**

The account value is the sum of the fixed account value plus the index account value.

## **Fixed account**

An account that offers a fixed rate of interest.

## **Fixed account value**

The fixed account value is equal to the total premiums and/or transfers allocated to the fixed account, minus policy charges and expenses, minus the cost of any additional insurance or benefits, minus any partial surrenders, minus transfers out of the fixed account. The fixed account value is credited with the company's currently declared, non-guaranteed interest rate.

## **Index account value**

The index account value is the total value of all individual Index segments for all index selections. It is equal to the total premiums and/or transfers allocated to the index selections, minus policy charges and expenses, minus the cost of any additional insurance or benefits, minus any partial surrenders, plus any index credits minus transfers out of the Index account. The index credit is based on the performance of the index or indices selected.

## **Index cap rate**

The index cap rate is the maximum interest rate that is used in the calculation of the index credit. The index cap rate will be declared for each index segment in advance of each index period. It will never be less than the minimum index cap rate shown in the policy.

## **Index credit**

The amount credited to an index segment. The index credit is calculated and added to an index segment at the end of an index period. No index credit will be given if an index segment ends before the end of the index period.

## **Index crediting date**

The index crediting date is the first business day that falls on or after the end of the index period, when we apply the index credit to the index segment.

## **Index crediting method**

The method used to calculate the index change. Index crediting methods: 1) annual point-to-point, 2) multi-Index point-to-point, 3) monthly point-to-point averaging, and 4) annual point-to-point with spread.

For each method, the change in index value, if any, is subject to the index participation rate, index cap rate, index floor rate, and index spread rate. Crediting methods vary by product.

## **Index floor rate**

The index floor rate is the minimum interest rate that is used in the calculation of the index credit. The index floor rate is declared for each index segment in advance of each index period, and is guaranteed to never be less than 0%.

## **Index participation rate**

The portion of the index change that is used in the calculation of the index credit. The index participation rate will be declared for each index segment in advance of each index period, but it will never be less than the minimum index participation rate shown in the policy.

## **Index period**

The period of time during which an index credit is calculated. An index period begins on the date an index segment is created. This policy uses a 12 consecutive month period. At the end of an index period, a new index period will begin, and any values in the index segment will remain in the same index segment, unless changed by the client.

## **Index segment**

An account that earns an index credit based on an index selection. An index segment is created on each date when a premium payment or transfer is allocated to an index selection. An index segment will end when its value cannot cover the policy costs. The policy may contain multiple index segments at one time. (Also referred to as a "bucket.")

## **Index selection**

A combination of an index and an index crediting method (Example: NASDAQ-100® annual point-to-point).

## **Index spread rate**

The index spread rate is the rate that is subtracted from the index growth. The index spread rate will be declared for each index segment in advance of each index period, and it will never be greater than the maximum index spread rate shown in the policy. The index spread rate only applies to the S&P 500® annual point-to-point with spread.

**CALIFORNIA NOTE: Agents offering, marketing or selling accelerated benefits for chronic illness 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.**

Indexed Universal Life insurance products are not a 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.

**THE S&P 500® COMPOSITE STOCK PRICE INDEX**

**THE S&P 400® COMPOSITE STOCK PRICE INDEX**

These Indices do not include dividends paid by the underlying companies.

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Administrative Office  
One Sammons Plaza  
Sioux Falls, South Dakota  
**NorthAmericanCompany.com**