



National Life  
Group®



## Competitive Advantages

Experts in  
403(b)/457(b)  
& 3121 Market

Competitive &  
Innovative  
Products & Riders

Unparalleled  
Service

Fully Trained,  
Certified Agents

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## Keeping Our Promises

Life Insurance Company of the Southwest, a member of National Life Group, was established in 1955 and is a recognized leader in the 403(b)/457(b) marketplace. We have been serving the retirement needs of school district employees for nearly seven decades and currently provide retirement solutions for more than 5,000 school districts across the country. The guarantees of our fixed insurance products have met our policy obligations for 175 years, and provided more than \$4 Billion in policy owner benefits in 2022. Our vision is simple – to bring peace of mind to everyone we touch. We are committed to keeping our promises to you.

### Financial Strength Ratings

National Life Insurance Company and Life Insurance Company of the Southwest as of 7/31/2023.

**A+**  
(SUPERIOR)

A.M. Best  
Second highest out  
of 16 rankings

**A+**  
(STRONG)

Standard & Poor's  
Fifth highest  
of 21 rankings

**A1**  
(GOOD)

Moody's  
Fifth highest  
of 21 rankings

Ratings are subject to change

### What makes National Life Group better?

Our products, services, and long history of supporting retirement plans.



#1 of Fixed Indexed  
Annuities in  
Employer Plans¹



Longest standing  
issuer of Indexed  
Annuities²

**\$41** Billion in total assets\* | **\$37** Billion in total liabilities\* | **\$4** Billion in promises kept\*\*

Annuity products issued by:

**Life Insurance Company of the Southwest®**

National Life Group® is a trade name of National Life Insurance Company, founded in Montpelier, VT in 1848, Life Insurance Company of the Southwest, Addison, TX, chartered in 1955, 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.

\* Based on the consolidated results as of and for the year ended December 31, 2022, stated on the basis of U.S. Generally Accepting Accounting Principles ("GAAP") of NLV Financial Corporation ("NLVF") and its subsidiaries and affiliates, including National Life Insurance Company ("NLIC") and Life Insurance Company of the Southwest ("LSW"). NLVF and its subsidiaries and affiliates operate as a unified organization under the trade name of National Life Group ("NLG"). Total assets exclude bond unrealized gains and losses. Statutory basis financial figures as of December 31, 2022: National Life's consolidated admitted assets were \$41.4B and liabilities were \$38.7B. NLIC admitted assets were \$10.5B and liabilities and reserves were \$7.9B.

\*\* Statutory basis benefits based on consolidated results of NLIC and LSW for 2022. NLIC statutory basis benefits were \$745M.

Public  
Educators

Healthcare  
Professionals

Government  
Employees

Faith-based  
Organizations

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## Bringing Peace of Mind to You and Your Employees

**Our Competitive and Innovative Indexed Annuities and Riders are designed with you in mind:**

Policyholder Benefits	Product Features	Plan Sponsor Advantages
<ul style="list-style-type: none"><li>• No Fees to policy holder on base policy.<sup>3</sup></li><li>• No Administrative Costs to policy holder.<sup>3</sup></li><li>• Paid Premiums and Interest Earned have never lost value due to stock market downturns.<sup>4</sup></li></ul>	<p>Fixed Indexed Annuities:</p> <ul style="list-style-type: none"><li>• Guaranteed fixed interest crediting option.</li><li>• Access to accumulation value and flexibility of contributions.<sup>5</sup></li><li>• Choose a declared interest rate or strategies that credit interest based in part on the change in a market index.</li><li>• Our Guaranteed Lifetime Income Rider (GLIR) provides the option for lifetime income while leaving you in control of your remaining value.<sup>6</sup></li></ul>	<ul style="list-style-type: none"><li>• No expenses related to our products are incurred by the District.</li><li>• We pay Third Party Administration (TPA) fees for most retirement plan administration.</li></ul>

Our indexed annuity policyholders  
**HAVEN'T LOST A PENNY** of their  
Policy Value due to market conditions.

<sup>1</sup> LIMRA US Individual Annuity Industry Sales Report, 1Q2023

<sup>2</sup> Insurance News Net, FIAs at Age 20, 2015

<sup>3</sup> A few states require the payment of premium taxes on annuities either at the time the company receives the money, upon Annuitization or withdrawal. If we must pay such taxes we will deduct them from your Policy benefits at that time.

<sup>4</sup> Assuming no withdrawals during the withdrawal charge period. Rider charges continue to be deducted regardless of whether interest is credited. Annuities have surrender charges that are assessed during the early years of the contract if the annuity is surrendered.

<sup>5</sup> Withdrawals prior to age 59½ may be subject to a 10% Federal Tax Penalty. All withdrawals made from annuities with pre-tax contributions are taxed as ordinary income. All withdrawals from an annuity purchased with non-qualified monies are taxable as ordinary income only to the extent there is a gain in the policy.

<sup>6</sup> The Guaranteed Lifetime Income Rider (GLIR), as represented in form series 8969, 8970, 20365, 20135, 20136, and/or 20380, is a rider that can be added to an annuity policy at issue and is available on fixed and fixed indexed annuities issued by Life Insurance Company of the Southwest. Electing this rider incurs an additional cost. GLIR may be optional, and may not be available on all products or in all states. Guaranteed Withdrawal Payments reduce the policy's accumulated value, but you will continue to receive these payments during your lifetime even if your accumulation value declines to zero.

## Delighting Our Customers Through Unparalleled Service

When you work with NLG, you can expect a network of support from some of the most experienced professionals in the retirement industry, coupled with products and solutions designed with your employees in mind.

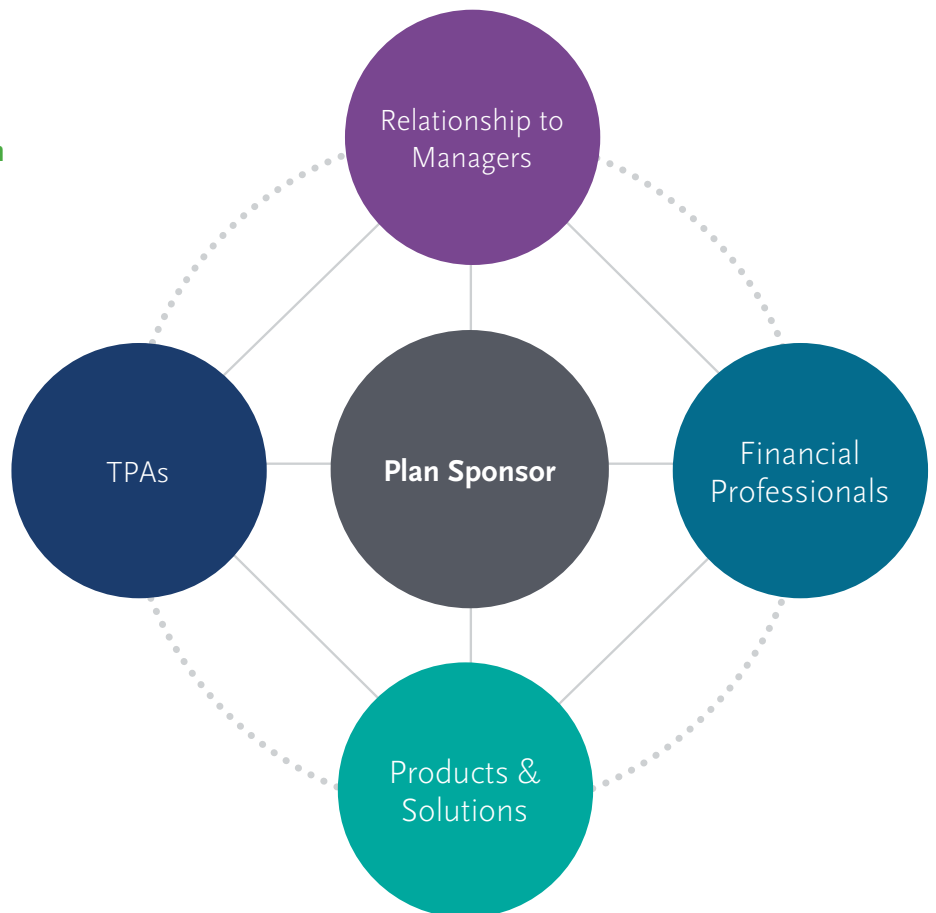
### We partner with you to meet your retirement plan goals starting by:

- Dedicating a single point of contact to partner with you to help ensure your retirement needs are met
- Partnering with some of the best third party administrators across the country
- Thoroughly vetting our retirement plan-certified independent financial professionals to ensure knowledge and skills are top notch
- Conducting financial literacy seminars, workshops and individual meetings about retirement savings

**For your employees,** our customer website and mobile app helps them save time when they manage their policies online. They can:

- View policy values and other benefits
- Make premium and loan payments
- Manage personal information
- Sign up for account alerts
- Access convenient self-service features
- Download statements and 1099s

**From set up to servicing, we are with you every step of the way.**



## Check for the Badge!

**We're committed to thoroughly vetting our financial professionals to ensure knowledge and skills are top notch.**

National Life Group 403(b)/457(b)-certified independent financial professionals are fully trained on the rules and regulations of the industry and taught to apply them to individual situations. They must go through the following vetting process, annually, to obtain an official Certified Badge:

- State and Federal civil and criminal background checks with ongoing monthly monitoring.
- Education on applicable State and Federal regulations for state retirement plans.
- Retirement plan fundamentals training.
- Comprehensive review of solicitation practices.
- Behavioral and ethical training.

All our financial professionals hold the required state insurance licenses applicable to educate your employees on the fixed and fixed indexed annuity products offered in your retirement plan.



## Do good. Be good. Make good.

### We are Do gooders.

Our commitment to Do good Be good and Make good is woven into everything we do and every product we offer.

#### Do good.

We offer products designed to meet the needs of those we serve.

#### Be good.

We conservatively manage our investment portfolio in our goal to deliver on our promises to policyholders.

#### Make good.

We keep our promises by paying out benefits to our policyholders when they need us most.

Buying an annuity within a tax-deferred retirement plan doesn't offer extra tax benefits. If considering an annuity within a retirement plan, base your purchase decision on the annuity's other features and benefits, as well as its risks and costs, not its tax benefits. Indexed annuities do not directly participate in any stock or equity investments. Policies and riders are subject to state availability. This is not a solicitation of any specific annuity contract.

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.