

# A balanced strategy for life

Builder Plus IUL® 3

**You need a competitive indexed universal life (IUL) product that will help you compete in a crowded market.**

**North American's Builder Plus IUL® 3** can help fill your clients' needs by providing death benefit protection, opportunity for a strong income stream, protection against the high costs associated with illness or premature death, and tax advantages<sup>1</sup>.

You can feel comfortable selling your client a product that has the long-term protection and growth they are looking for. These additional features and benefits can work together to help protect against events that could potentially derail a client's financial strategy.



## FLEXIBILITY

- Ability to choose amount of death benefit protection that is right for them
- Set the amount of premium(s); decide number of years to pay; select the frequency of planned premiums
- Determine a level death benefit or allow it to increase over time
- Safeguard policy with overloan protection<sup>2</sup>



## ACCESSIBILITY

- Allows request of living benefits in event of qualifying illness<sup>3</sup>
- Use of policy loans, withdrawals, and distribution options to help supplement retirement income<sup>4</sup>
- Choose guaranteed net zero cost loans in years 6+<sup>5</sup>
- Return of premium death benefit option<sup>6</sup>



## OPPORTUNITY

- Customization capabilities through multiple index selections for risk diversification coupled with growth opportunities
- Downside protection from market volatility through the use of floors
- Several bonus opportunities to help increase cash value<sup>7</sup>

**Go forward, not backward with the interest crediting potential of IUL products.**

# A Loan with a Bonus!

## Fixed Interest Participating Policy Loans

**How it works:** We declare an interest rate charged for the loan, like a standard loan, yet the account value backing the loan remains in the index accounts, continuing to earn index credits. We also credit a bonus on the loaned money! This loan – and the bonus – are available in policy year one.

**5.4%**  
Current Interest Rate

**2%**  
Current Bonus Rate

### Builder Plus IUL 3

Male, Age 45, Preferred Underwriting, \$25k Annual Premiums to Age 65, Min Non-MEC DB, participating loans with max 0.50% spread. Targeting \$10,000 cash surrender value at age 100. Annualized monthly distribution. Using an increasing death benefit option, changing to level at age 65.

Fixed Interest Participating Policy Loan <sup>8</sup>	\$77,112
Variable Interest Participating Policy Loan <sup>8</sup>	\$49,080
Net Zero-Cost Loan <sup>6</sup>	\$46,812



The information presented is hypothetical and not intended to project or predict investment results. Illustrations are not complete unless all pages are included. Data as of 10/31/23 from North American's web-based illustration software.

## Help your clients build a financial strategy for life by adding life insurance to their current retirement plan.

### What IUL cases do you have on your desk today?

Any interest bonus percentages are not guaranteed and subject to change; however, once a policy is issued, the percentage will not change. Depending on where the premium has been allocated, the bonus may or may not be applied to any loaned amount.

- The tax-deferred feature of the indexed universal life policy is not necessary for a tax-qualified plan. In such instances, your client should consider whether other features, such as the death benefit and optional riders make the policy appropriate for your client's needs. Before purchasing this policy, your client should obtain competent tax advice both as to the tax treatment of the policy and the suitability of the product.
- Some living benefits cannot be elected simultaneously. If the overloan protection benefit is elected, the accelerated death benefits and the protected death benefit cannot be elected.
- Subject to eligibility requirements. The death benefit will be reduced by the amount of the death benefit accelerated. Since benefits are paid prior to death, a discount will be applied to the death benefit accelerated. As a result, the actual amount received will be less than the amount of the death benefit accelerated. An administrative fee applies to each terminal and chronic election. There is no administrative fee for critical illness.
- In some situations loans and withdrawals may be subject to federal taxes. North American does not give tax or legal advice. Clients should be instructed to consult with and rely on their own tax advisor or attorney for advice on their specific situation. Income and growth on accumulated cash values is generally taxable only upon withdrawal. Adverse tax consequences may result if withdrawals exceed premiums paid into the policy. Withdrawals or surrenders made during a Surrender Charge period will be subject to surrender charges and may reduce the ultimate death benefit and cash value. Surrender charges vary by product, issue age, sex, underwriting class, and policy year.
- Net Zero Cost Loans are loans charged and credited at the same interest rate percentage for a net zero cost. The policy year and amount available vary by product. Please refer to the specific product marketing guide or contact the marketing department for details.
- Subject to eligibility requirements.
- Bonus structure shown is not guaranteed and applies only to the portion of the index account allocated to the Fidelity index.
- The net cost of Fixed Interest Participating Policy Loans and Variable Interest Participating Policy Loans could be negative if the credits earned are less 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 less any guaranteed bonus. In brief, these loan types have more uncertainty than Standard Policy Loans in the interest rate credited.

While we are featuring this index, keep in mind that other indexes besides the presented one are also available and that this flyer should not be viewed as allocation advice.

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 3 is issued on policy form series LS191, or state variation, including all applicable endorsements and riders, by North American Company for Life and Health Insurance®, West Des Moines, IA. Products, features, riders, endorsements, or issues ages may not be available in all jurisdictions. Limitations or restrictions may apply.

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