

North American Company for Life and Health Insurance® / **Protection Builder® IUL**

A Guaranteed Death Benefit With Potential



North American's Protection Builder Indexed Universal Life (IUL) insurance can provide a lifetime guarantee death benefit, plus so much more!



Guaranteed death benefit + potential cash value

North American's Protection Builder IUL can provide a lifetime guaranteed death benefit¹ with level-pay premiums that are comparable to a GUL policy,² **but Protection Builder also has cash value growth potential.** The cash value in a Protection Builder policy could provide yet another layer of emergency funding...funding that's available generally free from income tax.³



Guaranteed Minimum Account Value: 2.5% never looked so good

Protection Builder's Minimum Account Value (MAV) feature guarantees a 2.5% average annual return, calculated from policy issue. Every 10 years or upon death, lapse, surrender, or policy maturity, we'll compare the account value to the MAV. If the account value is less than the MAV, the account value will be increased to the MAV.



Premium Recovery Endorsement: An "opt-out clause"

The Premium Recovery Endorsement may help alleviate policyowner concerns about balancing their current need for insurance and unknown future needs. Should your client's needs change, the endorsement allows them to receive some or all of the total premiums paid when fully surrendering the policy within a 60-day window following the 15, 20, or 25-year policy anniversary.⁴

Protect your client's assets!

Don't drain the 401(k)! Would your clients need to liquidate assets to help pay for the high cost of a qualifying critical, chronic, or terminal illness?

Protection Builder includes the Accelerated Death Benefit Endorsement for **zero additional premium.**⁵

60%

of American adults
live with a
chronic illness⁶

24%

Maximum chronic illness
acceleration of 24% of death
benefit on the initial election
date up to \$480,000
per election.

Maximize the WriteAway® Opportunity



Opportunity
for no fluids



Quick online
application

Age
60

Up to age 60
may qualify

\$2M

Face amount
up to \$2M

Who could qualify for WriteAway?

Clients without major medical conditions, who meet the same height/weight requirements for traditional underwriting, and are classified as low risk, have the potential to qualify for WriteAway! Available for death benefit amounts up to \$2,000,000 for ages up to 50, \$1,000,000 for ages 51-60.

Plus, WriteAway is fast — application to delivery in as little as six calendar days!⁷



**NORTH
AMERICAN**®

A Sammons Financial Company

Talk to your MGA about
Protection Builder today!

1. Subject to premium payment requirements.

2. Compared to Custom Guarantee® UL.

3. Neither North American nor its agents give tax advice. Please advise your customers to consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.

4. The Premium Recovery Endorsement allows the owner to fully surrender the policy during the premium recovery period and recover all or a portion of the total premiums paid less any policy debt or withdrawals, including withdrawal charges and processing fees. The total premiums paid will be reduced by the same portion as the death benefit for any acceleration of the death benefit. This endorsement will remain in effect to the 25-year policy anniversary as long as the qualification test is satisfied at each policy anniversary. Generally, the qualification test is met if the gross premiums paid guarantee the policy to at least the insured's attained age of 95, assuming no policy loans are taken. In some instances, additional premium may be required based on underwriting class, table ratings or flat extras. If the Premium Recovery Endorsement terminates, it cannot be reinstated. This benefit is available for a 60-day window following the 15, 20, and 25-year policy anniversaries. The owner may recover up to 50% of paid premiums if exercised following the 15-year anniversary, and up to 100% of paid premiums if exercised following the 20 or 25-year anniversaries. The maximum amount that can be recovered is capped at 50% of the lowest specified amount of the policy. The premium recovery value will never be less than the net cash surrender value. Please reference the policy for complete details. Only available when the Premium Guarantee Rider is also selected.

5. Subject to eligibility requirements. There is no additional Monthly Deduction or premium charge for the Accelerated Death Benefit Endorsement. However, the actual payment received in connection with any acceleration will be discounted and is lower than the Death Benefit amount accelerated. In addition, there is an administrative fee required each time an election is made. An administrative fee is required at time of election for the Chronic or Terminal Illness benefit. There is no administrative fee when the Critical Illness benefit is elected.

THE ACCELERATED DEATH BENEFIT ENDORSEMENT FOR CRITICAL ILLNESS IS NOT HEALTH INSURANCE NOR IS IT INTENDED TO REPLACE HEALTH INSURANCE.

THE ACCELERATED DEATH BENEFIT FOR CHRONIC ILLNESS IS NOT LONG TERM CARE INSURANCE NOR IS IT INTENDED TO REPLACE LONG TERM CARE INSURANCE.

Agents offering, marketing, or selling accelerated death benefits for chronic illness in California must be able to describe the differences between benefits provided under an accelerated death benefit for chronic illness and benefits provided under long-term care insurance to clients. You must provide clients with the ADBE Consumer Brochure for California that includes this comparison. Comparison is for solicitation purposes only, not for conversions.

6. Source: Center for Disease Control. Retrieved December 27, 2023, from: <https://www.cdc.gov/chronicdisease/about/index.htm>

7. Source: Internal data, North American underwriting department, December 26, 2023.

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.

Protection Builder IUL (policy form series LS186) and Custom Guarantee UL (policy form series LS185), or state variation including all applicable endorsements and riders, are issued by North American Company for Life and Health Insurance, West Des Moines, IA. Product, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.

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