

BUILD A STRONGER FUTURE

Life



NORTH AMERICAN
A Sammons Financial Company

North American's Builder Plus Indexed Universal Life (IUL) 2 insurance is designed for **strong death benefit protection** and **strong cash value accumulation** with an **Account Interest Multiplier**.¹

Strong death benefit

Builder Plus 2 provides a high death benefit on minimum face amount with maximum income solves. Without hurting income due to other enhancements, a strong death benefit is protection for client's beneficiaries **AND/OR** money available for acceleration for a qualifying critical, chronic, or terminal illness.

High income potential

An Account Interest Multiplier¹ and higher index caps can provide greater cash value accumulation and income potential.

Account Interest Multiplier		
Policy Year	Current	Guaranteed
1-10	15%	10%
11+	10%	10%

+

Interest Bonus Years 11+
1.0%
Contractually guaranteed on index account²

Built for real life

Builder Plus 2 is designed to perform in a variety of scenarios. It's built so it can fit your real client's real life.

Whether the market is performing...

Hypothetical example: Male, age 45, preferred non-tobacco, solved for minimum non-MEC face \$15,000 annual premium for 20 years followed by monthly income for 35 years			
Illustrated using the Annual Point-to-Point Index at 6.27% and 5.00%. Variable interest rate policy loan at 5.46% and 4.00% respectively.			
Death Benefit Option	Initial Death Benefit	Target Premium	Max Annual Income ³
Increasing death benefit changing to level	\$381,300	\$6,711	\$52,200
Return of premium death benefit	\$517,997	\$9,117	\$49,632
Level death benefit	\$918,240	\$16,161	\$40,332

MAX ILLUSTRATED RATE

...or when it is not!

Death Benefit Option	Initial Death Benefit	Target Premium	Max Annual Income ³
Increasing death benefit switching to level	\$381,300	\$6,711	\$38,100
Return of Premium death benefit	\$517,997	\$9,117	\$35,628
Level death benefit	\$918,240	\$16,161	\$26,784

ILLUSTRATED AT 5%

...And it can illustrate even better with the Spread Index!

Builder Plus 2's Spread Index has a 0% Account Value charge!

Hypothetical example: Illustrated with Spread Index illustrated at 5%. Variable loans at 4.00%.			
Death Benefit Option	Initial Death Benefit	Target Premium	Max Annual Income ³
Increasing death benefit switching to level	\$381,300	\$6,711	\$45,120
Return of Premium death benefit	\$517,997	\$9,117	\$42,696
Level death benefit	\$918,240	\$16,161	\$33,744

ILLUSTRATED AT 5%

Source: North American Web Illustrations, 6/29/2020. The information presented is hypothetical and not intended to project or predict investment results. Illustrations are not complete unless all pages are included.

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Return of Premium (ROP) Death Benefit Option⁴

Set it and forget it! Using the ROP death benefit option, your client won't need to come back 20 or 30 years later to change the death benefit option from increasing to level. Plus, it has the potential to provide higher death benefit and cash value accumulation amounts than a level death benefit over the long term.

Protect your client's assets!

Don't drain the 401(k)! Would your clients need to liquidate assets to help pay for the high cost of a qualifying critical, chronic, or terminal illness?

Builder Plus IUL 2 includes the Accelerated Death Benefit Endorsement for Critical, Chronic, and Terminal illness (CCT) for **zero additional premium**.⁵

CCT helps mitigate the financial risk of a qualifying medical condition that could derail your client's financial strategy.

CCT is different than you might expect. It's not a reimbursement benefit. Your client can access a portion of the policy's death benefit for a qualifying illness — and they can use it for any need.⁶

Maximize the WriteAway[®] Opportunity



Opportunity
for no fluids



Quick online
application

Age
60

Up to age 60
may qualify

\$2M

Face amount
up to \$2M

Clients without major medical conditions, who meet the same height/weight requirements for traditional underwriting, and are classified as low risk, have the potential to qualify for WriteAway! Available for death benefit amounts up to \$2M for ages up to 50, \$500k for ages 51-60.

2/3

Two-thirds of people who file bankruptcy say medical bills are a major reason for their financial distress.⁷

90%

Chronic and mental health conditions make up 90% of health care expenses each year.⁸

24%

Maximum chronic illness acceleration of 24% of death benefit on the initial election date up to \$480,000 per election (\$240,000 for CA).

1. 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. The multiplier is guaranteed on the index account, and conditionally guaranteed on the fixed account. The multiplier is paid on the fixed account when the declared interest rate is in excess of the guaranteed rate of 1.5%. The multiplier has a guaranteed minimum of 10% starting in policy year 1, but it could be higher and it could vary by index selection.

2. The current 1% interest bonus percentage is not guaranteed and subject to change; however, once a policy is issued, the percentage will not change. Interest bonus is contractually guaranteed on all indexed accounts, and is paid on non-loaned and variable rate loan monies only. For the fixed account, the bonus is conditionally guaranteed and is paid when the declared interest rate is in excess of the guaranteed rate of 1.5%. For standard policy loans or net zero cost loans the interest bonus is not applied to any loaned amount.

3. Monthly income is annualized. The net cost of a variable interest rate policy 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 rate policy loans. In brief, Variable Interest Rate Policy Loans have more uncertainty than Standard Policy Loans in both the interest rate charged and the interest rate credited.

4. Subject to eligibility requirements.

5. Subject to eligibility requirements. An administration fee is required at time of election of an accelerated death benefit. The death benefit amount will be reduced by the accelerated death benefit amount. Since benefits are paid prior to death, a discount will be applied to the death benefit amount accelerated. As a result, the actual amount received will be less than the amount of death benefit amount accelerated.

6. UNLIKE CONVENTIONAL LIFE INSURANCE PROCEEDS, AMOUNTS PAYABLE AS ACCELERATED DEATH BENEFITS COULD BE TAXABLE UNDER SOME CIRCUMSTANCES. WE RECOMMEND THAT YOUR CLIENT CONSULT WITH THEIR PERSONAL TAX ADVISOR PRIOR TO ELECTING AN ACCELERATED DEATH BENEFIT UNDER THE ENDORSEMENT TO ASSESS THE TAX TREATMENT IN THEIR INDIVIDUAL CIRCUMSTANCES.

7. This is the real reason most Americans file for bankruptcy. CNBC. Feb 2019. <https://www.cnbc.com/2019/02/11/this-is-the-real-reason-most-americans-file-for-bankruptcy.html>

8. Source: Center for Disease Control. Retrieved June 13, 2019, from <https://www.cdc.gov/chronicdisease/about/costs/index.htm>

THE ACCELERATED DEATH BENEFIT ENDORSEMENT FOR CRITICAL ILLNESS IS NOT HEALTH INSURANCE NOR IS IT INTENDED TO REPLACE HEALTH INSURANCE.

THE ACCELERATED DEATH BENEFIT FOR CHRONIC ILLNESS IS NOT LONG TERM CARE INSURANCE NOR IS IT INTENDED TO REPLACE LONG TERM CARE INSURANCE.

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

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

Builder Plus IUL 2 is issued on policy form series LS183, or state variation, including all applicable riders and endorsements, by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Product, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.

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