National Life Group®

TotalSecure

WHOLE LIFE INSURANCE

This marketing piece is not approved for use in NY.

Products issued by

Life Insurance Company of the Southwest®

National Life Group® is a trade name of National Life Insurance Company (NLIC), Montpelier, VT, Life Insurance Company of the Southwest (LSW), Addison, TX, and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. Life Insurance Company of the Southwest is not an authorized insurer in New York and does not conduct insurance business in New York.

No bank or credit union guarantee | Not a deposit | Not FDIC/NCUA insured | May lose value | Not insured by any federal or state government agency

Guarantees are dependent upon the claims-paying ability of the issuing company.

TotalSecure:

More than Permanent Life Insurance Protection

Predictability

Level premiums are guaranteed never to go up.

Guaranteed future cash value, which can serve as a fixed or cash asset in a diversified portfolio.[1]

Cash value that can be accessed through withdrawals or tax-free policy loans.[2]

Convenience

Ability to "set and forget" your premium payment schedule.

24/7 access to your policy through our website and mobile app.

Paid-Up insurance options that let you fully fund your policy sooner, so you never pay another premium again.

Flexibility

Customizable premium payment options that can be designed to fit a variety of budgets.

Optional riders[3] to meet other protection needs.

Access all or part of your death benefit in the event of a qualifying terminal illness, chronic illness, critical illness, or critical injury — or a qualifying diagnosis of Alzheimer's disease or Lewy Body Dementia.[4]

Why Whole Life Insurance?

Compared to other popular insurance types, whole life is the only one that offers it all.

	Whole Life	Universal Life	Term Life
Permanent Death Benefit	✓ Yes	Yes	No
Level Premiums Forever	✓ Yes	Sometimes[5]	No
Guaranteed Cash Accumulation	✓ Yes	Sometimes[5]	No
Policy Dividend Rights[6]	✓ Yes	No	No

Cash Value

Your TotalSecure policy's cash value is guaranteed to grow, tax-deferred, over time. Your cash value, which is different than your death benefit, and it can be accessed through policy loans and withdrawals during your lifetime to help with a wide range of financial needs,[7] including:

Financial Emergencies

College Tuition

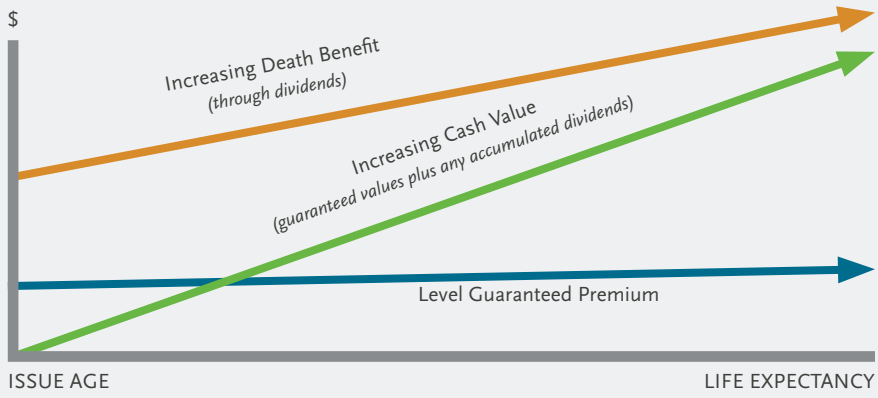
House Down Payment

Supplementing Retirement Income

How Your Cash Value Grows

A TotalSecure policy not only provides a death benefit to your loved ones, but it also builds cash value over time.

The chart below shows how applying annual dividends back to your TotalSecure policy increases the cash value, which you may be able to use for loans or withdrawals or to pay for emergency expenses that may arise.



Flexible Funding Options

Flexible Premiums

No matter where you are in life, TotalSecure's flexible premiums make it easier to keep your coverage in-force when circumstances change. Options[8] include:

- Consistent, level premium payments for the life of the policy.
- Payment schedules of monthly, quarterly, semi-annually, or once a year.
- Paid-Up options that let you fully fund your policy in the policy year you choose, eliminating premium payments from then on.
- Pay excess premiums without being locked in (you can later lower your premiums and extend the payment schedule)

Paid-Up Options

Just like paying off your student loans or home mortgage, TotalSecure's Paid-Up Insurance Option lets you fully fund your policy early and save money in the long run. By paying more premium today, you end up with higher cash value over time and eliminates your monthly premium once the policy is paid-up while your coverage remains in place.

Dividend Options

Whole life insurance policies offer policy owners a right to participate in dividends. The dividend is an actual payment to policy owners that typically occurs annually. Each year, the insurance company determines what the dividend rate will be, or if it will pay a dividend at all.

How Dividends Are Set

We consider many factors, such as premiums received, expenses, investment results, mortality experience, and the risk tolerance of our company to determine whether we will pay a dividend or how much it will be.

Ways to Use Your Dividends

If and when dividends are issued, you have choices in how to use them:

- Purchase more coverage — Dividends help fund additional Paid-Up insurance, which increases your death benefit and the cash value of the policy when they are credited.
- Fully pay for portions of a base policy's face amount (see "Internal Paid-Up Option" below).
- Reduce your premiums — Deduct dividend amounts from your premium due. (only with annual premiums)
- Take as cash — We issue you a check.
- Held on deposit — The dividend is placed in an interest bearing account. The interest rate is declared by the Company annually (guaranteed minimum of 1%) and the interest is taxable as ordinary income.
- Repay a loan — Pay yourself back a little sooner.

Exclusive Dividend Option

TotalSecure offers an industry-exclusive "Internal Paid-up Option.[9] This feature lets you use your dividends to pay up your policy sooner. So, rather than using dividends to pay future premiums, you can actually use them to fully fund some or all of your coverage sooner.

Work with your financial professional to decide which funding options make sense for you.

EXAMPLE:
Paid-Up Option

Scenario 1:

A TotalSecure policy could be ideal for a 37-year-old married mom who intends to pay premiums for a 30-year period. In addition to providing for her family in the event of her untimely death, she could also grow her cash value with the intention of supplementing her retirement income.

As the policy provides the opportunity to pay extra money each month, the policy could be fully paid up early. If an opportunity arose, like a job promotion, she could pay more premiums in the first 20 years of coverage and the policy could be paid off 10 years sooner than originally planned.

By paying off the policy early, the policy's cash value would grow stronger than it would have before. After 20 years, no other premiums would need to be paid – ever. And, by the 30th year, the policy's cash value would be $74,074 higher than it would have been if premiums had been paid over the original 30-year period.

Policy Year	Age	WITHOUT Paid-Up Option*		WITH Paid-Up Option**	
		Cumulative Premium	Net Cash Value	Cumulative Premium	Net Cash Value
5	41	$31,375	$15,906	$31,375	$15,906
10	46	$62,750	$53,923	$62,750	$53,923
20	56	$125,500	$135,219	$203,450	$230,814
30	67	$188,250	**$224,838**	$203,450	**$298,912**
Difference in Cash Value:					**$74,074**

EXAMPLE:
Limited Pay Option

Scenario 2:

A TotalSecure policy could be a great choice for a single dad police officer with a minor child. As his job comes with many risks, this policy could guarantee that his child would be protected if he wasn't able to care for her. Although he carefully budgets his money, sometimes it could be hard for him to meet all his monthly bills. There is a policy feature that can help him lower his monthly payments while keeping the coverage amount, he wants: The Flex-Term Rider.

Based on this situation, TotalSecure's Flex-Term Rider could save him $9,960 in policy premiums over 30 years for the same amount of death benefit protection by the 30th policy year. Although the policy's cash value by that time will be less than if he paid the higher premiums, this approach provides strong death benefit guarantees with the flexibility to stay protected.

Policy Year	Age	WITHOUT Flex-Term Rider (Annual Premium: $2,643; Death Benefit: $250,000)			WITH Flex-Term Rider (Annual Premium: $2,311; Death Benefit: $250,000#)		
		Cumulative Premium	Net Cash Value	Net Death Benefit	Cumulative Premium	Net Cash Value	Net Death Benefit
5	36	$13,125	$6,316	$250,429	$11,555	$7,012	$250,556
10	41	$26,430	$21,817	$250,881	$23,110	$20,087	$250,567
20	51	$52,860	$54,965	$251,627	$46,220	$49,100	$250,562
30	61	$79,290	**$94,457**	$253,768	$69,330	**$83,592**	$250,765
Difference in Monthly Premium:					**$28/month**		
Difference in Death Benefit:					**No Change**		
Difference in Policy Paid-Up Age:##					**No Change**		

These are hypothetical examples and not the story actual clients.

*Comprised of $150,000 whole life base and $100,00 Flex-Term Rider death benefit.
*Policy is paid over a 30-year period.
#Using the Paid-Up Insurance Option, the premium is increased in year 11 in order to fully fund the policy 10 years sooner by the end of the 20th year.
##Paid-up age applies to policy's whole life coverage portion only.

Accelerated Benefits Riders

Accelerated Benefits Riders (ABRs) are optional, no additional cost features that allow you to access all or part of your death benefit during a qualifying terminal, chronic, critical illness, qualifying diagnosis of Alzheimer's Disease, Lewy Body Dementia, or a critical injury.

Depending on where you live, you can use the benefit for any expenses, including but not limited to nursing home care, household bills, living expenses, and home modifications. There are no restrictions on benefit usages with the exception that in the state of Massachusetts, ABR benefits for chronic illness can only be used to pay for expenses incurred for Qualified Long-Term Care services, which are defined as the necessary diagnostic, preventative, therapeutic, curing, treating, mitigating and rehabilitative services, and maintenance or personal care services that are required by a chronically ill individual and are provided pursuant to a plan of care prescribed by a licensed healthcare practitioner.

Accelerated Benefit Riders are optional, may be subject to underwriting, exclusions and/or limitations, and may not be available in all states. Receipt of accelerated benefits reduces the death benefit and cash value (if any) otherwise payable under the policy, may be a taxable event and may affect your eligibility for public assistance programs, such as medical assistance (Medicaid), Aid to Families with Dependent Children, and Supplemental Security Income.

Please consult your personal tax advisor to determine the tax status of any benefits paid under this rider and with social service agencies concerning how receipt of such a payment will affect you, your spouse and your family's eligibility for public assistance. This rider is intended for favorable tax treatment under Section 101(g) of the Internal Revenue Code. Whether such benefits qualify depends on factors such as your life expectancy at the time benefits are accelerated or how benefits are used.

The actual payment you receive will be less than the portion of the death benefit accelerated because the benefits are paid prior to death. Values are based on a current interest rate and mortality rates. There is an initial administrative fee at the time the rider is exercised.

The total payout over the lifetime of the insured is limited to:

- Terminal illness, chronic illness, Alzheimer's disease, or Lewy Body Dementia: $1,500,000.
- Critical illness or critical injury: $1,000,000.

We reserve the right to change these limits in the future. However, this limit will never be less than $500,000. Please refer to your policy for specific details about the riders.

Terminal Illness

Our Terminal Illness rider allows for the payment of a portion of an insured's death benefit, on a discounted basis, if the insured has an illness or chronic condition that can reasonably be expected to result in death in 24 months or less. There is no additional premium for this rider.

Chronic Illness

Our Chronic Illness and Covered Chronic Illness riders allow for the payment of a portion of an insured's death benefit, on a discounted basis, if the insured is Chronically Ill. A chronic illness is defined as one that leaves you unable to perform, without substantial assistance, two of the six normal activities of daily living for a period of at least 90 days due to a loss of functional capacity, or an illness that requires substantial supervision to protect oneself from threats to health and safety due to severe cognitive impairment. The six activities of daily living include bathing, continence, dressing, eating, toileting, and transferring. There is no additional premium for this rider.

Alzheimer's Disease and Lewy Body Dementia

This rider allows for payment of a portion of an insured's death benefit, on a discounted basis, if the insured has a qualifying diagnosis of Alzheimer's disease or Lewy Body Dementia.

The rider will not be available if the client has a first-degree relative (mother, father, or siblings) with a history of Alzheimer's disease. There is no additional premium for this rider.

Critical Illness and Critical Injury

Covered critical illnesses:

- Diagnosis of ALS (Lou Gehrig's Disease)
- Aorta Graft Surgery
- Aplastic Anemia
- Blindness*
- Cancer**
- Cystic Fibrosis
- End-Stage Renal Failure
- Heart Attack
- Heart Valve Replacement
- Major Organ Transplant
- Motor Neuron Disease
- Stroke
- Sudden Cardiac Arrest

Covered Critical Injuries:

- Coma
- Paralysis
- Severe Burns
- Traumatic Brain Injury

In California, your policy can only include the Critical Illness, Critical Injury, and Alzheimer's Disease riders if you have health insurance coverage. Critical Illness and Critical Injury availability is limited to issue ages 0-64

Covered critical illnesses and covered critical injuries may vary by state. Please refer to your policy for specific details about these riders. There is no additional premium for these riders.

*Not a qualifier in CT, IL, KS, MD, MA, MN, NJ, NY, OH, PA, UT, VA, WA.

**Invasive cancer only in CA.

Accelerated Benefits Riders are supplemental benefits that can be added to a life insurance policy and are not suitable unless you also have a need for life insurance. Receipt of benefits may reduce or eliminate the availability of other policy riders and benefits. Benefits available are calculated at time of claim based on the age of the policy and our expectation of your future mortality. The amount of Accelerated Benefit available will depend on your life policy's death benefit value when ABR benefits are claimed. For policies in good standing, if ABR benefits are not used, policy death benefits and other rider benefits are still available.

Accelerated Benefits Riders (ABRs) vs. Long-Term Care (LTC) Insurance

California requires advertising for ABRs to provide a comparison to the benefits provided by Long-Term Care Insurance. However, Accelerated Benefits provided by the ABR riders are not Long-Term Care Insurance, and are not intended to be the same as, or an alternative to, Long-Term Care Insurance.

Long-Term Care (LTC) Insurance is not life insurance, and as such, has no death benefit or cash value. Long-Term Care Insurance benefits are specified at the time of the contract. LTC benefits are paid as a form of expense reimbursement for qualified Long-Term Care expenses. By comparison, for ABR benefits there is no restriction placed on the use of the accelerated benefits, they are paid once qualifications are met, and do not require you to provide receipt of specific expenses to qualify for the benefit. LTC premiums vary based on the level and length of benefit chosen by the policyholder. Premiums are paid on a recurring basis, and failure to pay premiums will generally lapse the policy. If LTC benefits are not claimed, they are typically forfeited. Long-Term Care Insurance policies may offer non-forfeiture benefits for additional premium.

This is a life insurance benefit that also gives you the option to accelerate some or all of the death benefit in the event that you meet the criteria for a qualifying event described in the policy. This policy or certificate does not provide Long-Term Care Insurance subject to California Long-Term Care Insurance law. This policy or certificate is not a California Partnership for Long-Term Care Program policy. This policy or certificate is not a Medicare supplement (policy or certificate).

Other Policy Enhancements Offer You Predictability, Flexibility, and Convenience

TotalSecure offers additional optional riders that can be added to provide an extra safety net for you and your loved ones. Your financial professional can help you determine which may be right for you. Availability may vary by state.

Guaranteed Insurance Option

Guarantees you the ability to add additional death benefit coverage to the policy at certain points during your lifetime regardless of insurability.

Additional Paid-Up Life Insurance

Increases your policy's living benefits and death benefit by raising the policy's cash value.

Children's Term Option

Provides term life insurance on all your children until they reach age 25.

Term Insurance

Provides you with additional coverage above the policy's face amount in the form of a fixed term insurance policy for a specified period of time: 10, 15, 20, or 30 years.

Waiver of Premiums

Should you become permanently disabled you would no longer be required to pay the premiums to keep your coverage.

TotalSecure, form series 20537(0918)/ICC18-20537(0918), Additional Paid-Up Life Insurance Rider, form series 20561(0918)/ICC18-20561(0918), Children's Term rider, form series 20324(0616)/ICC16-20324(0616), Flex Term Rider, form series 20541(0918)/ICC18-20541(0918), Guaranteed Insurability Option Rider, form series 20562(0918)/ICC18-20562(0918), Term Purchase Provision Rider, form series 20543(0918)/ICC18-20543(0918), 10-, 15-, 20- and 30-year term insurance riders, form series 20564(0918)/ICC18-20564(0918)/20565(0918)/ICC18-20565(0918)/20566(0918)/ICC18-20566(0918)/20567(0918)/ICC18-20567(0918), Annual Renewable Term Insurance Rider, form series 20568(0918)/ICC18-20568(0918), Waiver of Premiums rider, form series 20552(0918)/ICC18-20552(0918), and Accelerated Benefits Riders, form series 8052(0798)/8095(0399)/8766(0609)/ICC10-8844(0310)/20805(0222)/ICC22-20805(0222)/20806(0222)/ICC2-20806(0222), Alzheimer's form series 20818(0622)(ICC22-20818(0622) are underwritten by Life Insurance Company of the Southwest, Addison, TX.

1 Guaranteed premiums and cash value accumulation assumes that all planned premiums are paid, and that the values illustrated are based on only guaranteed values. Actual results may be more or less favorable for values that include non-guaranteed dividends.

2 Policy loans and withdrawals reduce the policy's cash value and death benefit and may result in a taxable event. Loans and withdrawals of paid-up cash value will not create an immediate taxable event, but substantial tax ramifications could result upon contract lapse or surrender.

3 Riders are supplemental benefits that can be added to a life insurance policy and are not suitable unless you also have a need for life insurance. Riders are optional, may require additional premium and may not be available in all states. Riders may be subject to limitations or restrictions.

4 Living Benefits are provided by no additional premium Accelerated Benefit Riders. Riders are supplemental benefits that can be added to a life insurance policy and are not suitable unless you also have a need for life insurance. Riders are optional, may require additional premium and may not be available in all states.

5 Varies by UL product, but such policies generally offer less cash value growth than whole life policies.

6 Dividends are not guaranteed.

7 The ability of a life insurance contract to accumulate sufficient cash value to help pay expenses or meet accumulation goals will be dependent upon the amount of extra premium paid into the policy. Whole life insurance does not accumulate significant cash value during the early years of the policy.

8 Minimum premium payments must always be met, or the policy will lapse, resulting in a taxable event. In order to reduce premium payments, you must first be paying more than the minimum premiums.

9 Be aware that choosing to pay up a policy over too short a duration may cause the policy to become a Modified Endowment Contract (MEC). Distributions other than death proceeds from a Modified Endowment Contract (MEC), including policy loans and partial surrenders of funds will be treated as taxable gain received first and recovery of premium second. In addition to regular income tax, a 10% federal tax penalty is applicable to any taxable distribution from the MEC before the insured reaches age 59½. This includes policy terminations. Your financial professional can show you paid-up terms that avoid MEC status.

This is a solicitation of insurance. An insurance financial professional may contact you.