National Life Group®

FlexLife

INDEXED UNIVERSAL LIFE INSURANCE

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Products issued by

National Life Insurance Company® | Life Insurance Company of the Southwest®

FlexLife Indexed Universal Life Insurance and associated riders are underwritten by National Life Insurance Company, Montpelier, VT and Life Insurance Company of the Southwest, Addison, TX.

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Centralized Mailing Address: One National Life Drive, Montpelier, VT 05604 | 800-906-3310 | www.NationalLife.com

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Quick Reference Guide

Providing lifetime protection, flexibility, and income distribution performance.

FlexLife IUL is the next generation of indexed universal life from the companies of National Life Insurance Company and Life Insurance Company of the Southwest. This flexible policy provides valuable lifetime protection through the death benefit, living benefits, and the opportunity for cash surrender value accumulation with strong income distribution performance.

Product Focus:

- Flexible IUL providing lifetime protection, living benefits, cash surrender value accumulation, and strong income distribution with powerful distribution options such as LIBR.
- Ideal for emerging affluent individuals in their late 30s to early 50s with discretionary income who plan to use their policy for income needs later in life, and plan to maximally fund their policy.
- Maximally fund IUL to take advantage of the Tax-Free Retirement Strategy.[1]

Highlights

- **Income Distribution Performance** — Upside Potential, Downside Protection with competitive income distribution
- **Lifetime Income Benefit Rider**[2] — With the Lifetime Income Benefit Rider, your clients have the potential to receive a stream of income for life, guaranteed!
- **Benefit Distribution Option Rider** — Allows death benefit to be spread over a duration of 10-30 years
- **Charitable Matching Gift Death Benefit Rider** — National Life Group will match a portion of benefits paid to a charity
- **Death Benefit Protection Rider** — Guaranteed death benefit protection for a limited period – up to 30 years
- **Overloan Protection Rider**[3] — Offers protection against policy lapse
- **Systematic Allocation Rider** — Available for large annual premiums to balance interest rate fluctuations
- **Interest Bonus** — Will begin in policy year 6. The enhancement is guaranteed.
- **Participating Fixed Loan**
  - Loan collateral is charged to a fixed rate
  - Loan collateral will be placed in an Indexed Loan Account
- **Accelerated Benefits Riders**[4] — At no-additional cost
- **Interest Crediting Strategies**
  - Fixed Interest Crediting Rate
  - Point-to-Point, Cap Focus, based on the S&P 500® Index
  - Point-to-Point, Participation Rate Focus, based on the S&P 500® Index
  - Point-to-Point, Cap Focus, based on the S&P 500® Index 1% Floor Option
  - Point-to-Point, No Cap, based on the Credit Suisse Balanced Trend Index (not available in NY)
  - Point-to-Point US Pacesetter Index (not available in NY)

Riders are optional may be available at an additional cost and may not be available in all states.

1 The use of cash surrender value life insurance to provide a tax-free resource for retirement assumes that there is first a need for the death benefit protection. Policy loans and withdrawals reduce the policy's cash surrender value and death benefit and may result in a taxable event. Withdrawals up to the basis paid into the contract and loans thereafter will not create an immediate taxable event, but substantial tax ramifications could result upon contract lapse or surrender. Surrender charges may reduce the policy's cash surrender value in early years.

2 The Lifetime Income Benefit Rider provides a benefit for the life of the insured if certain conditions are met, including but not limited to the insured's attained age being between 60 and 85 and that the policy has been inforce for at least 10 years. Insufficient policy values, outstanding policy loans and other considerations may also restrict exercising the rider. Receipt of income benefits will reduce the policy's death benefit and cash surrender value and may terminate other riders or reduce their benefits. There is a charge for the rider during the income payment period.

3 Substantial limitations apply to exercising the Overloan Protection Rider, including the policy be inforce for at least 15 years and the insured having attained the age of 75. Exercising the rider results in a paid-up policy. There is no cost for this optional rider, however there is a fee charged when the rider is exercised.

4 Receipt of accelerated benefits will reduce the policy's cash surrender value and death, may be a taxable event and may affect a family's eligibility for public assistance programs. Any claim for critical illness or critical injury benefits for a given Qualifying Event must be filed within 365 days following the occurrence of such Qualifying Event.

EZ Underwriting Program

Every applicant between ages 18-50 (up to $3,000,000, ages 51-60 up to $1,000,000, and ages 61-65 up to $250,000) has the opportunity to have their case issued without having to submit an exam or blood and urine. Underwriting will review the case when submitted and if the applicant meets certain parameters, we can issue the case immediately without the need for exams or fluids!

All cases still undergo underwriting, but with the use of new underwriting tools we will often be able to make decisions without invasive underwriting requirements.

Underwriting reserves the right to request any underwriting requirements deemed necessary to assess the risk, including paramedical exams, blood and urine, ECGs, and APS reports.

Underwriting Parameters and Requirements

- Age 18-50: up to $3,000,000
- Ages 51-60: up to $1,000,000
- Age 61-65: up to $250,000
- Full underwriting for higher face amounts and ages
- Application
- MIB
- Rx
- Risk Classifier
- Instant ID

Product Details

Issue Ages	0 to 85 (age nearest birthday)
Minimum Face Amount	Initial Coverage: $50,000 Base or APB Increase: $25,000
Pension Minimum Face Amount	Elite & Preferred: Initial: $25,000; Subsequent: $2,000 Standard: Initial: $5,000, $25,000 in WA; Subsequent: $2,000
Death Benefit Options	Both Option A and B available, see page 14 for more detail
Policy Protection Period	10 years
Minimum Premium	$25.00
Maximum Premium	Both GPT or CVAT Tests allowed

Rate Classification

Premium Class	Face Amount Availability	Available Ages
Elite Non-tobacco	All	18 - 75
Preferred Non-tobacco/Smoker	All	18 - 85
Select Non-tobacco/Smoker	All	18 - 85
Standard Non-tobacco/Smoker	All	0 - 85
Express Non-tobacco/Smoker 1	Total Face ≤ $2M	0 - 85
Express Non-tobacco/Smoker 2	Total Face ≤ $2M	18 - 85
Preferred Tobacco/Smoker	All	18 - 85
Standard Tobacco/Smoker	All	18 - 85
Express Tobacco/Smoker	Total Face ≤ $2M	18 - 85

Most classes are available on all face amounts. The ones that are NOT are: Express Non-tobacco 1, Express Non-tobacco 2, and Express smoker are only available on face amounts $2,000,000 and less.

For Face Amounts of $2,000,000 or less:

- Permanent flat extras are available with all rate classifications. Temporary flat extras are available with Standard and Express classes. Table ratings are not available.
- An insured with a substandard table rating up to and including 200% will be placed in the Express Standard Non-tobacco 1 rate classification.
- An insured with a substandard table rating between 225% and 300% (inclusive) will be placed in the Express Standard Non-tobacco 2 rate classification.
- An insured with a substandard table rating up to and including 200% will be placed in the Express Standard Tobacco rate classification.

For Face Amounts Greater than $2,000,000:
For pension cases, this product will be available under the same underwriting rules as non-pension cases, plus automatic issue, simplified issue, and guaranteed issue.

Substandard	Table ratings and flat extras available with Standard rate classes. Temporary flat extras available with Standard and Express classes.

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Product Details (continued)

Banding	Band 1: Minimum Face Amount - $250,000 Band 2: $250,000.01 - $999,999.99 Band 3: $1,000,000.00 - $1,999,999.99 Band 4: $2,000,000 and up
Minimum Interest Rate	2% Fixed Strategy
Surrender Schedule	10 years
Policy Loans	Available after the first policy year, Participating Variable, Participating Fixed and Standard Loans – 1035 money available in year 1
Withdrawals	Available after the first policy year, $500 min.
Expense Charges	Monthly Policy fee: $6 Premium Load: 6% *Refer to charges section of product guide.*
Riders	Accelerated Benefits Riders - terminal, chronic, critical illness, critical injury, Alzheimer's Disease Guaranteed Insurability Option Rider Additional Protection Benefit Rider Lifetime Income Benefit Rider Balance Sheet Benefit Rider Other Insured Rider Benefit Distribution Option Rider Fertility Journey Rider Overloan Protection Rider Charitable Matching Gift Death Benefit Rider Systematic Allocation Rider Children's Term Rider Qualified Plan Exchange Privilege Rider Death Benefit Protection Rider Waiver of Monthly Deductions Rider Waiver of Specified Premium Rider

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Individual Insurance Strategies

Prospect Profile #1

People who are looking for death benefit protection and the accumulation of cash surrender value to assist with lifetime expenses such as education costs, and/or to supplement retirement income.

The tax-deferred accumulation of cash surrender value and tax-favored distributions make FlexLife an effective vehicle in the simplest to most complex situations. FlexLife offers strong distribution options, including the Lifetime Income Benefit Rider or the alternative Tax-Free Retirement Strategy.

For individuals making a large annual premium payment, the Systematic Allocation Rider provides the opportunity to spread the net premium over multiple crediting periods. This rider also makes gifting to an IUL more attractive, because most gifting includes single sum premiums or large annual premiums.

When death benefit is the focus, the Additional Protection Benefit Rider provides some flexibility in premium cost while still maintaining a permanent product that offers potential cash surrender value accumulation.

Clients may also want to use their cash surrender value to reduce their premium payments during their retirement years.[5]

In order for clients to take complete advantage of FlexLife flexibility and the exciting planning opportunities it offers, they should be encouraged to pay more than the minimum premium (full pay/max fund). By doing so, they have the potential for higher cash surrender values, allowing them to make the most out of their policy, so they can use it for:

- College expenses for children.
- Tax-free retirement income (using policy loans and withdrawals).
- Lifetime Income, guaranteed, once qualifications have been met and the rider has been exercised.
- Premium flexibility during retirement.

Business Owner Market

Prospect Profile #2

Business owners who have a business partner or key employee.

FlexLife may be an ideal solution for business owners who want to fund a buy-sell agreement, executive bonus plan, and non-qualified deferred compensation arrangements. Business owners may be interested in using FlexLife to help:

- Protect the business against the loss of the business partner or key employee.
- Provide benefits to the business partner, key employee(s).
- Build retirement security for themselves.
- Attract, retain, and reward top talent.
- Create a business transition plan.

The death benefit provides funds to support the business during a loss of a key player or through a transition.

By providing premium flexibility, upside interest crediting potential through the indexed strategies, and optional benefits in the event of an illness that is terminal, chronic or critical or in the event of a critical injury, FlexLife is ideal for business planning situations.

Estate Planning Strategy

Prospect Profile #3

Individuals in their retirement years who have had successful careers, have built significant assets, and are interested in developing a strategy that will allow them to pass on their assets in the most tax-efficient way.

Large estates can be exposed to significant settlement costs whether through gift and estate taxes, probate expenses, or costs to administer the estate.

FlexLife provides liquidity to help cover these costs and protect assets that may otherwise have to be sold in less than ideal conditions. Plus, clients have access to Accelerated Benefits Riders in the event of a qualifying terminal illness, chronic illness, critical illness, or critical injury — or a qualifying diagnosis of Alzheimer's disease or Lewy body dementia. These living benefits will provide funds that can be used for any purpose, not just for expenses related to the illness or injury.

5 It is possible that coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage.

These extra funds can help protect their assets from possible expense erosion related to an illness that is terminal, chronic or critical, or related to a critical injury.

Understanding Interest Crediting

Indexed Universal Life (IUL) offers death benefit protection and the potential for cash surrender value accumulation based in part on interest credited from a market index.

Life insurance creates an immediate reservoir of funds that, at death, can be used to help protect the financial security of your client's family or to help maintain their business.

In addition to the death benefit, IUL insurance also offers the potential to build cash surrender value, on a tax-deferred basis, which may be accessed income tax-free during your client's lifetime through policy withdrawals and loans.

The cash surrender value accumulation is dependent on the interest crediting rates paid by the insurance company on the premiums in excess of the insurance costs. In addition to the fixed interest crediting strategy, our IUL products offer the option to have interest credited based on the changes in the S&P 500® Index, US Pacesetter Index, and Credit Suisse Balanced Trend Index.

How do the indexed strategies' cap and participation rates work?

The indexed strategies credit interest by measuring changes in the S&P 500® Index, US Pacesetter Index, or Credit Suisse Balanced Trend Index. IUL products do not directly invest in the indexes or in any other securities.

Each indexed strategy has a participation rate. The participation rate determines what percentage of the index change is used in the calculation of credited interest. The participation rate can be less than, greater than, or equal to 100%.

Some of the strategies also have a cap rate. The cap rate limits the amount of interest that a strategy will credit.

Index Crediting Strategies
Indexed strategy credited interest is determined by applying the participation and cap rates to the change in the selected index.

First, the change in the index is determined. This is measured over the course of a year. If the change is positive, your policy is credited interest after applying any caps and participation rates. If the change is negative, your policy is credited 0%, unless you elected the 1% Floor Strategy, in which case your policy would receive a 1% credit.

Any credited interest is added to your chosen interest crediting strategies based on the accumulated value at the end of the year. This means you have the potential to earn compound interest, further growing your cash value. Monthly policy expenses will be deducted from the accumulated value prior to the calculation of interest credits.

Point-to-Point
The starting index value is compared to the ending index value exactly one year later on the 14th of the 12th month. If the ending value is less than the starting value, the interest credit is the floor, which is either 0% or 1% depending on the strategy. This is the guaranteed floor of the indexed strategies and is often referred to as the "downside protection" offered by indexed products.

If the ending value of the index is greater than the initial value, the percent change is calculated — (the ending value) / (the beginning value) – 1 = the % change.

Cap-Focused and Participation-Focused Strategies:
If % change times the Participation Rate > Cap then the interest credited is the cap rate.

If % change times the Participation Rate < Cap then interest is credited based on the change in the index value and the Participation Rate. If the change is negative, the guaranteed floor of 0% or 1% (depending on the indexed strategy) credited will be exercised.

Which strategy is best?

Many people assume that the strategy with the highest illustrated rate will perform the best because maximum illustrated rates are determined by historical index results. However, past performance is not an indicator of future performance.

There is no way to know which indexed strategy will perform the best, either over the long term or the short term.

In addition to indexed strategies, the Fixed Term Strategy is a fixed interest strategy that credits a declared interest rate. It is not reliant on any index. Any amount of policy value and premium payments can be allocated to the fixed account.

Allocations can also be divided among some or all of the strategies. There is no way to predict which strategy will perform the best, but by spreading the allocation across all of the strategies, you can potentially capture at least some of the best returns.

When paying a large single premium or lump sum as in a 1035 exchange, it may be prudent to allocate a portion to the Fixed Term Strategy. Then, funds could be periodically moved from the Fixed Term Strategy to the indexed strategies.

A different way to accomplish this is to use the Systematic Allocation Rider,[6] which can be added to any of our indexed universal life policies. Systematic Allocation allows your clients to use a lump sum or 1035 exchange and spread the strategy allocations over a 12-month period rather than dumping them into the strategies all at once.

Interest Bonus

The Interest Bonus begins in policy year 6. The enhancement is guaranteed to be 0.35% but may be higher and may vary by crediting strategy.

The Interest Bonus is credited on the policy anniversary. The total Interest Bonus is based on the average accumulated value in each strategy over the prior year. The interest bonus is extra interest calculated on this average value. The extra interest is placed in the Basic Strategy when credited. The Standard Loan Collateral Account does not receive the Interest Bonus.

How do the companies of National Life Group invest to provide indexed credits?

Our insurance companies do not invest directly in the S&P 500®, the Credit Suisse Balanced Trend Index, or the US Pacesetter Index to provide indexed strategy credited rates. We transact in options to provide indexed credits as part of investment strategy known as hedging. Hedging is an investment technique designed to reduce or eliminate financial risk.

To deliver indexed credits, we purchase one-year calls on the indices in sufficient quantity to cover the portion of account value eligible to receive indexed credits. If the index increases, we exercise our call options and receive amounts needed to cover our indexed credited obligations.

On strategies with cap rates, it is possible to offset the cost of purchasing the necessary call options by simultaneously selling call options. The calls we sell give the excess return of the index, above what is needed to cover our interest crediting expenses, to the purchaser of the call. The company does not profit from our hedging strategy. We only use the hedging to provide indexed-linked interest crediting.

6 Systematic Allocation does not guarantee an advantage over the annual crediting method.

How are the cap and participation rates determined?

Cap and participation rates are determined by several factors. The most obvious factor is the price of options. Generally, as option prices increase, cap and participation rates decrease. A number of financial factors cause option prices to increase. An important driver of option costs is index volatility. The more volatile the underlying index is, the higher the option costs are. The index price level, the risk-free interest rate, and the option "strike" price are also factors in determining option prices.

Because Indexed Universal Life is a fixed insurance product, it is backed by assets in our General Account. These assets earn investment income. But the amount of this investment income can vary as interest rates change. Generally, the more investment income the company earns, the more we have to purchase options and the higher our cap and participation rates will be. In times of depressed investment earnings, the less we have to spend on options to back our indexed strategies and the lower our cap and participation rates will be.

How are renewal cap and participation rates determined?

For our products with one-year strategy terms, our renewal cap and participation rates have been the same as our new money rates. Determination of the renewal rates for one-year strategies is identical to the determination of the rates for new money.

All of our indexed products are managed on a portfolio rate basis. This means that all assets backing the cash value and all investment income from those assets are aggregated.

How are maximum illustrated rates determined?

Our maximum illustrated rates for each strategy are determined by applying an industry regulation. This involves applying our current cap and participation rates to every hypothetical 25-year index return sequence for the past 65 years to determine an average return.

We model the returns as though our products had been available for the past 65 years and assume that money was deposited each month for each 25-year "look-back" period. The average annual return is calculated and adjusted, and becomes the maximum illustrated rate. "Back-casting" to determine maximum illustrated rates only estimates the strategies' hypothetical historical results and can't be used to predict future results. In addition, some states limit the maximum rate allowed to be illustrated on indexed products, so illustrations in those states will reflect that limit.

How often can you make changes to strategy allocations?

Allocations can be changed at any time. But money already in a strategy will only be reallocated according to any changes at the end of the strategy term.

What is the Basic Strategy?

The Basic Strategy is a fixed interest crediting account where any unallocated premium is held until it is moved into your chosen index crediting strategies on the 14th of every month.

How do loans work?

Policy loans are a contractual right. Once the policy has been in force for one year, the policyowner has the right to borrow money from the insurance company by using policy cash surrender value as collateral for the loans (1035 money is available in year 1). Other than having sufficient policy cash surrender value to use as collateral, there is no condition on being able to borrow money from the insurance company.

Because the insurance company is lending and needs to earn a return on its assets, loan interest is charged on the amount borrowed. This interest can be paid as it is due or it can be "capitalized" by adding it to the amount borrowed, thus increasing the policy loan.

Our Participating Variable and Standard Loans use variable loan interest rates. Variable loan rates may not exceed an amount determined from the current Moody's Composite Yield on seasoned corporate bonds. Current variable loan rates are determined monthly by the company. However, for a given policy, the loan rate is only reset annually on the policy anniversary.

Participating Loan provisions mean that loan collateral remains in indexed strategies and earns indexed interest credits even while being used as loan security. The loan interest rate is charged normally. So, in times when indexed interest credits exceed policy loan interest rates, IUL policyowners will actually earn more on collateral amounts than they are charged on the loan amounts. The opposite condition, or being "upside down," can be very harmful to the insurance policy. Loans should be managed carefully.

An owner can switch the loan type once per policy year without paying off the existing loan. This can be a policy-saving difference if loans ever go upside down.

There are a couple of things to remember about policy loans:

1. Insurance deductions continue even if there is a loan, so sufficient unloaned cash surrender account value must remain or extra premium payments may need to be made to continue coverage; otherwise, a policy may lapse, causing adverse tax consequences on loan amounts already received and loss of the policy and coverage.
2. Policy loan amounts reduce cash surrender values and policy death benefits.
3. Loans can be repaid. Amounts meant for loan repayment should be clearly designated as such; otherwise, they will be considered premium payments.

How do withdrawals work?

In contrast to a policy loan, withdrawals are an actual removal of cash surrender value from the policy. Withdrawals may be taken for any amount up to the cash surrender value of the policy less 3 monthly deductions. There is currently no withdrawal fee assessed on withdrawals. However, we may charge as much as $25 per year.

The portion of the cash surrender value that consists of premiums paid into the policy is known as "basis," with any amounts above that considered gains. Cumulative withdrawals up to the basis amount are non-taxable, provided premiums were paid with after-tax money. Withdrawal amounts above basis are taxable as income. Once the basis is withdrawn from a policy, it is usually advisable to switch to loans to access any additional cash surrender value. This avoids any immediate tax consequence, but it is important to keep the policy in force, otherwise the loans become taxable on policy lapse.

Account Strategies

US Pacesetter Index

Participation Focus Strategy (Point-to-Point)
- Participation Rate will always be equal to or greater than 50%.
- We guarantee no Cap on this strategy.

Balanced Trend Index

Participation Focus Strategy (Point-to-Point)
- Participation Rate will always be equal to or greater than 50%.
- We guarantee no Cap on this strategy.
- Guaranteed 0% Floor.

Standard & Poor's Composite Index of 500 Stocks (S&P 500®)

Cap Focus Strategy (Point-to-Point)
- Higher Cap Rate than our other strategies.
- Participation Rate will always be equal to or greater than 100%.
- Guaranteed Minimum Cap 3.1%.
- Guaranteed 0% Floor.

Participation Focus Strategy (Point-to-Point)
- Higher Participation Rate than our other strategies.
- Participation Rate will be at least 110% or greater.
- Guaranteed Minimum Cap 3.0%.
- Guaranteed 0% Floor.

1% Floor Strategy (Point-to-Point)
- Guarantees a Floor of 1%.
- Participation Rate will always be equal or greater than 100%.
- Guaranteed Minimum Cap is 2.1%.

Fixed Accounts

Fixed Term Strategy
- Credited daily, a fixed interest rate declared by the company and guaranteed for one year.
- 2.0% Guaranteed

Historical Values*

Dec. 14th of Year	S&P 500® Index	1 Year Change	Balanced Trend Index	1 Year Change	US Pacesetter	1 Year Change
2015	2,021.94	0.98%	213.65	-0.42%	245.80	1.92%
2016	2,253.28	11.44%	221.09	3.48%	251.42	2.29%
2017	2,652.01	17.70%	242.93	9.88%	287.44	14.33%
2018	2,599.95	-1.96%	236.67	-2.58%	282.31	-1.78%
2019	3,168.80	21.88%	261.47	10.48%	319.95	13.33%
2020	3,647.49	15.11%	264.35	1.10%	365.31	14.18%
2021	4,634.09	27.05%	279.95	5.90%	380.39	4.13%

* Historical performance is not indicative of future results.

Index Interest Crediting Glossary of Terms

Basic Strategy
A fixed interest crediting account where any unallocated premium is held until it is moved into your chosen index crediting strategies on the 14th of every month.

Basic Strategy Sweep Date
The 14th of the month. This is the date that funds in the Basic Strategy will be allocated to the chosen interest crediting strategies.

Cap
The maximum annual effective interest rate than can be credited to an Index Segment. Not all strategies have a cap.

Ending Index Value
The value of the Index at the end of the day an Index Segment ends.

Fixed-Term Strategy
A rate of interest declared by the company will be credited to this account daily.

Guaranteed Interest Rate
This is the minimum rate that will be credited to funds in fixed term strategies. This rate is also used to calculate guaranteed accumulated and cash surrender values.

Index
The indices used for National Life and Life Insurance Company of the Southwest are the S&P 500®, the Credit Suisse Balanced Trend Index, and the US Pacesetter Index.

Index Segment
Each time premiums are transferred from the Basic Strategy to an Indexed Strategy, a new Index Segment is created. Each indexed segment is 12 months long.

Indexed Interest
The interest credited to an Index Segment using the Point-to-Point strategy.

Participation Rate
The percentage applied to the Index Growth used in the formula to calculate the Indexed Interest for an Index Segment. All strategies have a participation rate.

Point-to-Point
Compares the Starting Value of an Index Segment to the Ending Value of that same Index Segment to determine the Index Growth.

Policy Segment Year
The 12-month period beginning when an Index Segment is created, used to determine the Indexed Interest earned on the value of the Index Segment.

Starting Index Value
The value of the Index at the end of the day an Index Segment begins.

Death Benefit Options

Both Option A and Option B Death Benefits are available.

The death benefit will be paid in a lump sum unless a settlement option or the benefit distribution option is elected. If the death benefit is paid in a lump sum, it will be increased with interest from the date of the insured's death (from the date of the second insured's death for survivorship policies) to the date of payment. The rate of interest will be declared periodically by the company, but will not be less than 2% per year or as mandated by law.

The policyholder may elect an Option A (level) or Option B (increasing) death benefit option.

Option A: The death benefit is equal to the greater of

- The face amount
- The accumulated value multiplied by the applicable corridor factor

Option B: The death benefit is equal to the greater of

- The face amount plus the accumulated value
- The accumulated value multiplied by the applicable corridor factor

For both options, the death benefit is reduced by any policy debt and any monthly deductions due.

Comparison of Death Benefit Options A and B

Death Benefit Option A

The death benefit remains level and generally allows for the maximum potential growth in the accumulated value.

Death Benefit Option B

The death benefit equals the initial amount of coverage plus the accumulated value. The death benefit will vary based on the growth or decline in the accumulated value. This option is for clients who want additional life insurance protection. Also, Option B generally allows for larger premium payments for those clients wishing to maximally fund their policies.

Changing the Death Benefit Option

The policy's death benefit option can be changed from Option A to Option B, or B to A, once each policy year after the first policy anniversary. If a change would cause a policy to no longer qualify as life insurance for federal income tax purposes, the change will not be allowed.

Change from Option A (Level) to Option B (Increasing)

The face amount of the policy will be reduced by the accumulated value just prior to the effective date of the change.

Change from Option B (Increasing) to Option A (Level)

The face amount will increase by an amount equal to the accumulated value just prior to the effective date of the change.

In both cases listed above, the death benefit is the same before and after the change.

Changing the Face Amounts

After the first policy anniversary the policyholder may apply for an increase or decrease in coverage subject to the following terms:

Increase in Face Amount:

- Satisfactory proof of insurability.
- The requested increase meets or exceeds the minimum increase amount of $25,000.
- Each increase in face amount will have its own coverage segment that has its own Monthly Cost of Insurance charges, Monthly Expense Charges, and Surrender Charges, as well as new incontestability and suicide exclusion periods.
- Each increase will have its own surrender charges and monthly per thousand of face amount administration charges.

Decrease in Face Amount:

- Decreases that would reduce the face amount of the policy below the minimum face amount will not be permitted.
- During the first 9 policy years, the total face amount of the policy, plus any additional protection benefit riders, may be no less than 75% of the largest total face amount in force at any time in the 12 months prior to the request.
- Decreases do not affect the level of surrender charges or administrative charges.
- A decrease will not be permitted if it causes the policy to fail the definition of life insurance test as defined in the Internal Revenue Code.

Each change in coverage will cause the Commissionable Target Premium (CTP) and Minimum Monthly Premium (MMP) to be adjusted.

Loans, Withdrawals, and 1035 Exchanges

Types of Policy Loans

Loan collateral does not need to be transferred to a fixed collateral account. The collateral can remain in the indexed strategies and earn index credits. This is known as a participating loan because it "participates" in index interest crediting.

Participating Fixed Loan

- Loan collateral is charged a fixed rate.
- Loan collateral is placed in a separate collateral indexed strategy known as the Indexed Loan Account, where it earns indexed credits.

Participating Variable Loan

- Loan collateral is charged a rate that varies with an external economic index.
- Loan collateral remains in the indexed strategy allocations and continues to earn indexed credits.

Standard Loan

- Loan collateral is charged a rate that varies with an external economic index.
- Loan collateral is transferred to a Loan Collateral Account. The collateral is credited a rate that differs from the loan rate by a fixed spread. The spread is 0.50% in policy years 1-10 and 0% thereafter.

For participating variable loans and standard loans, the variable loan rate will never be greater than the Basic Strategy credited rate plus 2%.

Overloan Protection Rider

Policy loans from FlexLife are received income tax-free. If the policy lapses with outstanding policy loans, there could be taxable income to the policyholder. In the event loan balances threaten the contract's ability to stay in force, and the terms of the rider are met, the Overloan Protection Rider will restructure the policy so it will not lapse. Substantial limitations apply to exercising the Overloan Protection Rider, including that the policy be in force at least 15 years and the insured has attained the age of 75. There is a cost when the rider is exercised. Riders are optional and may not be available in all states.

Withdrawals

- At any time after the first policy year, a policyholder may withdraw funds from the contract's cash surrender value subject to the following terms:
- The minimum withdrawal amount is $500.
- A fee up to $25 may be charged at the time of withdrawal.
- The amount of withdrawal may not exceed the cash surrender value minus three monthly deductions due on the last monthly policy anniversary.
- A withdrawal is not permitted if it will reduce the face amount below the minimum face amount for the policy or if it would cause the policy to no longer qualify as life insurance for federal income tax purposes.
- The accumulated value is reduced by the amount of the withdrawal plus any surrender charges and withdrawal fees.

If death benefit Option A is in effect, the face amount of the policy is reduced by an amount equal to the amount of the withdrawal and withdrawal fees.

Policy loans and withdrawals reduce the policy's cash surrender value and death benefit and may be a taxable event. Surrender charges may reduce the policy's cash surrender value in early years. Outstanding policy loans restrict the Lifetime Income Benefit rider from being exercised.

1035 Exchanges

FlexLife IUL accepts 1035 Exchanges, including 1035 Exchanges with loans up to 50% of the gross exchange amount. For 1035 Exchanges, loans are available at issue. The policyholder has the option of any of the three loan options, but the default option is the participating variable loan.

Premium Payments

Premiums

Indexed Universal Life is a flexible premium product. Premiums can be paid in various amounts and frequencies by the policyholder subject to the following limitations:

- Minimum premium: $25.
- Maximum premium: Limit imposed by the IRS for qualifying the policy as life insurance.

Although policyholders have premium flexibility with indexed universal life, it is important to educate them on how paying smaller or larger premiums can impact their policy's cash surrender value. If the policyholder's goal is to accumulate cash surrender value that can be used down the road, for instance with the Tax-Free Retirement strategy or by exercising the Lifetime Income Benefit Rider, then it is especially important to emphasize this and encourage them to fully fund their policy by paying premiums in excess of the minimum.

Insurance Premium Test

Under Section 7702 of the Internal Revenue Code, a policy is generally treated as life insurance for federal income tax purposes if, at all times, it meets either one of these tests:

- Guideline Premium Test (GPT) — otherwise referred to as the DEFRA Limit.
- Cash Value Accumulation Test (CVAT).

Both tests require a set of corridor factors, which are used to define the minimum amount of death benefit above the contract's accumulated value that must be maintained.

The GPT also places limits on the amount of premium that can be paid into a given contract. These limitations can have an effect on the ability to pay premiums and/or make changes to the policy, such as taking a withdrawal or changing the death benefit option.

The CVAT places no limits on the amount of premium that can be placed into a given contract, but the CVAT corridor factors are generally higher than those required under GPT.

The policyholder may choose between using the GPT or the CVAT to demonstrate compliance with IRC Section 7702. The choice is made at issue and is irrevocable.

Charges

Policy Protection Period

The policy protection period helps protect the policy against lapse for the first 10 policy years.

- During this period, cumulative premiums paid less withdrawals, less debt must be greater than or equal to cumulative Minimum Monthly Premiums.
- There is no interest adjustment in this calculation.
- If the premium test is met and the policy has positive Accumulated Value net of debt, the policy will not lapse even if the Cash Surrender Value is zero.
- An increase in coverage does not initiate a new policy protection period but it does increase the Minimum Monthly Premium.
- Premium payments just equal to the Minimum Monthly Premiums will ensure that a death benefit is payable under the policy, but this level of funding will not necessarily provide for the build-up of significant accumulated value in the policy.

Surrender Charges

Surrender charges generally apply during the first 10 years of the policy and are determined based on issue age, sex, rate class, policy face amount, and duration. Each increase in face amount (other than those resulting from changes in death benefit option, those resulting from the appropriate application of the death benefit factors, or those resulting from an Additional Protection Benefit rider) has its own 10-year surrender charge schedule. Face amount decreases do not reduce surrender charges.

Percent of Premium Expense Charge

A 6% charge is applied to all premiums. Internal 1035 amounts are not subject to the percent of premium expense charge.

Monthly Deduction

The Monthly Deduction due on a Monthly Policy Date is the Monthly Cost of Insurance, plus the Monthly Expense Charge, plus the Monthly Policy Fee, plus the Monthly Percent of Accumulated Value Charge, plus the monthly cost of any additional benefit riders in force on this policy.

Monthly Expense Charge: This is a charge on the face amount and additional protection benefit sum insured. The charge varies based on issue age, sex, rate class, and duration. On a current basis, the Monthly Expense Charge period is 10 years for Non-tobacco Classes and 15 years for Tobacco Classes. Each increase in face amount, other than those resulting from changes in death benefit option, or those resulting from the appropriate application of death benefit factors, will have a monthly expense charge associated with it. Face amount decreases do not reduce the Monthly Expense Charge.

Monthly Policy fee: $6.00 per month.

Monthly Percent of Accumulated Value Charge: 0.03% of accumulated value per month for the first 25 years on a current basis, all years on a guaranteed basis.

Monthly Cost of Insurance
The Monthly Cost of Insurance for a given policy is equal to the applicable Monthly Cost of Insurance Rate multiplied by the Net Amount at Risk.

The current monthly cost of insurance rates varies based on the issue age, rate class, sex, and duration of the policy.

The net amount at risk is the death benefit plus any debt to the company minus the accumulated value.

ABR for Terminal Illness

Accelerates the death benefit during lifetime for terminal illness. Refer to the Accelerated Benefits Riders agent guide for more details.

Overview

Accelerated Benefits Riders (ABRs) are supplemental benefits that can be added to a life insurance policy and are not suitable unless the client has a need for life insurance. ABR for Terminal Illness is a no-additional premium rider that allows for the death benefit, on a discounted basis, to be accelerated during lifetime for terminal illness.

What's unique about this ABR is that benefits do not have to be used to defray actual expenses associated with the terminal illness. They could be used for other expenses, including for such things as making structural changes to a home to accommodate the illness and compensating a non-licensed care provider.

Terminal Illness Definition

Terminal Illness advances payment, under certain circumstances and on a discounted basis, of all or part of the policy's death benefit prior to the death of the insured. The accelerated payment can be made if the Insured is suffering from a terminal illness that will result in death within 24 months (For NL: 12 months in CT, NY, and PA) (For LSW: 12 months in CT, PA, and VT).

ABR Terminal Benefit

The amount of death benefit available for ABR payout is based on a discount factor of the death benefit amount. The amount accelerated reduces the death benefit, the cash surrender value, and the loan value. A summary of the projected discounted death benefit amount can be illustrated through the National Life Group Illustration system.

For Terminal Illness, National Life Group will accelerate, income-tax free, the discounted death benefit, not to exceed a lifetime maximum of $1,500,000 per insured. There is no annual limit and the benefit can be received as a lump sum if desired. ABR Terminal does not have a waiting period.

Limits may vary by state, please refer to your policy form for details and limitations that may apply in your state.

Payment of Accelerated Benefits will reduce the Cash Value and Death Benefit otherwise payable under the policy. Receipt of Accelerated Benefits may be a taxable event and may affect eligibility for public assistance programs. Policyholders should consult their personal tax advisor to determine the tax status of any benefits paid under this rider and with social service agencies concerning how receipt of such a payment will affect eligibility for public assistance.

ABR for Chronic Illness

Accelerates the death benefit during lifetime for chronic illness. Refer to the Accelerated Benefits Riders agent guide for more details.

Overview

Accelerated Benefits Riders (ABRs) are supplemental benefits that can be added to a life insurance policy and are not suitable unless the client has a need for life insurance. ABR for Chronic Illness is a *no-additional premium* rider that allows for the death benefit, on a discounted basis, to be accelerated during lifetime, for chronic illness.

A unique feature of this ABR is that benefits do not have to be used to defray actual expenses associated with the chronic illness. They could be used for other expenses, including for such things as making structural changes to a home to accommodate the illness and compensating a non-licensed care provider. ABR proceeds in the state of MA can only be used to pay for expenses incurred for Qualified Long-Term Care Services.[8]

Note: Rider availability and waiting period can vary by state, so make sure to check your policy form.

Chronic Illness Definition

A chronically ill individual is one who has been certified, within the past 12 months, by a licensed health care practitioner as being unable to perform, without substantial assistance, at least 2 out of 6 activities of daily living — ADLs — for a period of at least 90 days due to a loss of functional capacity. The six activities are defined as:

- Eating
- Toileting
- Transferring
- Bathing
- Dressing
- Continence Cognitive impairment may also qualify.

ABR Chronic Illness Benefit

The amount of benefit available for ABR payout is based on a discount factor of the death benefit amount. The amount accelerated will reduce the death benefit, the cash surrender value and the loan value. A summary of the projected discounted death benefit amount can be illustrated through the National Life Group illustration system.

NL — Generally, once the policy has been in force for 30 days, National Life Insurance Company will accelerate an annual benefit not to exceed the IRS per diem limit, or the total current lifetime maximum of $1,500,000 per insured.

LSW — Generally, once the policy has been in force for 30 days, Life Insurance Company of the Southwest will accelerate 2% of the net death benefit each month or 24% annually, not to exceed the annual limit or current lifetime maximum of $1,500,000 per insured.

8. Qualified Long-Term Care Services: The necessary diagnostic, preventative, therapeutic, curing, treating, mitigating and rehabilitative services, and maintenance or personal care services that are required by a chronically ill individual and are provided pursuant to a plan of care prescribed by a licensed health care practitioner.

Limits vary by state, please refer to your policy form for details and limitations that may apply in your state.

ABR for Alzheimer's Disease

Accelerates the death benefit during lifetime for a qualifying diagnosis of Alzheimer's Disease or Lewy body dementia. Refer to the Accelerated Benefits Riders agent guide for more details.

At a glance

- Accelerated death benefit for Alzheimer's disease or Lewy body dementia.
- No additional cost.
- ABR benefits are generally unrestricted — you can choose how to use your benefit.
- Annual benefit limit: None.
- Current Lifetime benefit limit: $1,500,000.
- Issue ages: 0-60.

Overview

Accelerated Benefits Riders (ABRs) are supplemental benefits that can be added to a life insurance policy and are not suitable unless the client has a need for life insurance. ABRs are optional and may not be available in all states. The use of one benefit may reduce or eliminate other policy and rider benefits.

This rider is a no-additional premium rider that allows for the death benefit, on a discounted basis, to be accelerated during lifetime, for Alzheimer's disease or Lewy body dementia.

What's unique about this ABR is that benefits do not have to be used to defray actual expenses associated with Alzheimer's Disease or Lewy body dementia. They could be used for other expenses, including for such things as making structural changes to a home to accommodate the illness and compensating a non-licensed care provider.

This rider is available for issue up to age 60.

Qualifying events

A qualifying diagnosis is needed of Alzheimer's disease or Lewy body dementia, determined by a Specialist. In addition, a Specialist needs to provide certification of both:

- A score of less than 20 out of 30 on Mini-Mental State Exam (MMSE), or an equivalent of this score under a widely accepted test of cognitive function.
- Clinical impairment of at least two of the following:
  - Orientation to people, places, or time.
  - Registration (ability to learn and remember new information).
  - Attention and calculation (reasoning and handling of complex tasks).
  - Visuospatial abilities.
  - Language functions.

In determining whether an Insured has experienced a Qualifying Event, National Life Group may consider both the certification and the records of the Insured's medical history, diagnosis, and treatments to ensure that the records support the certification. All other forms of dementia are not covered by this rider but may be covered by the chronic illness rider.

The rider will not be available if the client has a first-degree relative (mother, father, or siblings) with a history of Alzheimer's disease.

Benefit

The actual payment received will be less than the portion of the death benefit accelerated because the benefits are paid prior to death. Values are based on a current interest rate and mortality rates. There is an initial administrative fee at the time the rider is exercised. The amount accelerated reduces the death benefit, the cash value, and the loan value. A summary of a discounted death benefit amount can be illustrated through the National Life Group illustration system.

The current lifetime benefit limit is $1,500,000 per insured. There is no annual benefit limit.

ABR for Critical Illness and Critical Injury

Accelerates the death benefit during lifetime for critical illness and critical injury. Refer to the Accelerated Benefits Riders agent guide for more details.

Overview

Accelerated Benefits Riders (ABRs) are supplemental benefits that can be added to a life insurance policy and are not suitable unless the client has a need for life insurance. ABR for Critical Illness and Critical Injury is a no-additional premium rider that allows for the death benefit, under certain circumstances, and, on a discounted basis, to be accelerated during lifetime for critical illness or critical injury.

A unique feature of this ABR is that benefits do not have to be used for actual expenses associated with the triggering illness or injury. They could be used for other expenses, including for such things as making structural changes to a home to accommodate the illness and compensating a non-licensed care provider.

Any claim for critical illness or critical injury benefits for a given Qualifying Event must be filed within 365 days following the occurrence of such Qualifying Event.

Critical Illness Definition

The death benefit can be accelerated when an insured is diagnosed with one of the following triggering illnesses:

- Diagnosis of ALS (Lou Gehrig's disease)
- Aplastic Anemia
- Aorta Graft Surgery
- Blindness*
- End Stage Renal Failure
- Cancer**
- Heart Valve Replacement
- Cystic Fibrosis
- Major Organ Transplant
- Heart Attack
- Motor Neuron Disease
- Stroke
- Sudden Cardiac Arrest

*Not a qualifier in CT, IL, KS, MD, MA, MN, NJ, NY, OH, PA, UT, VA, WA.

**Invasive Cancer in CA only

In California, Critical Injury and Critical Illness riders are only available for issue ages 0-64.

ABR Critical is not available on Annual Renewable Term.

Covered critical illnesses and covered critical injuries may vary by state.

NL ABR for Chronic Illness – NY State Special

Accelerates the death benefit during lifetime for chronic illness. Refer to the Accelerated Benefits Riders agent guide for more details.

Overview

Accelerated Benefits Riders (ABRs) are supplemental benefits that can be added to a life insurance policy and are not suitable unless the client has a need for life insurance. ABR for Chronic Illness is a no-additional premium rider that allows for the death benefit, on a discounted basis, to be accelerated during lifetime for chronic illness.

A unique feature of this ABR is that benefits do not have to be used to defray actual expenses associated with the chronic illness. They could be used for other expenses, including for such things as making structural changes to a home to accommodate the illness and compensating a non-licensed care provider.

This rider also offers a guaranteed paid-up option on any death benefit not accelerated.

Chronic Illness Definition

A chronically ill individual is someone who has been certified, within the past 12 months, by a licensed healthcare practitioner as being unable to perform, without substantial assistance, at least 2 out of 6 activities of daily living (ADLs) for a period of at least 90 days due to a loss of functional capacity, and who will require continuous care for the remainder of life. The six activities are defined as eating, toileting, transferring, bathing, dressing and continence. Cognitive impairment may also qualify.

In addition to meeting the requirements mentioned above, a life expectancy calculation needs to be completed at the time of acceleration.

Chronic Illness Benefit

The amount of benefit available for ABR payout is based on a discount factor of the death benefit amount. The discount factor is determined by underwriting the insured at claim time to determine life expectancy. The amount accelerated reduces the death benefit, the cash surrender value, and the loan value. A summary of the projected discounted death benefit amount can be illustrated through the National Life Group illustration system.

There is no waiting period for the NL Chronic Illness ABR in the state of New York. Once the chronic illness definition has been met, National Life Insurance Company will accelerate the death benefit up to the IRS per diem limit for chronic illness, not to exceed the total discounted death benefit, or a current lifetime maximum of $1,500,000 per insured.

Additional Protection Benefit Rider (APB)

Provides extra death benefit protection.

Overview

The Additional Protection Benefit Rider (APB) provides extra death benefit protection at a cost that is generally lower than the cost of the base coverage and so reduces the overall premium per thousand. The cost per thousand of coverage under the APB Rider is essentially the pure cost of insurance. There is no target premium and no other costs or charges associated with the portion of coverage provided under the APB Rider. Adding the APB Rider can increase the total death benefit protection without significantly increasing the cost. With the FlexLife product, coverage under the APB rider will now be eligible for full acceleration under ABR. The death benefit provided by the rider follows the same rules regarding death benefit options, DEFRA, increases, decreases, etc.

Availability

This rider is available, at issue and after issue, on the same issue age and rate classes as the base product.

Issue ages: 0-85.

The maximum APB to base blend is 3 to 1. The minimum face amount insured is $25,000.

Charge

There is no commissionable target premium.

This rider has a charge per thousand of sum insured, cost of insurance, minimum monthly premiums, and minimum guaranteed premiums.

Balance Sheet Benefit Rider (BSB)

Provides enhanced early duration policy surrender values.

Overview

The BSB Rider eliminates all surrender charges on the units of insurance to which it applies. The portion of surrender charge to be waived can be any whole percent between 1%-100%. There is a monthly charge based on issue age, sex, and rate class of each insured per unit of coverage for the rider.

For business planning cases: Use the BSB rider when it is important to have high early-policy values. A business owner may want to increase the policy's collateral value when the policy is being used to fund an employee benefit program such as Key Person, Deferred Compensation, or Endorsement Split Dollar.

For personal sales: Your client may need to access the policy's cash surrender value prior to the end of the surrender period for a one-time need; or if they intend to take a large distribution from the policy for a short period of time, then repay what they have borrowed. Because loans from a life insurance policy are fast and easy to obtain and do not require your client to post collateral, many clients may see their policy cash surrender value as a source of funds for short-term loans.

Availability

All issue ages and rate classes as the base product. This rider is not available after issue.

Charges

There is a monthly charge per thousand of base face amount based on issue age, sex, and rate class of each insured, multiplied by the coverage percentage.

Commissions on units of insurance with the BSB Rider are paid using a different schedule that levelizes the compensation.

Benefit Distribution Option Rider (BDO)

Death benefit paid in installments for income replacement. Monthly deductions are reduced.

Overview

At policy issue, the policyowner can chose to have the death benefit paid in installments instead of as a single payment. The chosen duration of benefit payments can be from 10 years up to 30 years, as long as it is not scheduled to go beyond attained age 95.

If BDO is elected, a percentage of the death benefit is allocated to be paid as installments. This benefit distribution percentage must be at least 50% and can be up to 100% of the death benefit.

Neither the duration of benefit payments nor the benefit distribution percentage may be changed after issue. These choices are irrevocable. BDO may not be discontinued after issue unless an underwritten face amount increase is made.

The duration of benefit payments and the benefit distribution percentage apply equally to the proceeds payable to each of the beneficiaries of the policy.

Because the BDO death benefits are paid out over time, there is less cost for the insurance amounts allocated to BDO. BDO election will tend to increase policy values relative to policies without BDO.

Accelerated benefit rider amounts are paid normally for policies with BDO. Acceleration does not change the percentage of death benefit allocated to BDO, though acceleration reduces the total death benefit.

BDO allocation will tend to reduce projected ABR benefits relative to policies without BDO.

The duration of benefit payments and the benefit distribution percentage are applied to Additional Protection Benefit amounts as well.

Availability

- This rider is available for all issue ages and rate classes.
- May not be added after issue.
- BDO is not available for pension cases.

Charges

- There is no additional charge for this rider.

Charitable Matching Gift Death Benefit Rider (CMGDB)

Matching death benefit paid to charitable organizations.

Overview

The Charitable Matching Gift Death Benefit rider will pay an additional amount to charities listed as policy beneficiaries at the time of death of the insured. Amounts paid to the charities are in addition to the policy death benefit.

The matching amount is up to 2% of the base face amount and up to a maximum of $30,000. This limit is per policy, not per beneficiary. If multiple charity beneficiaries are named, all will share proportionally in the distribution of benefits.

Additional Protection Benefit amounts are not eligible for match.

A matching gift will be made to any organization accredited as a charity that qualifies for a charitable deduction under IRS rules and regulations.

National Life Group is the payer of the matching gift.

Matching gifts will be paid in a lump sum even if the death benefit is paid otherwise, such as in installments under the benefit distribution option.

Availability

- All issue ages and rate classes as base coverage.
- CMGDB may not be added after issue.

Charges

There is no additional cost for this rider.

Children's Term Rider (CTR)

Provides term coverage on the insured's children.

Overview

The Children's Term Rider provides term life insurance on all of the insured's children until they reach age 25. Each child is covered for the same selected benefit amount. Children born or adopted after issue (after they reach the age of 15 days), and dependent step-children living in the insured's home are covered as well.

The rider can be converted while in force and within 31 days of the insured's death; within 31 days of the dependent child's marriage; or within 31 days of the policy anniversary following the dependent child's 25th birthday.

The children's coverage is convertible for six times the rider face amount when the child reaches age 25 or marries, or at the death of the primary insured.

Availability

- Issue ages: 15 days–16 years.
- Rider stays in force until the policy anniversary following the last covered child's 25th birthday, as long as the base policy remains in force.
- Minimum rider amount: $5,000.
- Maximum rider amount: $25,000.
- Coverage must be purchased in multiples of $1,000.
- Rider is available after issue.

Charges are a level amount per $1,000, regardless of the number of children covered.

Death Benefit Protection Rider (DBPR)

Protects the policy from lapsing during the Death Benefit Protection Period. Clients may find this rider most helpful during times of tight cash flow.

Overview

This optional rider protects your clients' policies from lapsing during the Death Benefit Protection Period. The Death Benefit Protection Period will vary based on insured's issue age and product type.

Death Benefit Protection Period for FlexLife

Issue Age	DBP Period
0 – 29	30
30 to 39	25
40 to 54	20
55 to 64	15
65 to 75	10

During the Death Benefit Protection period, the policy is protected from lapsing, even if the account value is less than or equal to zero, provided that the accumulation with interest of the premiums paid less withdrawals accumulated with interest and less policy debt equals or exceeds the accumulation with interest of Monthly Guarantee Premiums (MGP). However, this level of funding will not necessarily provide for the build-up of significant accumulated value in the policy.

Compliance with the Death Benefit Protection Rider (DBPR) requirements is checked on each Monthly Policy Date during the Death Benefit Protection Period. If on any Monthly Policy Date the minimum premium requirement is not met, notification will be sent to the policyholder that the rider will be cancelled if a specified premium is not paid within 61 days from the date we mail the notice. Once the rider has lapsed, it cannot be reinstated.

Availability

The Death Benefit Protection Rider is available on eligible new issue policies only. Eligible policies include:

- Option A and B Death Benefit policies
- Issue ages: 0-75
- There is no minimum issue age.
- Cannot be added after issue.
- Available for all rate classes.
- Not available under the Guideline Premium Test definition of life insurance if the annualized Monthly Guarantee Premium is greater than the annual Guideline Level Premium.

Fertility Journey Rider

Provides a one-time Accumulated Value Credit in the event of qualifying reproductive assistance.

Overview

After the qualifications for the benefits are met, the Fertility Journey Rider (FJR) provides a lump sum Accumulated Value Credit that is 3 times the minimum monthly premium or the minimum guaranteed premium at issue, whichever is greater. After issue, changes will not impact the benefit amount.

To qualify for the benefit under this rider, National Life must receive a completed form and satisfactory proof from a physician they have provided the insured with reproductive assistance of a qualifying event while the policy and this rider are in force.

Qualifying events:

- Artificial insemination: The procedure where washed and concentrated sperm has been placed directly into a uterus, which is also known as intrauterine insemination (IUI).
- Assisted reproductive technology (ART): Any fertility-related treatments in which eggs or embryos are manipulated, including but not limited to in vitro fertilization (IVF).
- Surgery: Operative laparoscopy and hysteroscopy procedures for the explicit purpose of fertility assistance.

The rider excludes procedures in which ovarian stimulation is performed without a plan for egg retrieval.

The rider has a waiting period of two years between issue of policy and when the qualifying event can occur for the insured to be eligible for benefits.

Availability

This rider is available regardless of risk classification or substandard rating.

Automatically attached to all new eligible policies, depending on state approval.

Charge

This rider has no charges.

Guaranteed Insurability Rider (GIR)

Increase coverage without evidence of insurability.

Overview

The Guaranteed Insurability Rider (GIR) allows the insured to increase coverage without evidence of insurability during specified option periods.

Availability

	Life Insurance Company of the Southwest	National Life Insurance Company
Issue Ages	0 – 37	0 – 39
Minimum Option Amount	$5,000	$25,000
Maximum Option Amount	Lesser of policy's total face amount and $50,000	2 times the base face amount but not to exceed the following: Age 0-24: $50,000 Age 25-27: $60,000 Age 28-30: $75,000 Age 31-39: $100,000
Substandard	This rider is not available on substandard policies and will not be issued with ratings. Therefore, this rider will not be available on policies with any of the three Express Standard rate classes.	This rider is not available on substandard policies and will not be issued with ratings.
Available After Issue	Yes	Yes
Termination	Coverage under this rider will terminate on: The policy anniversary following the insured's 40th birthday.	Coverage under this rider will terminate on: The date the insured reaches age 40.

Charges

There is a charge for this rider.

Lifetime Income Benefit Rider™ (LIBR)

Growing old in America isn't what it used to be, and in many ways, that's a good thing. People are not only living longer, they have better educations — resulting in better health, higher income, and a higher standard of living in retirement.

But there is a flip side to the coin. As Americans continue to live longer a new challenge presents itself: "How do I make sure my retirement income lasts?"

The life insurance companies of National Life Group provide life insurance products that help provide your clients and their families security if they Die Too Soon. But what if they Live Too Long?

The Lifetime Income Benefit Rider, once exercised, guarantees your clients income for life — that's money they cannot outlive.

Consumer Profile

- LIBR may be ideal for your clients who want death benefit protection in case they die prematurely, but also want the option to use their policy to supplement their retirement income when survivor protection is no longer a concern.
- Plus, your clients still retain a portion of the death benefit protection with LIBR – even if they exercise their lifetime income benefit, they will always maintain at least a $15,000 death benefit.

Specifications

Product Availability
LIBR is automatically added to all new eligible policies and is available for eligible inforce policies upon policyholder's request.

Issue Ages: 0-75
Not available with substandard table ratings greater than 250% or with Express Standard Non-tobacco 2 rate class.

Exercise Age Limits
Cannot be exercised before age 60 or after age 85.

Benefit Amount
A defined income base is used in determining the benefit payments available. Benefit payments may be monthly, quarterly, semi-annually, or annually.

Waiting Period
10 years. Any face amount increases during this period will trigger the start of a new waiting period.

Death Benefit Option
Available for both Death Benefit Option A and B. If Option B is elected, it will automatically be switched to Option A when LIBR is exercised, as long as the policy still qualifies as life insurance under the Internal Revenue Code. Otherwise, the policy will remain under Option B and the benefit payment will be based on a lower Base Payout Percentage.

Definition of Life Insurance
Only available with GPT, not available for CVAT policies

LIBR is available for both MEC and Non-MEC policies.

How does LIBR work?

LIBR is automatically added to eligible policies at issue. LIBR gives the insured an option to exercise the rider once certain conditions have been met, and receive a lifetime stream of income — guaranteed. There is no additional charge to add the rider to the policy, but there is a monthly charge from the accumulated value during the income payment period. The guaranteed lifetime income is deducted from the policy's cash value through policy loans, reducing the policy's cash surrender value and death benefit. The policy owner retains full rights and control over the accumulated value until a minimum threshold level is reached.

Once the minimum threshold of the cash surrender value is met, the amount of each subsequent benefit payment is credited into the policy as a bonus to the basic strategy, and the benefit payments continue to be funded as fixed net cost loans for the life of the insured. Because the benefit payments are funded as fixed net cost loans, they will not be taxable if the policy is not a Modified Endowment Contract. The death benefit will never be reduced to less than $15,000 and the cash surrender value not less than $1,000.

Are benefit amounts guaranteed?

The benefit is not guaranteed until LIBR is exercised. Once exercised, the income base is set equal to the cash surrender value and is used to calculate benefit payments.

Are benefits taxable?

For Non-MEC policies, benefit payments are taken as policy loans, and policy loans are not taxable. For MEC policies, benefit payments are subject to income tax. Policy owners may want to consult with their tax advisors.

What are the eligibility requirements to exercise LIBR?

In addition to meeting issue ages, exercise age limits and the waiting period, conditions include, but are not limited to:

- Any outstanding policy loans must be repaid in full.
- The policy's death benefit ratio is less than or equal to the maximum death benefit ratio, where the death benefit ratio is equal to the death benefit divided by the cash surrender value at the time of exercise.
- Benefit payments are greater than or equal to $100.

Are premium payments still required once LIBR is activated?

No, once the rider is exercised, additional premiums cannot be paid, unless the policyholder has decided to temporarily suspend income payments.

Can income payments be stopped and restarted?

Yes, income payments can be suspended temporarily and can be resumed at any time up to and including insured's attained age 85. However, income payments may only be suspended or resumed once per policy year.

While income payments are suspended, no LIBR rider charge will be deducted from the policy. Policyholders can make premium payments, loan repayments, request face amount increases or decreases, or take partial withdrawals and policy loans — but only while income payments are suspended. Death benefit option changes cannot be requested.

Once income payments are restarted, the new benefit payments are guaranteed to be at least as much as the prior benefit payments, as long as the policyholder has not requested face amount increases, partial withdrawals, or policy loans. If income payments are not restarted before the insured reaches age 85, the rider will terminate.

How are benefits paid and can they change?

This rider includes a ratchet feature that resets the income base at the end of every fifth LIBR anniversary during the income period. At that time, if the cash surrender value is higher than it was on the previous recalculation date, the income base will be increased to equal the higher cash surrender value. The benefit payments will then be recalculated using the adjusted income base. If the cash surrender value is lower than it was on the previous recalculation date, the income base will not be reduced.

Policyholders may choose, at the end of the accumulation period, between a Level Payout Option or an Increasing Payout Option. The Payout Option selected may not be changed after the rider has been exercised.

Level Payout Option
Provides benefit payments that remain level, subject to the ratchet feature increases. Payments start at a higher amount than the Increasing Payout Option but are not subject to an annual increase.

Increasing Payout Option
Benefit payments increase on every rider anniversary, by an adjustment amount equal to the benefit payment for the prior year multiplied by the Annual Increase Percentage, currently at 3.0%. This increase will continue until the minimum threshold value is reached and the cash surrender value is exhausted, after which the annual Guaranteed Income Payment will remain level at the value of the payment at the last anniversary. The Increasing Payout Option is also subject to the ratchet feature increases.

Other Insured Rider (OIR)

Provides low-cost renewable term.

Overview

The Other Insured Rider (OIR) provides low-cost renewable term insurance on the primary insured or on an individual with a permitted relationship to the primary insured. OIR is available on up to five Other Insureds.

Conditions

Issue Ages	Same as base product.
Risk Classes	All but Select and Express classes.
Permitted Relationship	Self, Spouse, Child and Business Partner.
May Be Designated as Primary Other Insured	Spouse and Business Partner only.
Minimum Total Face Amount	$25,000 ($5,000 for pension cases).
Maximum Total Face Amount	Base Policy's Total Face Amount.
Substandard	Rider may be issued with table and/or flat extra ratings and may be issued on a rated policy.
Available Riders	Accelerated Benefits Riders.
Charges	There is a charge for this rider.

Overloan Protection Rider (OPR)

Protects the policy from lapsing when loan values threaten policy.

Overview

The Overloan Protection Rider (OPR) protects a policy from lapsing as a result of the loaned amount exceeding the accumulated cash surrender value. This feature can prevent a tax liability as a result of a policy lapse due to being over-loaned.

The policyholder will be notified of this rider option when all conditions have been met. When the rider is put into effect, the policy becomes "paid-up". At this time, there are no future premiums or charges due. Loans and withdrawals are no longer available.

Availability

Issue ages: 0 – 85

The Overloan Protection Rider is not available in pension sales. This rider will automatically be added to all eligible policies at new issue. This rider is not available with CVAT.

Conditions for Exercising the Rider

- Policy is in corridor.
- Loans at least equal to 95% of policy's accumulated cash surrender value.
- Policy is in force for at least 15 years.
- Insured has attained the age of 75.
- There is a charge when the rider is exercised.

Qualified Plan Exchange Privilege Rider (QPEP)

For Qualified Pension and Profit Sharing Plan trust-owned life insurance.

Overview

The Qualified Plan Exchange Privilege (QPEP) rider permits the exchange of the policy to which it is attached for a new policy, without requiring evidence of insurability.

Availability

This rider is automatically added to all pension cases at issue.

No evidence of insurability will be required.

Rider Conditions

This rider may be exercised when one of the following events occurs:

- The participant retires or terminates employment with the employer.
- The entire plan is being terminated.
- The plan is discontinuing the life insurance provision.
- Incidental limits have been violated.

The rider is only available with policies that are issued as part of a qualified pension plan.

The original policy will be surrendered while still owned by the pension trust.

Consult your policy form for conditions necessary to exercise this rider for the specific product.

Conditions of New Policy

- The new policy will be issued based on the age the insured has attained on the date of the exchange.
- The face amount of the new policy cannot exceed the lesser of $2 million or the face amount of the original policy, less the cash surrender value on the date of the exchange. The flex-term dividend options may not be used.
- The maximum face amount under the new policy cannot exceed $2,000,000 and must be at least $25,000.
- The class of risk under the new policy will be the same as under the pension policy.
- The new policy date will be the date of the exchange.

The new policy may be any traditional whole life policy or flexible premium adjustable benefit life policy offered by the company. It will be issued as an individually owned policy outside of the pension plan.

Charges

There is no additional charge for this rider.

Systematic Allocation Rider (SAR)

Allocates a net premium (premiums after insurance and administrative costs have been deducted) from new premium, 1035 exchange, or index renewal bucket money into the indexed strategies over a 12-month period.

Overview

Riders are supplemental benefits that can be added to a life insurance policy and are not suitable unless the client has a need for life insurance. The Systematic Allocation Rider (SAR) can be used when a client has new premium, 1035 exchange, or index renewal bucket money and wishes to spread the money out over a 12-month period.

The Systematic Allocation Rider offers a convenient way for clients to spread their payment or qualifying allocation into the indexed strategies over the year.

Although the Systematic Allocation Rider may mitigate some risk, it does not guarantee an advantage over regular allocation methods. Simply put, it gives the client a way to balance index crediting fluctuations by capturing more points within the 12-month period.

How Systematic Allocation Works

With the Systematic Allocation Rider, the net amount to be allocated is not just tied to the point in the index on the date the premium is paid. Instead, it is divided into 12 equal portions, allocated to the different indexed strategies according to the client's chosen schedule throughout the 12-month period.

Example:
The client pays a $6,000 lump sum single premium (net after insurance and administrative costs have been deducted) into the point-to-point strategy on January 1st. Without the Systematic Allocation Rider,[9] the $6,000 premium minus insurance and administrative costs will be tied to one point, January 14th, and that one point change, January 14th of the current year to January 14th of the following year, will dictate your client's annual crediting rate.

This could be good or bad. It all depends on where the index value ends up at the end of the 12 months.

With the Systematic Allocation Rider, interest is credited based on 12 different periods. Essentially 1/12th of their net premium ($500) is allocated to each month. This means that instead of all your client's money being tied to one date, each monthly allocation has its own crediting period. The first allocation would have an annual crediting period[2] of January to January. The second allocation would have a crediting period of February to February, and so forth with the 12th crediting period based on December to December.

Once the client has elected the Systematic Allocation Rider, the premium is placed into the Systemic Allocation fixed interest account, where 1/12 is allocated in the chosen strategies per month. The remaining 11/12 of the premium remains in a fixed account, where it earns a fixed interest rate until allocated into an indexed strategy. Policy cost will be deducted each month before the premium is swept into the allocation strategy.

Availability

This rider is added automatically to all IUL policies (pension and non-pension policies).

The rider cannot be exercised while the policy is owned by a qualified pension or profit sharing plan. In order to exercise the rider in such a situation, the policy must first be transferred out of the plan.

The SAR option can be elected at issue or anytime thereafter, as long as the allocation schedule has been completed and the option has been elected.

This rider is available for all issue ages and all rate classes. The minimum annual premium is $3,600.

Charge

There is no additional charge for this rider.

9 Systematic Allocation does not guarantee an advantage over the annual crediting method.

Waiver of Monthly Deductions Rider (WMD)

Waives policy expenses and mortality charges at total disability.

Overview

The Waiver of Monthly Deductions Rider provides that a policy's expense and mortality charges will be waived should the insured be totally disabled. The waiver begins after the 121st consecutive day of total disability and continues as long as premiums are due if the disability begins before age 60. If the disability begins after age 60, premiums will be waived to age 65 or two years, if longer.

Total disability includes these definitions:

- Due to injury or disease, the insured is unable to perform the duties of his or her occupation for a period of 24 months
- The insured has the sole occupation of a student and is unable to work as a student or
- The insured has sustained a complete and permanent loss of one of the following:
  - Sight
  - Hearing
  - Use of both hands
  - Use of both feet
  - Use of one hand and one foot

For the first two years of disability, occupation means the occupation of the insured at the time disability begins. After two years it means any occupation for which the insured is reasonably fitted.

Availability

- Issue Ages: 0-55
- Available only at issue
- This rider is not available in conjunction with Waiver of Specified Premium
- Elimination Period:
  NL FlexLife — 3 months
  LSW FlexLife — 6 months

Charges

There is a charge for this rider.

Waiver of Specified Premium Rider (WSP)

Waives pre-determined amount of premium at disability.

Overview

The Waiver of Specified Premium Rider allows your clients to determine how much of their premium will be waived in the event they become totally disabled.

- If the disability occurs prior to attained age 60, benefits will be paid during the continuance of the disability.
- If the disability occurs on or after attained age 60 but before attained age 63, benefits will be paid during the continuance of the disability but not beyond attained age 65.
- If the disability occurs on or after attained age 63, benefits will be paid during the continuance of the disability for a maximum of two years.
- The rider terminates at attained age 65 (unless disability occurs prior to attained age 60, in which case the rider terminates at the end of the disability).

Availability

Issue Ages:
NL: 0-55
LSW: 15-55

Available only at issue.

This rider is not available in conjunction with Waiver of Monthly Deductions Rider.

This rider has an elimination period of 6 months. Benefits are not retroactive to the start of the 6-month elimination period.

This rider is not available with single premium policies.

Minimum Annual Benefit: Annualized minimum premium less the annualized minimum premium for the Waiver of Specified Premium Rider.

Maximum Annual Benefit: Lesser of the annualized planned periodic premium and the guideline level premium for the policy excluding the guideline level premium for the Waiver of Specified Premium Rider.

Charges

The charge for this rider will be the specified rate multiplied by the waiver of premium benefit amount, and is deducted on a monthly basis.

Total Disability

The insured will be deemed to be totally disabled only if due to injury or disease the insured:

Is unable to work at an occupation for economic gain;

or

Has the sole occupation of a student and is unable to work as a student;

or

Has sustained the complete and permanent loss of sight, hearing, speech, use of both hands, use of both feet, or the use of one hand and one foot.

For the first two years of disability, occupation means the occupation of the insured at the time the disability began. After two years, it means any occupation for which the insured is or becomes reasonably fitted by education, training, or experience, with due regard to vocation and earnings at the time the disability began.

Limitations

No premium will be waived if:

1. Total disability results from purposely self-inflicted injury;

or

2. Total disability results from war, declared or undeclared, or any act of war;

or

3. The premium becomes due more than one year before we receive proof of disability.

This rider has a two-year contestability period.

Termination

This rider will terminate one of these dates:

- On the date that the insured reaches attained age 65, unless:
  - The disability began before the insured reached attained age 60 and the notice of claim terms are met, in which case this rider will terminate on the later of the date that the insured reaches attained age 65 and the end of the disability; or
  - The disability began on or after the insured reached attained age 60 and before the insured reached attained age 65 and the notice of claims terms are met, in which case this rider will terminate on the later of the date the insured reaches attained age 65 and two years following the date of disability.
- On the date that the policy terminates or is converted.
- At the end of the last year for which premiums are payable.
- On any premium due date requested by the policyholder.
- At the end of the grace period for any unpaid premium on the policy.

After Issue Changes

The waiver benefit amount will be increased after issue if additional optional benefits result in a minimum benefit amount that exceeds the current benefit amount. Whenever this happens, the waiver benefit amount will be increased to the new minimum benefit amount. The original premium rate will continue to apply to the increased benefit amount.

We will permit a reduction in the waiver benefit to any amount that is at least as great as the current minimum benefit amount. The original premium rate will continue to apply to the decreased benefit amount.

No bank or credit union guarantee | Not a deposit | Not FDIC/NCUA insured | May lose value | Not insured by any federal or state government agency

Guarantees are dependent upon the claims-paying ability of the issuing company.