



SummitLife IUL

ESTATE PLANNING STRATEGY WITH AN ATTORNEY

Meet Lynn*

Lynn, age 52, is a highly sought-after and successful criminal defense attorney. She is the owner of the law firm. As the firm's sole attorney, Lynn can barely keep up with the demand for her legal services.

Lynn is looking forward to her daughter, Violet, age 25, joining the practice when she completes law school next year. Since she was 15, Violet has worked at the firm during summers and will smoothly and quickly transition into casework.

Lynn's son Scott, age 28, is pursuing his lifelong dream of becoming a concert pianist. She financially supports him and plans to do so until he achieves his goal.

Lynn's Goals

- Ensure availability of financial assets for her son after she dies
- Secure her income in retirement to meet her lifestyle needs

Lynn has regularly contributed to her qualified plan and due to the long-term growth in her investment portfolio, Lynn is well-positioned to retire at age 62. Before she retires, she plans on transferring all of her interests in the firm to Violet. Lynn takes comfort in knowing this will protect Violet's financial future.

In retirement, Lynn desires to maintain her current lifestyle. To do so, she needs to ensure the longevity of her retirement assets without sacrificing the ability to provide ongoing financial support to Scott.

Lynn recently discussed her concerns with her financial advisor, who suggested she purchase a permanent life insurance policy to provide protection for Scott and Violet if she were to pass, and help as a financial safety net during her retirement.

Products issued by:

Life Insurance Company of the Southwest

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*This is a hypothetical example and is not the story of an actual client.

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

Lynn's Solution: SummitLife IUL

SummitLife is well-suited to address Lynn's financial goals and objectives due to its flexibility, death benefit protection, and cash value accumulation potential. Through these and other product features, SummitLife enables Lynn to protect what matters most.

With SummitLife, Lynn can address her primary goal of financially supporting her son both during her lifetime and after her death. First, SummitLife can provide Scott an income tax-free death benefit upon Lynn's death which he can manage and allocate to his expenses. Second, SummitLife provides Lynn the potential to build cash value during her lifetime on an income tax-deferred basis. The accumulated cash value provides Lynn a valuable resource to leverage for Scott's financial needs, and can potentially help supplement her retirement income needs in the event of a dip in the value of her savings and investments. All of this can potentially be done by leveraging loans or withdrawals from the policy, which may be income tax free¹.

Moreover, because SummitLife is an IUL product, Lynn's policy values can grow due to interest crediting based in part on market indexes with protection that money in the index strategies is not subject to declines due to market downturns².

Finally, the policy's Accelerated Benefit Riders permit Lynn to accelerate the death benefit in the event she is faced with a qualifying terminal, chronic, or critical illness³. This may enable Lynn to preserve retirement assets for her financial priorities as well as provides her peace of mind in light of the unexpected.

Summit Life, offering the flexibility to protect what matters most while addressing present and future financial goals.

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

Certain states require advertising for ABRs to provide a comparison to the benefits provided by LTC 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.

ABR 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.

Long-term care (LTC) insurance is not life insurance, and as such, has no death benefit or cash value. LTC 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, since there is no restriction placed on the use of ABR 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. LTC 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).

1. The use of cash value life insurance to provide a tax-free resource for retirement assumes that there is first a need for the death benefit protection. The ability of a life insurance contract to accumulate sufficient cash value to help meet accumulation goals will be dependent upon the amount of extra premium paid into the policy, and the performance of the policy, and is not guaranteed. Policy loans and withdrawals reduce the policy's cash 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 value in early years.
2. Indexed life insurance policies do not directly participate in any stock or equity investments. The 0% or 1% "floor" provided by an indexed universal life insurance policy ensures that during crediting periods where the index is negative, that no less than 0% or 1% interest is credited to the index strategy. However, monthly deductions continue to be taken from the account value, including a monthly policy fee, monthly expense charge, cost of insurance charge, and applicable rider charges, regardless of interest crediting.
3. Living benefits may be provided by riders, which 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 or on all products.

SummitLife Indexed Universal Life Insurance, form series ICC19-20608 is issued by Life Insurance Company of the Southwest.

Accelerated Benefits Riders, form series 8052(0798)/8095(0399)/8165(0703)/8766(0609)/ICC10-8844(0310)/20287(1014)/ICC15-20287(0115)/20288(1014)/ICC15-20288(0115) are underwritten by Life Insurance Company of the Southwest, Addison, TX.

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 (26 U.S.C. Sec. 101 (g)). Whether such benefits qualify depends on factors such as your life expectancy at the time benefits are accelerated or how the benefits are used. There is no restriction placed on the use of the accelerated benefit with the exception of ABR proceeds for Chronic Illness in the state of Massachusetts 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 health care practitioner. 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. We currently limit the amount of death benefit that may be accelerated under all contracts made over the entire lifetime of the insured to \$1,500,000 for terminal or chronic illness, and

\$1,000,000 for critical illness or injury. We reserve the right to change this limit in the future; however the limit will never be less than \$500,000. Other restrictions, limitations and waiting periods may apply.

Our Terminal Illness riders allow 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 which can reasonably be expected to result in death in 24 months or less. There is no additional premium for this rider.

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 consecutive days due to a loss of functional capacity or requires substantial supervision for a period of 90 consecutive days 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.

Our Critical Illness or Critical Injury Riders allow for the payment of a portion of an insured's death benefit, on a discounted basis, if the insured is Critically Ill or Critically Injured. Covered critical illnesses are 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 Injury illnesses are Coma, Paralysis, Severe Burns, Traumatic Brain Injury. Covered critical illnesses and covered critical injuries may vary by state. There is no additional premium for this rider.

This is a solicitation of insurance. An insurance agent may contact you.

