



National Life
Group®



SummitLife IUL

PERSONAL PLANNING STRATEGY FOR A HEART SURGEON

Meet Mark*

Mark, age 42, is a top-rated heart surgeon whose life-saving innovative approaches to heart surgery are regularly featured in notable medical journals.

Mark and his wife Sally are both surgeons with a combined annual income over \$1,000,000.

Mark and Sally recently made the final payments on their medical school loans and now are focused on saving for their retirement.

Mark's Goals

- Ensuring financial security for his family now and after his death
- Saving additional money for retirement in a tax-efficient manner

Mark recently overheard a conversation between two colleagues, where one was expressing how relieved he was that he purchased a life insurance policy due to the financial security it offers both during life and upon death.

They have both maximized their contributions to their employer-sponsored qualified plans and want other tax-efficient ways to save additional money for retirement. They do not qualify for a Roth IRA, and they want to avoid the income taxation associated with traditional investments.

Mark shared this idea with Sally, and they are both very interested in purchasing as much life insurance as necessary to achieve this level of financial security.

Products issued by:

Life Insurance Company of the Southwest

National Life Group® is a trade name representing various affiliates which offer a variety of financial service products. Life Insurance Company of the Southwest, Addison, TX, is a member of National Life Group. Life Insurance Company of the Southwest is not an authorized insurer in New York and does not conduct insurance business in New York.

The companies of National Life Group® and their representatives do not offer tax or legal advice. Please seek tax or legal advice from your appropriate professional advisor.

*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

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

Mark's Solution: SummitLife IUL

In addressing both his present and future financial goals, SummitLife offers Mark the flexibility to protect what matters most.

In addition to providing valuable death benefit protection to his family, SummitLife also offers cash value accumulation potential. As a life insurance product, this cash value grows in a tax-deferred manner. Additionally, Mark can access the policy's accumulated value (potentially income-tax-free) to supplement retirement income or for other unexpected financial emergencies¹.

SummitLife may also help protect against market downturns. Because it is an IUL product, SummitLife offers the growth potential of index-based interest crediting rates and the protection of guaranteed minimum interest crediting rates. This provides Mark the upside potential of interest crediting based in part on a market index with protection to help minimize market downturns².

Moreover, the policy's Accelerated Benefit Riders allow Mark to accelerate the death benefit in the event he is faced with a qualifying terminal, chronic, or critical illness³. These unique riders may enable Mark to preserve retirement assets in case of an unforeseen decline in health, allowing him to keep his legacy intact and his family financially secure.

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.