

## Smart Builder IUL 2

Indexed Universal Life Insurance (IUL)

# Leverage. Legacy. Liquidity.

Are your client's needs tough to crack?  
Underperforming assets, low 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.<sup>1</sup>

### How does Smart Builder IUL 2 work?

- **ZERO Premium Load**
- **ZERO Surrender Charge**  
When Waiver of Surrender Charge Option Rider<sup>3</sup> 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 2

Female, Age 65,  
Preferred Class. Modified  
Endowment Contract<sup>2</sup>,  
default index selection

**Guaranteed  
Maximum Charges**  
Minimum Account Value  
at 2.5% w/ Waiver of  
Surrender Charge<sup>3</sup>

**Initial Death Benefit  
\$326,200**

Surrender Value  
Year 1 • \$200,345  
Year 5 • \$200,424  
Year 10 • \$195,879

**\$124,017<sup>1</sup>**  
Age 80 Max Annual  
Chronic Illness  
Acceleration

vs.

**Non-guaranteed  
Current Charges**  
Index credits at  
6.12% w/ Waiver of  
Surrender Charge<sup>3</sup>

**Initial Death Benefit  
\$326,200**

Surrender Value  
Year 1 • \$209,364  
Year 5 • \$249,916  
Year 10 • \$311,369

**\$124,017<sup>1</sup>**  
Age 80 Max Annual  
Chronic Illness  
Acceleration

This is a Modified Endowment Contract.<sup>2</sup> End of year values are shown. Death benefit is the minimum amount to comply with CVAT. The information presented is hypothetical and not intended to project or predict investment results.

Source: North American illustration software 11/22/2021.

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 2 includes the Accelerated Death Benefit Endorsement for Critical, Chronic, and Terminal illness (CCT) for zero additional premium. CCT helps mitigate the financial risk of a qualifying medical condition that could derail their 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.**<sup>4</sup>

## 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 2** today!

1. 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.

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. This optional rider is available for an additional charge per \$1,000 per month, depending on issue age and underwriting class and must be applied for at time of issue. Surrender charges will be waived upon a full surrender or partial surrender. Surrender charges will not be waived if the policy is surrendered under a 1035 Exchange (except in Florida). A decrease charge will be assessed if a reduction in the policy face amount is requested during the Waiver of Surrender Charge Period. However, if a partial withdrawal results in a reduction of the face amount, the withdrawal charge is waived.

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.

**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.**

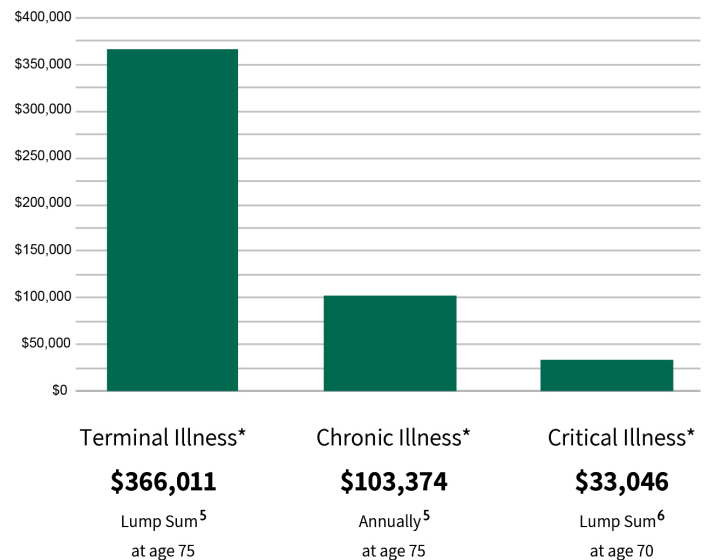
Smart Builder IUL 2 is issued on policy form series LS187 or state variation, including all applicable endorsements and riders, by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Product, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.

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®.

Administrative Office • One Sammons Plaza • Sioux Falls, SD | [NorthAmericanCompany.com](http://NorthAmericanCompany.com)

## What could your client accelerate?

### Accelerated Death Benefits



Based on the Single Premium Hypothetical Example for Smart Builder 2 shown on page one. The information presented is hypothetical and not intended to project or predict investment results. Source: North American illustration software 11-22-21.

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.