

Smart Builder® IUL 3

Indexed Universal Life Insurance (IUL)

Leverage. Legacy. Liquidity.

Are your client's needs tough to crack?
Underperforming assets, uncertain interest rates, and chronic illness concerns?

Leverage an underperforming asset into a larger death benefit *and* help grow very strong early cash values. Your client can maintain access to the cash value just in case, plus get coverage for critical, chronic, and terminal illness for zero additional premium.¹

How does Smart Builder IUL 3 work?

- **ZERO Premium Load**
- **ZERO Surrender Charge**
When Waiver of Surrender Charge Option Rider³ is selected.
- **ZERO Percent Floor**
- **ZERO Extra Premium for Critical, Chronic, Terminal Coverage**

Leverage

existing funds into a larger...

Legacy

for the ones you love, while maintaining...

Liquidity

for those just-in-case needs.

\$200,000

Single Premium Hypothetical Example

Smart Builder 3

Female, Age 65,
Preferred Class. Modified
Endowment Contract²,
default index selection

Guaranteed Maximum Charges
Minimum Account Value
at 2.0% w/ Waiver of
Surrender Charge³

Initial Death Benefit
\$297,200

Surrender Value
Year 1 • \$199,964
Year 5 • \$198,717
Year 10 • \$192,675

\$92,658¹
Age 85 Max Annual
Chronic Illness
Acceleration

vs.

Non-guaranteed Current Charges
Index credits at
4.04% w/ Waiver of
Surrender Charge³

Initial Death Benefit
\$297,200

Surrender Value
Year 1 • \$204,824
Year 5 • \$223,894
Year 10 • \$248,426

\$92,658¹
Age 85 Max Annual
Chronic Illness
Acceleration

This is a Modified Endowment Contract.² End of year values are shown. Death benefit is the minimum amount to comply with CVAT. Hypothetical examples and illustrations are not intended to predict future performance. The use of alternate assumptions could produce significantly different results. Illustrations are not complete unless all pages are included.

Source: North American illustration software 4/22/2024.

Chronic Illness acceleration amount is before discount is applied.

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?

Smart Builder 3 includes the accelerated death benefit endorsement (ADBE) for critical, chronic, and terminal illness for zero additional premium. ADBE helps mitigate the financial risk of a qualifying medical condition that could derail their financial strategy.

ADBE 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.**⁴

It's all about who you know...

- Desires to leave a legacy
- Ages 55-75
- Have \$50,000 or more in low-interest bearing accounts
- Desire their assets to be relatively liquid
- Concerned about future needs like the cost of chronic illness

...and what you can do for them.

At this year's annual review – don't only talk about the previous year's results. Bring a new idea to the table.

Talk to your MGA about **Smart Builder IUL 3** today!

1. Accelerated Death Benefits are subject to eligibility requirements. There is no additional Monthly Deduction or premium charge for the Accelerated Death Benefit Endorsement. However, the actual payment received in connection with any acceleration will be discounted and is lower than the Death Benefit amount accelerated. In addition, there is an administrative fee required each time an Election is made. 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.

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.

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

3. Surrender charges will not be waived if the policy is surrendered under an external 1035 exchange (except in FL). A decrease charge will be assessed if a reduction in the specified amount is requested during the waiver of surrender charge period. However, if a partial withdrawal results in a reduction of the specified amount, the withdrawal charge is waived. There is an additional charge for this rider and it must be applied for at the time of application.

4. 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.

5. The 'accelerated death benefits' amounts listed assume the maximum death benefit that can be accelerated based on the non-guaranteed net cash surrender value & death benefit amount and uses the current accelerated benefit discount rate of 4%. Actual payment(s) will be determined at the time the benefit is elected and changes to the discount rate and life expectancy will result in a payment that is higher or lower than illustrated. This illustration assumes that the non-guaranteed elements will not change for the years shown.

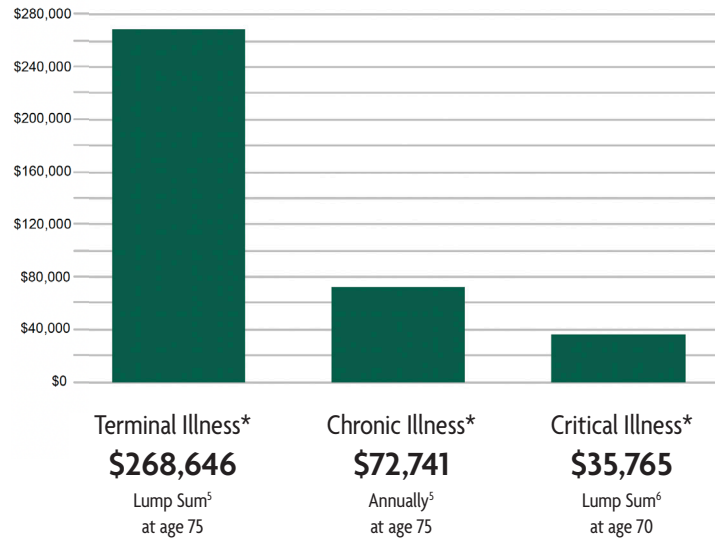
6. The 'accelerated death benefits' amounts listed assume the maximum death benefit that can be accelerated based on the non-guaranteed net cash surrender value & death benefit amount and the calculation uses 40% of the death benefit accelerated regardless of the age, gender, underwriting class, or severity of the illness. This percentage will not change for the life of the policy.

Smart Builder IUL® IUL3 is issued on form series P100/ICC22P100 and Waiver of Surrender Charge Option Rider is issued on form series R107/ICC22R107 or appropriate state variation by North American Company for Life and Health Insurance®, West Des Moines, IA. Products, features, endorsements, riders or issue ages may not be available in all states. Limitations or restrictions may apply.

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

What could your client accelerate?

Accelerated Death Benefits



Based on the Single Premium Hypothetical Example for Smart Builder 3 shown on page one. Hypothetical examples and illustrations are not intended to predict future performance. The use of alternate assumptions could produce significantly different results. Illustrations are not complete unless all pages are included. Source: North American illustration software 4/22/2024.

The use of one benefit may reduce or eliminate other policy and rider benefits. The graph shows the maximum death benefit that can be accelerated for terminal illness, chronic illness, and critical illness benefits.