

New Policies February 16, 2024

## **Single Premium Indexed Annuities**

#### Current Rates<sup>1</sup> in Effect for New Policies issued on or after the Rate Effective Date

		Rate Effective Date		Fixed Rate <sup>3</sup>		S&P 50	Global Balanced		US Fundamental Balanced		
Product	Rider		Rate Option		Point-to-Point Cap 100% Par Rate		Monthly Sum Monthly Cap 100% Par Rate	Point-to-Point Par Rate No Cap		Point-to-Point Par Rate No Cap	
					1 Year	2 Year	1 Year	1 Year	2 Year	1 Year	2 Year
Zenith Growth 5	n/a	10/28/2023	Standard	3.75%	10.50%	24.00%	2.50%	200%	275%	200%	275%
Zemin Growin 3	II/a	10/20/2023	Rate Booster <sup>2</sup>	NA	13.00%	30.00%	3.25%	250%	340%	250%	340%
Zenith Growth 7	n/a	12/29/2023	Standard	3.85%	11.00%	26.00%	2.45%	200%	280%	200%	280%
Zemin Growth 7	II/a	12/29/2023	Rate Booster <sup>2</sup>	NA	14.50%	40.00%	3.25%	250%	350%	250%	350%
Zenith Growth 10	n/a	12/29/2023	Standard	4.00%	12.00%	30.00%	2.50%	205%	285%	205%	285%
Zenith Growth 10			Rate Booster <sup>2</sup>	NA	16.00%	50.00%	3.35%	255%	355%	255%	355%
Growth Driver 7	n/a	12/29/2023	Standard	3.10%	8.00%	18.00%	1.85%	140%	190%	140%	190%
Growth Briver 7			Rate Booster <sup>2</sup>	NA	10.50%	27.00%	2.40%	185%	260%	185%	260%
Growth Driver 10	n/a	12/29/2023	Standard	3.25%	8.50%	19.00%	1.90%	140%	190%	140%	190%
Glowth Driver 10	TI/G	12/29/2025	Rate Booster <sup>2</sup>	NA	11.00%	28.00%	2.50%	185%	255%	185%	255%
Zenith Income 7	GLIR	09/29/2023	Standard	3.75%	11.50%	25.00%	3.00%	215%	295%	215%	295%
Zemim income 7	Required 09/29/202		Rate Booster <sup>2</sup>	NA	13.75%	37.00%	3.50%	265%	370%	265%	370%
Zenith Income 10	GLIR	09/29/2023	Standard	3.50%	11.25%	24.00%	2.75%	205%	280%	205%	280%
Zemin income to	Required	Required 09/29/2023	Rate Booster <sup>2</sup>	NA	13.50%	35.00%	3.25%	255%	355%	255%	355%
Income Driver 7	GLIR	09/29/2023	Standard	2.75%	8.50%	18.00%	2.10%	160%	225%	160%	225%
	Required	03/23/2023	Rate Booster <sup>2</sup>	NA	10.50%	22.00%	2.65%	210%	295%	210%	295%
Income Driver 10	GLIR	09/29/2023	Standard	2.50%	8.00%	17.00%	2.00%	150%	210%	150%	210%
income Driver 10	Required 09/29/2023		Rate Booster <sup>2</sup>	NA	10.00%	21.00%	2.50%	200%	280%	200%	280%

<sup>1</sup> The rates used for interest crediting are the higher of the rate shown or the contractual minimum guarantees.

## Products issued by: Life Insurance Company of the Southwest®

<sup>2</sup> An annual charge of 1% will be assessed for the Rate Booster option.

<sup>3</sup> This Fixed Rate applies to the Premium Account, the DCA Account, and the Declared Rate Account.

<sup>\*</sup>These annuity rates will be applicable for all premiums received on or after the dates indicated on the annuity products shown. Premium received after 12 p.m. (Central Standard Time) will have an effective date of the following day and will receive the rate effective on that date. If the effective date for rates is a Saturday, Sunday, or a recognized national holiday, premium must be received by 12 p.m. Central Time the business day immediately preceding. Not all annuity products are approved in all states. Please check the State Approvals for each annuity product for availability. Rates are subject to change.



February 16, 2024

## Flexible Premium Indexed Annuities\*

## Current Rates<sup>1</sup> in Effect for New Policies issued on or after the Rate Effective Date\*

Product	Rate Effective Date*	I Rate	S&P 500®				Global Balanced		US Funda Balan		
			Point-to-Point Annual Cap 100% Par Rate		Monthly Sum Monthly Cap 100% Par Rate		Point-to-Point Par Rate No Cap		Point-to-Point Par Rate No Cap		Rider
				Standard	Rate Booster <sup>2</sup>	Standard	Rate Booster <sup>2</sup>	Standard	Rate Booster <sup>2</sup>	Standard	Rate Booster <sup>2</sup>
<b>FIT Secure Growth</b>	01/08/2024	3.75%	11.00%	14.00 %	2.25%	2.80%	170%	220%	170%	220%	n/a
FIT Select Income	10/08/2023	3.50%	10.50%	13.00%	2.50%	3.25%	205%	255%	205%	255%	GLIR required

#### Fixed Interest Rate Annuities – New Policies

Current Rate in Effect for premiums received on or after the Rate Effective Date\*

Product	Rate Effective Date*	Interest Rate	Rate Guarantee Period		
Single Premium Plans					
RetireMax Secure 5	2/23/2024	5.00%	5 Years		

NAIC Index Minimum Guaranteed Interest Rate	February 2024	March 2024	
For the policy issue month of:	2.75%	2.75%	

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<sup>\*</sup>These annuity rates will be applicable for all premiums received on or after the dates indicated on the annuity products shown. Premium received after 12 p.m. (Central Standard Time) will have an effective date of the following day and will receive the rate effective on that date. If the effective date for rates is a Saturday, Sunday, or a recognized national holiday, premium must be received by 12 p.m. Central Time the business day immediately preceding. Not all annuity products are approved in all states. Please check the State Approvals for each annuity product for availability. Rates are subject to change.



New Policies

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## Single Premium Indexed Annuities<sup>1</sup>

#### Current Rates<sup>2</sup> in Effect for New Policies issued on or after the Rate Effective Date

Product	Rate Effective Date*		S&P 500®				Global Balanced		US Fundamental Balanced		
		Doolared	Point-to	Point-to-Point		Monthly Sum		Point-to-Point		Point-to-Point	
		Declared Rate	Annual Cap		Monthly Cap		Par Rate		Par Rate		Rider
		Nate	100% P	Par Rate 100% Pa		ar Rate	r Rate No C		Cap No C		
			Standard	Rate	Standard	Rate	Standard	Rate	Standard	Rate	
			Stariuaru	Booster <sup>3</sup>	Staridard	Booster <sup>3</sup>		Booster <sup>3</sup>		Booster <sup>3</sup>	
<b>FIT Horizon Growth</b>	12/29/2023	4.00%	12.00%	16.00%	2.50%	3.35%	205%	255%	205%	255%	LDBR optional
<b>FIT Focus Growth</b>	12/29/2023	2.85%	9.00%	11.50%	2.10%	2.60%	160%	210%	160%	210%	LDBR optional
<b>FIT Horizon Income</b>	09/29/2023	3.50%	11.25%	13.50%	2.75%	3.25%	205%	255%	205%	255%	GLIR required
FIT Focus Income	09/29/2023	2.75%	8.00%	10.50%	2.10%	2.75%	155%	205%	155%	205%	GLIR required

<sup>1</sup> Single Premium Indexed Annuities are issued only on the 7<sup>th</sup>, 14<sup>th</sup>, 21<sup>st</sup> and 28<sup>th</sup> day of each month.

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<sup>\*</sup>These annuity rates will be applicable for all premiums received on or after the dates indicated on the annuity products shown. Premium received after 12 p.m. (Central Standard Time) will have an effective date of the following day and will receive the rate effective on that date. If the effective date for rates is a Saturday, Sunday, or a recognized national holiday, premium must be received by 12 p.m. Central Time the business day immediately preceding. Not all annuity products are approved in all states. Please check the State Approvals for each annuity product for availability. Rates are subject to change.



# Competitive Edge New Policies February 16, 2024

#### Rate Lock

There are different situations that will determine the interest rate, participation rate and/or cap a single premium policy will receive. SPDAs are inclusive of fixed indexed annuities (FIA) including products with 90-day premium window, traditional fixed annuities (FA) and multi-year guaranteed annuities (MYGA) that only allow for one premium payment.

#### Policy Rates are the Same or Higher Upon Receipt of Funds

Situation - Policy rates have not changed

In this situation the policy rate on the day National Life receives the premium is the same as it was on the day the application was received by National Life.

Result – the policy will have the rate in effect on application receipt date

Situation – Product rates have increased before money received

In this situation the application has been received by National Life. Before money is received a policy rate increase goes into effect and National Life receives the premium while the new rate is in effect.

Result – the policy will receive the increased rate

#### Policy Rate Decrease Prior to Receipt of Funds

In this situation the application was received by National Life *prior* to the rate change date; however, the premium is received *after* the rate decrease is effective.

Result – the SPDA Rate Lock will determine the rate on the policy.

#### Rate Lock Guidelines

Rate Lock will lock the policy rate in effect on the date National Life received the application.

- For fixed indexed annuities 60 calendar days from the original application receipt date
- For fixed annuities and MYGAs 90 calendar days from the original application receipt date

Money received by National Life within rate lock period – policy will have the rate effective on the application receipt date

Money received by National Life after Rate Lock period – policy will have the current rate in effect on the date money is received

(continued)

Products issued by: Life Insurance Company of the Southwest®

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#### **Examples**

- 1. Application for a FIA is at National Life for 10 days, then there is a decrease in policy rates money must be received within 50 days of the rate change to receive the locked rate
- 2. Application for a FIA is at National Life for 50 days then there is a decrease in policy rates money must be received within 10 days of the rate change to receive the locked rate

An application can only be rate locked once. If a subsequent decrease occurs during the rate lock period, it will not restart the rate lock period.

SPDA policies with a 90-day premium window, all premiums received before the end of the applicable rate lock period will receive the locked rate. Premium received after the rate lock period will receive the rate in effect on the date the premium was received.

To receive rate lock, applications must be received at the National Life home office. Submission to agency, broker dealer or any other entity for preprocessing does not lock the rate, the organization must send the application to National Life home office prior to the rate change date to lock the rate.

#### Flexible Premium Deferred Annuities (FPDA)

All premium payments into a FPDA will receive the policy rate in effect on the date money is received by National Life. There is not a Rate Lock provision for the first or any other premium payment. FPDAs are inclusive of fixed indexed annuities (FIA) and traditional fixed annuities (FA) that allow for ongoing premium payments.

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