

Providing lifetime protection, flexibility and income distribution performance.

FlexLife IUL is the next generation of indexed universal life from the companies of National Life Insurance Company and Life Insurance Company of the Southwest. This flexible policy provides valuable lifetime protection through the death benefit, living benefits, and the opportunity for cash surrender value accumulation with strong income distribution performance.

Product Focus:

- Flexible IUL providing lifetime protection, living benefits, cash surrender value accumulation, and strong income distribution with powerful distribution options such as LIBR.
- Ideal for emerging affluent individuals in their late 30s to early 50s with discretionary income who plan to use their policy for income needs later in life, and plan to maximally fund their policy.
- Maximally fund IUL to take advantage of the Tax-Free Retirement Strategy.¹

Highlights:

- **Income Distribution Performance** — Upside Potential, Downside Protection with competitive income distribution
- **Lifetime Income Benefit Rider²** — With the Lifetime Income Benefit Rider, your clients have the potential to receive a stream of income for life, guaranteed!
- **Benefit Distribution Option Rider** — Allows death benefit to be spread over a duration of 10-30 years
- **Charitable Matching Gift Death Benefit Rider** — National Life Group will match a portion of benefits paid to a charity
- **Death Benefit Protection Rider** — Guaranteed death benefit protection for a limited period – up to 30 years
- **Overloan Protection Rider³** – Offers protection against policy lapse
- **Systematic Allocation Rider** – Available for large annual premiums to balance interest rate fluctuations
- **Interest Bonus** – Will begin in policy year 6. The bonus may vary by crediting strategy and outstanding loan.
- **Four Loan Types**
 - Participating Declared Loan (not available in NY)
 - Participating Variable Loan
 - Participating Fixed Loan
 - Standard Loan
- **Accelerated Benefits Riders⁴** – At no additional cost
- **Interest Crediting Strategies**
 - Fixed Interest Crediting Rate
 - Point-to-Point, Cap Focus, based on the S&P 500® Index
 - Point-to-Point, Participation Rate Focus, based on the S&P 500® Index
 - Point-to-Point, Cap Focus, based on the S&P 500® Index 1% Floor Option
 - Point-to-Point, No Cap, based on the Balanced Trend Index (not available in NY)
 - Point-to-Point US Pacesetter Index (not available in NY)

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EZ Underwriting Program

Every applicant between ages 18-50 (up to \$3,000,000, ages 51-60 up to \$1,000,000, and ages 61-65 up to \$250,000) has the opportunity to have their case issued without having to submit an exam or blood and urine. Underwriting will review the case when submitted and if the applicant meets certain parameters, we can issue the case immediately without the need for exams or fluids!

All cases still undergo underwriting, but with the use of new underwriting tools we will often be able to make decisions without invasive underwriting requirements.

Underwriting reserves the right to request any underwriting requirements deemed necessary to assess the risk, including paramedical exams, blood and urine, ECGs, and APS reports.

Underwriting Parameters and Requirements

- Age 18-50: up to \$3,000,000
- Ages 51-60: up to \$1,000,000
- Age 61-65: up to \$250,000
- Full underwriting for higher face amounts and ages

What does the agent need to know?

NLG will review your client's financial and medical information contained in the application, cross-referencing the information with several risk assessment databases such as:

- Medical Information Bureau (MIB)
- Milliman Intelliscript® Prescription Data, Medical Claims Data, and Criminal History Data
- LabPiQture, providing clinical laboratory results
- Motor Vehicle Report

¹ The use of cash surrender value life insurance to provide a tax-free resource for retirement assumes that there is first a need for the death benefit protection. Policy loans and withdrawals reduce the policy's cash surrender value and death benefit and may result in a taxable event. Withdrawals up to the basis paid into the contract and loans thereafter will not create an immediate taxable event, but substantial tax ramifications could result upon contract lapse or surrender. Surrender charges may reduce the policy's cash surrender value in early years.

² The Lifetime Income Benefit Rider provides a benefit for the life of the insured if certain conditions are met, including but not limited to the insured's attained age being between 60 and 85 and that the policy has been in force for at least 10 years. Insufficient policy values, outstanding policy loans and other considerations may also restrict exercising the rider. Receipt of income benefits will reduce the policy's death benefit and cash surrender value and may terminate other riders or reduce their benefits. There is a charge for the rider during the income payment period.

³ Substantial limitations apply to exercising the Overloan Protection Rider, including the policy be in force for at least 15 years and the insured having attained the age of 75. Exercising the rider results in a paid-up policy. There is no cost for this optional rider, however there is a fee charged when the rider is exercised.

⁴ Receipt of accelerated benefits will reduce the policy's cash surrender value and death, may be a taxable event and may affect a family's eligibility for public assistance programs. Any claim for critical illness or critical injury benefits for a given Qualifying Event must be filed within 365 days following the occurrence of such Qualifying Event.

Product Details

Issue Ages	0 to 85 (age nearest birthday)
Minimum Face Amount	Initial Coverage: \$50,000 Base or APB Increase: \$25,000
Pension Minimum Face Amount	Elite & Preferred: Initial: \$25,000; Subsequent: \$2,000 Standard: Initial: \$5,000, \$25,000 in WA; Subsequent: \$2,000
Death Benefit Options	Both Option A (Level) and B (Increasing) are available
Policy Protection Period	10 years
Minimum Premium	\$25.00
Maximum Premium	Both GPT or CVAT Tests allowed

Rate Classification	Premium Class	Face Amount Availability	Available Ages
	Elite Non-tobacco	All	18 - 75
	Preferred Non-tobacco/Smoker	All	18 - 85
	Select Non-tobacco/Smoker	All	18 - 85
	Standard Non-tobacco/Smoker	All	0 - 85
	Express Non-tobacco/Smoker 1	Total Face ≤ \$2M	0 - 85
	Express Non-tobacco/Smoker 2	Total Face ≤ \$2M	18 - 85
	Preferred Tobacco/Smoker	All	18 - 85
	Standard Tobacco/Smoker	All	18 - 85
	Express Tobacco/Smoker	Total Face ≤ \$2M	18 - 85

Most classes are available on all face amounts. The ones that are NOT are: Express Non-tobacco 1, Express Non-tobacco 2, and Express smoker are only available on face amounts \$2,000,000 and less.

For Face Amounts of \$2,000,000 or less:

- Permanent flat extras are available with all rate classifications. Temporary flat extras are available with Standard and Express classes. Table ratings are not available.
- An insured with a substandard table rating up to and including 200% will be placed in the Express Standard Non-tobacco 1 rate classification.
- An insured with a substandard table rating between 225% and 300% (inclusive) will be placed in the Express Standard Non-tobacco 2 rate classification.
- An insured with a substandard table rating up to and including 200% will be placed in the Express Standard Tobacco rate classification.

For Face Amounts Greater than \$2,000,000:

For pension cases, this product will be available under the same underwriting rules as non-pension cases, plus automatic issue, simplified issue, and guaranteed issue.

Substandard	Table ratings and flat extras available with Standard rate classes. Temporary flat extras available with Standard and Express classes.
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Banding	Band 1: Minimum Face Amount - \$250,000 Band 2: \$250,000.01 - \$999,999.99 Band 3: \$1,000,000.00 - \$1,999,999.99 Band 4: \$2,000,000 and up																
Minimum Interest Rate	2% Fixed Strategy																
Surrender Schedule	10 years																
Policy Loans	Available after the first policy year, Participating Declared, Participating Variable, Participating Fixed and Standard Loans – 1035 money available in year 1																
Withdrawals	Available after the first policy year, \$500 min.																
Expense Charges	Monthly Policy fee: \$6 Premium Load: 6% <i>Refer to charges section of product guide.</i>																
Riders*	<table border="0"> <tr> <td>Accelerated Benefits Riders - terminal, chronic, critical illness, critical injury, Alzheimer’s Disease</td> <td>Overloan Protection Rider</td> </tr> <tr> <td>Guaranteed Insurability Option Rider</td> <td>Charitable Matching Gift Death Benefit Rider</td> </tr> <tr> <td>Additional Protection Benefit Rider</td> <td>Systematic Allocation Rider</td> </tr> <tr> <td>Lifetime Income Benefit Rider</td> <td>Children’s Term Rider</td> </tr> <tr> <td>Balance Sheet Benefit Rider</td> <td>Qualified Plan Exchange Privilege Rider</td> </tr> <tr> <td>Other Insured Rider</td> <td>Death Benefit Protection Rider</td> </tr> <tr> <td>Benefit Distribution Option Rider</td> <td>Waiver of Monthly Deductions Rider</td> </tr> <tr> <td>Fertility Journey Rider</td> <td>Waiver of Specified Premium Rider</td> </tr> </table>	Accelerated Benefits Riders - terminal, chronic, critical illness, critical injury, Alzheimer’s Disease	Overloan Protection Rider	Guaranteed Insurability Option Rider	Charitable Matching Gift Death Benefit Rider	Additional Protection Benefit Rider	Systematic Allocation Rider	Lifetime Income Benefit Rider	Children’s Term Rider	Balance Sheet Benefit Rider	Qualified Plan Exchange Privilege Rider	Other Insured Rider	Death Benefit Protection Rider	Benefit Distribution Option Rider	Waiver of Monthly Deductions Rider	Fertility Journey Rider	Waiver of Specified Premium Rider
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Features Not Available in New York	Participating Declared Loan Balanced Trend Index Strategy US Pacesetter Index Strategy																

* Riders are optional and may have an extra cost. Not all riders are available in all states. Log on to the Agent portal and check <https://www.nationallife.com/agent/products/life-insurance/riders> for state availability.

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