

Fixed Annuities

ANNUITY TRAINING

The following is an overview of the different fixed annuities offered by National Life Group and issued by Life Insurance Company of the Southwest. Products are not available in all states or all sales situations, please see NationalLife.com for current product availability. Product details, any applicable bonus and availability are subject to change without notice.

The fixed annuity products issued by Life Insurance Company of the Southwest have the following common features:

- No administrative fees for the base policy
- Tax-deferred growth, death benefit and annuitization options
- 10% of accumulation value available after the first policy year, as permitted by law
- Guaranteed Lifetime Income Rider to provide a lifetime income while leaving your client in control of their money available on select products

Products issued by

Life Insurance Company of the Southwest®

National Life Group® is a trade name of National Life Insurance Company, Montpelier, VT, Life Insurance Company of the Southwest, 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.

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Flexible Premium Deferred Annuities

Flexible Premium Requirements

- \$100 per month bank draft (PACP) or salary reduction/deduction, or
- \$5,000 lumps sum

Cumulative Maximum Premium

- See NationalLife.com for current limits

Loans

- Available for 403(b)/457(b) policies, if plan permits

RetireMax Millennium Flex

Features 1% additional interest for 12 months on all premium received in the first policy year.

- Issue Ages 0-80
- 10 Year Declining Surrender
- Available Riders:
 - Guaranteed Lifetime Income rRider required at an additional cost
 - Terminal Illness Rider at no additional cost

RetireMax FPDA

Features 1% additional interest for 12 months on all premium received in the first policy year.

- Issue Ages 0-80
- 7 Year Declining Surrender
- Available Riders:
 - Terminal Illness Rider at no additional cost

RetireMax FPDA 2

Features 1% additional interest for 12 months on all premium received in the first policy year.

- Issue Ages 0-80
- 10 Year Declining Surrender
- Available Riders:
 - Terminal Illness Rider at no additional cost

Single Premium Deferred Annuity

Premium Requirements

See NationalLife.com for current requirements

Loans

- Available for 403(b)/457(b) policies, if plan permits

RetireMax Secure 5

Features a 5-year rate guarantee

- Issue Ages 0-85
- 5 Year Surrender
- Available Riders:
 - Nursing Care Rider at no additional cost

Single Premium Immediate Annuity

SPIA – Single Premium Immediate Annuity

Product to immediately convert a lump sum into an annuitized policy

- Issue age 0-85
- Available Payout Terms
 - Period certain of 10 years or longer
 - Life only
 - Life with period certain
 - Life with joint and survivor

Guaranteed Lifetime Income Rider (GLIR) for Fixed Annuities

The following is an overview of the different GLIRs offered by National Life Group. Please review each product's disclosure and specification to see which GLIR available on the policy along with current GLIR Rollup information, any applicable bonus, withdrawal percentage, rider charge and other rider guidelines.

The GLIR provides for a lifetime income stream while leaving the policy owner in control of their money. On most policies the GLIR can be added at an additional cost, please note for some policies the GLIR is required at policy issue.

The GLIR provides for a calculation used solely to determine the lifetime income benefit (or death benefit on select policies) the Benefit Calculation Base or Income Calculation Base is not a value that can be withdrawn by the policy owner.

Guaranteed Lifetime Income Rider for Fixed Annuities

- Income Calculation Base equals premium paid at issue and includes additional premium payments
- Income Calculation Base rolls up at a compound Rollup Rate in effect when the premium is received for guaranteed number of policy years
- Rolls up until the earlier of election of income or the 10th policy anniversary
- At election of income the Income Calculation Base is multiplied by a Guaranteed Withdrawal Percentage based on their attained age to determine their lifetime income