



# SurvivorLife

## SURVIVORSHIP INDEXED UNIVERSAL LIFE – BUYER'S GUIDE

**This marketing piece is not approved for use in NY.**

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**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.

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



# SurvivorLife

## Indexed Universal Life (IUL)

### Protect What Matters Most

Planning a life together can be exciting, especially as you grow your family, careers, and financial legacy. But what would happen in the event of the unexpected? While everyone's personal finances differ, there are some goals that we all share.




To secure your family's financial future



To protect a legacy built over a lifetime





SurvivorLife is uniquely positioned to provide financial protections for both family and legacy. It offers you and your partner:

Flexible protection for two people through a single policy



The potential to build cash value on a tax-deferred basis without exposure to market risk



The potential for an income tax-free death benefit following the first death through an optional rider<sup>1</sup>



A tax-free death benefit to your beneficiaries<sup>2</sup>, following the second death, helping with estate transfer planning<sup>3</sup>



Living benefits following the first death to provide resources in the event of a qualifying terminal illness, chronic illness, critical illness, or critical injury — or a qualifying diagnosis of Alzheimer's disease or Lewy Body Dementia<sup>4</sup>







SurvivorLife Indexed Universal Life can help you address your present and future financial goals while offering protection you can use during your lifetime.



# Flexibility to Help Meet Lifetime Needs

Compared to other permanent life insurance products, indexed universal life is perhaps the most flexible. That's because it lets you adjust the amount of insurance you own — and the level of premiums you pay<sup>5</sup> — to best suit your changing needs.

## Flexible Death Benefits

SurvivorLife offers two death benefit options:

- Level Death Benefit, where the death benefit stays constant.
- Increasing Death Benefit, where the protection increases as your policy's cash value grows.

You also have the option to change your selected death benefit option<sup>6</sup> should your needs change. For example, as your family grows you may feel the need for additional protection. Rather than purchasing additional insurance policies, with SurvivorLife you can switch to the Increasing Death Benefit option to increase your policy's death benefit as your policy's cash value increases. Or, should your protection needs diminish, the Level Death Benefit option allows you to lower your death benefit so that more of your premiums are directed to building cash value.

## Income for Life

Retirement is about more than what you save. It's also important to make your income last a lifetime. SurvivorLife, with the Lifetime Income Benefit Rider,<sup>7</sup> can help you turn your policy's cash value into retirement income that you can never outlive.

The Lifetime Income Benefit Rider is automatically added to your policy at issue. Once conditions are met to exercise the rider, your income is guaranteed for the lives of both insureds. Income payments will lower the death benefit and cash value of your policy, but a portion of both is retained for your lifetime.

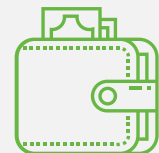
## Access Cash Value

SurvivorLife has the potential to build cash value on a tax-deferred basis. If sufficiently funded, cash value can be accessed through policy loans and withdrawals<sup>8</sup> to help meet a wide range of financial needs, including:

### Financial Emergencies



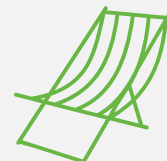
### Reducing Premiums



### Maximizing Opportunities



### Retirement Income



Cash value is different than your death benefit. As an Indexed Universal Life product, your policy values can grow based in part on crediting strategies tied to market indexes.



# Life Insurance with Upside Potential and Downside Protection

## Important Terms to Know

### Accumulated Value

A portion of your premium payments that can grow tax-deferred over time and may be used throughout your lifetime.

### Basic Strategy

A fixed interest crediting account where any unallocated premium is held until it is moved into your chosen index crediting strategies on the 14th of every month.

### Cap

The maximum interest or upper limit that may be credited. A Cap of 10% means that 10% is the most the chosen index crediting strategy will be credited.

### Cash Value

The part of your Accumulated Value that can be accessed for policy loans and withdrawals.

### Death Benefit

Money beneficiaries receive upon the second death.

### Floor

The minimum interest or bottom limit that may be credited. Most crediting options provide a 0% floor. A 1% Floor Strategy is also available (*see page 10*).

### Fixed-Term Strategy

Earns a specific rate of interest declared by the company that is credited on a daily basis and guaranteed for one year.

### Interest Bonus<sup>9</sup>

An Interest Bonus is credited beginning on the fifth policy anniversary.

### Interest Crediting Strategy

Strategies you choose for the excess premium.

### Indexed Strategies

Interest crediting may be tied to performance of a market index.

### Participation Rate

The maximum percentage that an index account shares in the positive changes of the chosen index.

### Policy Expenses

The cost of insurance and administering the policy, taken out of the policy's accumulated value every month.

### Premiums

The regular payments you make on your policy.

### S&P 500<sup>®</sup> Index

The S&P 500<sup>®</sup> is widely regarded as the best single gauge of the U.S. equities market. This world-renowned index includes a representative sample of 500 leading companies in leading industries of the U.S. economy. Although the S&P 500<sup>®</sup> focuses on the large-cap segment of the market, it is also an ideal proxy for the total market.


### Balanced Trend Index

The Balanced Trend Index, provided by UBS, is a volatility-controlled index crediting strategy with returns based on an index of a global multi-asset investment universe comprised of equities, bonds, real estate, commodities, and cash. The Index is rebalanced daily in an effort to limit up or down volatility.

### US Pacesetter Index

The US Pacesetter Index, provided by Société Générale, is a U.S.-focused volatility targeted index. It seeks to provide less volatility than the highs and lows of the general market through a mix of different asset classes that cover exposure to U.S. equities, U.S. government debt, and commodities within the agriculture, metals, and energy sectors.





## What is a market index?

While an investment cannot be made directly into a market index, it is used to track the performance of a group of stocks or other investments over time to give an indication of the overall performance of the market.



### Upside Potential

Based on the positive growth of a market index.



### Downside Protection

Guaranteed 0% or 1% interest crediting floors in the event of a decline in the index.



# How Interest Crediting Works

If the index goes up, you may earn interest, but if the index goes down, the values of your interest crediting strategies are protected from loss due to the market decline.<sup>10</sup> Indexed interest accounts calculate interest using a participation rate or a cap.

## How Your Cash Value Grows

Take advantage of positive changes in the stock market (upside) without the risk of market volatility (downside) with a 0% floor. SurvivorLife also offers a 1% Floor Option that guarantees your policy will always earn at least 1%, no matter how much the market declines.



### STEP 1.

Pay your premium.



### STEP 2.

Premium is allocated to the crediting strategies of your choice.



### STEP 3.

After 1 year, we calculate the change in your chosen interest crediting strategies.

- If the change is positive, your policy is credited interest after applying any caps and participation rates.
- If the change is negative, your policy is credited 0%, unless you elected the 1% Floor Strategy, in which case your policy would receive a 1% credit.

#### Positive Calculated Change in Chose Strategy

Index % Change =	14.924%
Interest Credited =	10.000%

#### Negative Calculated Change in Chosen Strategy

Index % Change =	-1.290%
Interest Credited with 0% Floor Strategy =	0.000%
Interest Credited with 1% Floor Strategy =	1.000%

Assumes Participation Rate 100%, Cap 10%



### STEP 4.

Any credited interest is added to your chosen interest crediting strategies based on the accumulated value at the end of the year.

- This means you have the potential to earn compound interest, further growing your cash value.
- Monthly policy expenses will be deducted from the accumulated value prior to the calculation of interest credits.

## Annual premiums

If you choose to pay your premiums annually, you can opt to add the Systematic Allocation Rider. This allows you to spread out your net annual premium over a 12-month period to help capitalize on more potential interest rate crediting dates and reduce risk associated with one annual crediting anniversary. Systematic allocation does not, however, guarantee an advantage over the annual crediting method. Premiums will earn interest in a fixed interest crediting account until allocated into a monthly crediting strategy.

Monthly deductions, withdrawals, and the initiation of certain types of loans, may require that funds be removed from the systematic allocation account. When this happens, funds will continue to be transferred until the account is depleted and the number of remaining months of transfers will be reduced.



## Calculating Indexed Interest

Once the change in the index is known, the participation rate and cap will be applied to determine how much interest will be credited to account values.

For example, if the index growth is 10% and the participation rate is 100%, the full 10% may be used to determine interest credited. But, if the participation rate is 80%, 8% is used in the calculation of interest credited ( $10\% \times 80\% = 8\%$ ).

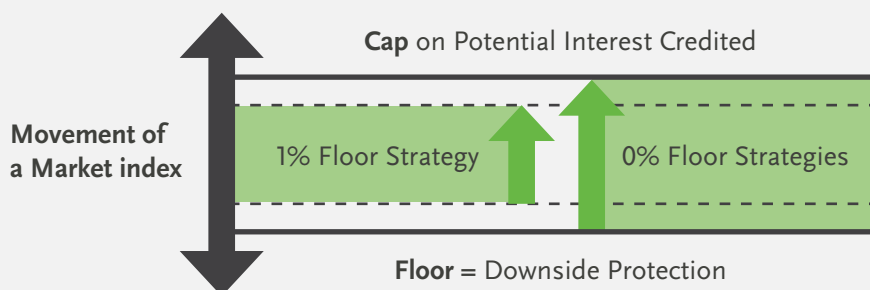
The cap is the maximum earnings percent that will be credited. For example, if the index growth is 10% and the participation rate is 100%, but the cap is set at 6%, 6% is credited.

The indexed strategy credits are locked-in annually. Once interest is credited it can never be lost due to a future decline in the Index. **Keep in mind, no indexed strategy earnings are credited for funds allocated to the index strategies for periods shorter than a full year.**

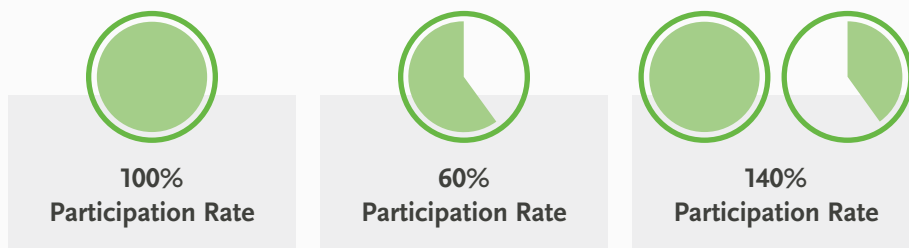
## Caps and Participation Rates

Guarantees to protect from market loss (i.e, 0% and 1% Floors) are not without some *cost*. Adjustments to caps and participation rates are part of that *cost*.

**Caps** are the upper limit of how much can be credited to the policy.



**Participation Rates** are how much you participate in the strategies results or how much you get.





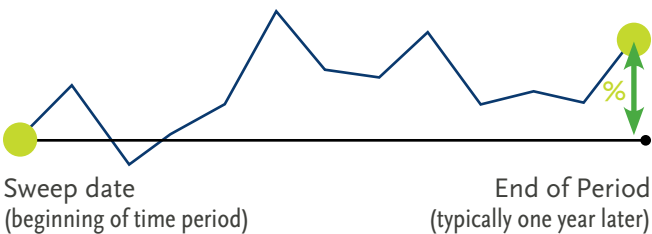
# Understanding Indexing

## Measuring a Point-to-Point Index Strategy

### Point-to-Point

Compares the value of the index at the beginning and the ending date, typically one year later.

If the value is lower, the strategy is protected from losing any cash value with a 0% Floor Strategy or could gain 1% interest with the optional 1% Floor Strategy.



### Strategy Performance 2012–2022<sup>11</sup>

Interest credited represents a 100% participation rate and the cap that was in effect at the time.

Beginning Date	End Date	S&P 500 <sup>®</sup> Index Growth Rate	Interest Credited
5/21/12	5/21/13	26.837%	13.000%
5/21/13	5/21/14	13.113%	13.000%
5/21/14	5/21/15	12.859%	12.859%
5/21/15	5/21/16	-3.684%	0.000%
5/21/16	5/21/17	16.051%	12.000%
5/21/17	5/21/18	14.749%	12.500%
5/21/18	5/21/19	4.806%	4.806%
5/21/19	5/21/20	2.938%	2.938%
5/21/20	5/21/21	40.948%	9.750%
5/21/21	5/21/22	-6.124%	0.000%



# Account Strategies

## US Pacesetter Index

### Participation Focus Strategy (Point-to-Point)

- Participation Rate will always be equal to or greater than 50%.
- We guarantee no Cap on this strategy.<sup>12</sup>
- Guaranteed 0% Floor.

## Balanced Trend Index

### Participation Focus Strategy (Point-to-Point)

- Participation Rate will always be equal to or greater than 50%.
- We guarantee no Cap on this strategy.<sup>12</sup>
- Guaranteed 0% Floor.

## Standard & Poor's Composite Index of 500 Stocks (S&P 500®)

### Cap Focus Strategy (Point-to-Point)

- Higher Cap Rate than our other strategies.
- Participation Rate will always be equal to or greater than 100%.
- Guaranteed Minimum Cap 3.1%.
- Guaranteed 0% Floor.

### Participation Focus Strategy (Point-to-Point)

- Higher Participation Rate than our other strategies.
- Participation Rate will be at least 110% or greater.
- Guaranteed Minimum Cap 3.0%.
- Guaranteed 0% Floor.

### 1% Floor Strategy (Point-to-Point)

- Guarantees a Floor of 1%.
- Participation Rate will always be equal or greater than 100%.
- Guaranteed Minimum Cap is 2.1%.

## Fixed Accounts

### Fixed Term Strategy

- Credited daily, a fixed interest rate declared by the company and guaranteed for one year.
- 2.0% Guaranteed

### Historical Values\*

Dec. 14th of Year	S&P 500® Index	1 Year Change	Balanced Trend Index	1 Year Change	US Pacesetter	1 Year Change
2015	2,021.94	0.98%	213.65	-0.42%	245.80	1.92%
2016	2,253.28	11.44%	221.09	3.48%	251.42	2.29%
2017	2,652.01	17.70%	242.93	9.88%	287.44	14.33%
2018	2,599.95	-1.96%	236.67	-2.58%	282.31	-1.78%
2019	3,168.80	21.88%	261.47	10.48%	319.95	13.33%
2020	3,647.49	15.11%	264.35	1.10%	365.31	14.18%
2021	4,634.09	27.05%	279.95	5.90%	380.39	4.13%

\* Historical performance is not indicative of future results.

The total return on stocks comprising the indices has two components:

- Price changes on the underlying stocks, and
- Dividends paid on the underlying stocks.

Changes in the indices reflect only the price changes on the underlying stocks and do not reflect dividends paid on those underlying stocks. Interest credit that your policy receives is based on changes in the indices, and does not reflect any dividends paid.



# Which Index Strategy Is Best?

This is up to you!

No one can predict how the market will perform and just because a strategy performed a certain way in the past does not mean it will perform that way in the future.

Interest is credited to your policy based on how the strategy performed over the previous year. By knowing how the strategies work you can better decide which to choose.

## You can change strategies.

Don't worry — you're not locked in. New premiums can be redirected before they go into an index account and premiums that are already in a strategy can be changed on the strategy anniversary. Remember, the strategy anniversary is the date the funds were put into the index strategy buckets.

## You can pick more than one strategy.

Choose one or a combination — it's up to you.

**If you want a growth-oriented strategy and believe the growth of the S&P 500® will be:**

- At or near the Caps – Consider the S&P 500® Cap Focus Indexed Strategy.
- Below the Caps – Consider the S&P 500® Participation Focus Strategy.

**If you want to add a measure of volatility control**

- Using a tactical, multi-asset approach – Consider the Balanced Trend Index Strategy or the US Pacesetter Index Strategy.

*Diversification does not assure any gains.*

## Here's Our History

As you consider ways to diversify your policy's crediting strategy, it's important to know how your options have performed in the past.

	5 Year Average 11/21/2016 – 12/21/2021	Lifetime Average 5/21/2008 – 12/21/2021
<b>Fixed Account</b>		
	3.056%	4.378%
<b>S&amp;P 500® Index</b>		
Point-to-Point Cap Focus	9.044%	8.208%
Point-to-Point Participation Focus	7.759%	7.580%

Past performance is not indicative of future index performance nor past or hypothetical performance of our indexed universal life products. There are administrative, cost of insurance, and other charges associated with these IUL policies. The hypothetical crediting rates based on changes in the S&P 500® shown in this exhibit do not reflect these charges. The Hypothetical Participation Rates shown are not guaranteed and subject to change.





# Other Policy Enhancements

## Estate Preservation Rider

This rider provides four years of second-to-die term coverage. The rider is designed to provide an additional amount of death benefit to help cover estate taxes. Your life insurance agent may be able to help you determine coverage based on your needs.

## Survivor Protection Rider

This rider provides term coverage on a joint first-to-die basis where the optional additional death benefit is paid at the first death. The beneficiary can choose to take the death benefit as an income stream or as a lump sum. Or, the beneficiary can choose to receive the income stream directly into the policy as premium payments.

## Death Benefit Protection Rider

You can protect your policy from lapsing during the Death Benefit Protection Period. The Death Benefit Protection Period will vary based on the younger insured's issue age. There is no additional charge for this rider.

## Overloan Protection Rider<sup>13</sup>

A powerful feature of your SurvivorLife Indexed Universal Life policy is the Overloan Protection Rider. This rider prevents the policy from lapsing when the loan amount exceeds the accumulated value and other requirements of the rider are met, and therefore may prevent a tax liability. Exercising the rider results in a paid-up policy.

## Policy Split Option Rider

This rider offers a way to split the face amount and accumulated value into two individual permanent policies.

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SurvivorLife Indexed Universal Life insurance is designed to be held for a long period of time. Holding the product for a short period of time is not in your best interest, or in the best interest of the company.

Options not shown are new to SurvivorLife and historical returns are not yet available.



# Your Living Benefits

Breathe easier knowing SurvivorLife offers financial protection that you can use during your lifetime.

## Accelerated Benefits Riders

Accelerated Benefits Riders (ABRs) are optional, no-additional cost features that allow you to access all or part of your death benefit during a qualifying terminal illness, chronic illness, critical illness, or critical injury – or a qualifying diagnosis of Alzheimer's disease or Lewy Body Dementia. You can only apply to add ABR coverage following the first death.

Depending on where you live, you can use the benefit for any expenses, including but not limited to nursing home care, household bills, living expenses, and home modifications. There are no restrictions on benefit usages with the exception that in the state of Massachusetts, ABR benefits for chronic illness can only be used to pay for expenses incurred for Qualified Long-Term Care services, 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.

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. Whether such benefits qualify depends on factors such as your life expectancy at the time benefits are accelerated or how benefits are used.

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. The total payout over the lifetime of the insured is limited to:

- Terminal illness, chronic illness, Alzheimer's disease, or Lewy Body Dementia: \$1,500,000.
- Critical illness or critical injury: \$1,000,000.

We reserve the right to change these limits in the future. However, this limit will never be less than \$500,000. Please refer to your policy for specific details about the riders.

## Terminal Illness

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

## Chronic Illness

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 days due to a loss of functional capacity, or an illness that requires substantial supervision 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.

## Alzheimer's Disease and Lewy Body Dementia

This rider allows for payment of a portion of an insured's death benefit, on a discounted basis, if the insured has a qualifying diagnosis of Alzheimer's Disease or Lewy Body Dementia. The rider will not be available if the client has a first-degree relative (mother, father, or siblings) with a history of Alzheimer's disease.

## Critical Illness and Critical Injury

Our Critical Illness and 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:

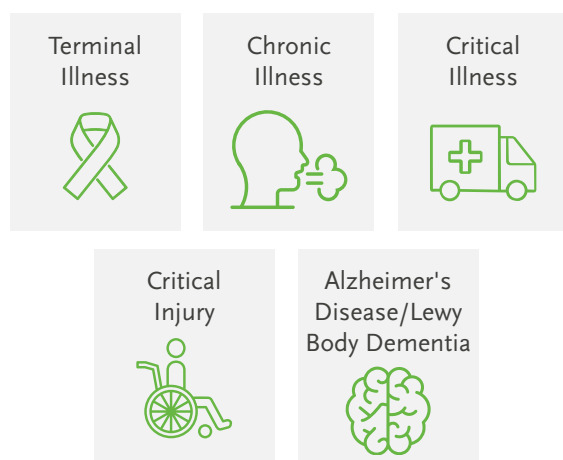
- Diagnosis of ALS (Lou Gehrig's Disease)
- Aorta Graft Surgery\*
- Aplastic Anemia\*
- Blindness\*\*
- Cancer\*\*\*
- Cystic Fibrosis\*
- End-Stage Renal Failure
- Heart Attack
- Heart Valve Replacement\*
- Major Organ Transplant
- Motor Neuron Disease\*
- Stroke
- Sudden Cardiac Arrest\*

Covered critical injuries:

- 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.

In California, your policy can only include the Critical Illness, Critical Injury, and Alzheimer's Disease riders if you have health insurance coverage. Critical Illness and Critical Injury availability is limited to issue ages 0-64.



\*Not qualifier in NY..

\*\*Not a qualifier in CT, IL, KS, MD, MA, MN, NJ, NY, OH, PA, UT, VA, WA.

\*\*\*Invasive Cancer only in CA.

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

California requires 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.

**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).**

**Accelerated Benefits 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, for ABR benefits there is no restriction placed on the use of the accelerated 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.



# SurvivorLife

## Indexed Universal Life Insurance

A financial solution in case you...



### Lifetime Protection

Protecting who and what you love as a top priority.

### Living Benefits

Helping you and your budget survive a qualifying illness or injury.<sup>14</sup>

### Potential for Income for Life Guaranteed

So you can make the most of your retirement.<sup>15</sup>







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- 1 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. Riders are optional, may require additional premium and may not be available in all states.
- 2 Internal Revenue Code § 101(a)(1). There are some exceptions to this rule. Please consult a qualified tax professional for advice concerning your individual situation.
- 3 The companies of National Life Group® and their representatives do not offer tax or legal advice. For advice concerning your own situation, please consult with your appropriate professional advisor.
- 4 Living benefits are provided by optional Accelerated Benefits Riders.
- 5 It is possible that coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage. Increasing the death benefit will require additional underwriting approval.
- 6 Switching from increasing death benefit to level death benefit when the policy has significant cash value may cause the policy to become a Modified Endowment Contract (MEC). Distributions other than death proceeds from a MEC, including policy loans and partial surrenders of funds will be treated as taxable gain received first and recovery of premium second. In addition to regular income tax, a 10% federal tax penalty is applicable to any taxable distribution from the MEC before the insured reaches age 59½. Your agent can help you decide if changing death benefit options will negatively impact your policy. Increasing the death benefit will require additional underwriting approval.
- 7 The Lifetime Income Benefit Rider provides a benefit for the life of the insured if certain conditions are met, including but not limited to the insured's attained age being between age 60 and 85, and that the policy has been in force at least 10 years. Insufficient policy values, outstanding policy loans and other considerations may also restrict exercising the rider. Receipt of income benefits will reduce the policy's cash value and death benefit and may terminate other riders or reduce their benefits. There is a monthly charge from the Index segment value during the income payment period. The Lifetime Income Benefit Rider is optional and available at policy issue. Benefit payments are funded via tax-free policy loans, which will reduce the policy's cash value and death benefit. The policyholder cannot make additional premium payments or request additional withdrawals or policy loans during the benefit payment period or the rider will terminate. Terminating the rider may result in a lapsed policy and substantial tax consequences.
- 8 The ability of a life insurance contract to accumulate sufficient cash value to help pay expenses or 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. If remaining policy values and scheduled premiums are insufficient, additional out-of-pocket payments may be needed to keep the policy in force. Surrender charges may reduce the policy's cash value in early years.
- 9 The interest bonus is referred to as the Annual Accumulated Value Enhancement (AAVE) rider in your contract.
- 10 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. Index universal life insurance policies do not directly participate in any stock or equity investments.
- 11 Numbers shown represent the performance of our strategies, which are based on the growth of the S&P 500® index, excluding dividends, without direct market participation and with guaranteed protection against negative returns. Policy values may decline if premiums paid out-of-pocket are insufficient to cover insurance costs and other charges. Interest credited represents 100% participation rate and the cap that was in effect at the time. The interest credited to the indexing strategy is limited by a "cap," which is the maximum amount of the increase that will be credited as interest.
- Past performance is not indicative of future index performance and historical interest rates should not be construed as interest rates to be paid in the future on any product offered by the insurance companies of National Life Group. There are administrative, cost of insurance and other charges associated with indexed universal life policies. The rates shown in this exhibit do not reflect these charges. All historical interest rates are based on Life Insurance Company of the Southwest (LSW) SecurePlus Paragon indexed universal life insurance, form series 8387/83871D (04/07), underwritten by Life Insurance Company of the Southwest. Paragon's interest crediting history is being provided as a proxy for SummitLife because it used the same interest crediting methods but has a longer history. LSW SecurePlus Paragon is no longer available for sale.
- 12 The interest credited on certain index accounts is based on the change in an index that implements volatility control. Volatility control acts to reduce the potential positive or negative change in the index. When included in a point to point index account with the protection of a 0% floor, the benefit of reduced negative change will not be realized.
- For the UBS Balanced Trend index there is a servicing cost to cover expenses which include but are not limited to rebalancing and replication costs that are deducted prior to computing the index value. This cost may vary over time with market conditions and may reduce the potential positive change in the index and thus the amount of interest that will be credited.
- For an Index with volatility control and the additional costs deducted from the index value, the positive index value change may be less than that of similar indices that do not include volatility contract and do not deduct these costs. This may result in less interest that will be credited.
- 13 Substantial limitations apply to exercising the Overloan Protection Rider, including that the policy be in force at least 15 years and the insured having attained the age of 75.
- 14 Provided by the optional Accelerated Benefit Riders and may not be available in all states. Receipt of Accelerated Benefits will reduce the Cash Value and Death Benefit otherwise payable under the policy, may result in a taxable event, and may affect your eligibility for public assistance programs.
- 15 Provided by the optional Lifetime Income Benefit Rider once qualifications are met to exercise the rider. There is an additional premium for this rider.

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**This is a solicitation for life insurance. An insurance agent may contact you.**

Riders may not be available in all states.

SurvivorLife, Indexed Universal Life Insurance, form series 20678(0220)/ICC20-20678(0220), Additional Protection Benefit Rider, form series 20706(0220)/ICC20-20706(0220), Balance Sheet Benefit Rider, form series 8944(0511)/ICC11-8944(0511), Death Benefit Protection Rider, form series 20223(0414)/ICC14-20223(0414), Estate Preservation Rider, form series 8946(0511)/ICC11-8946(0511), Lifetime Income Benefit Rider, form series 20266(0614), Overloan Protection Rider, form series 20707(0220)/ICC20-20707(0220), Policy Split Option Rider, form series 20708(0220)/ICC20-20708(0220), Survivor Protection Rider, form series 20709(0220)/ICC20-20709(0220), and Accelerated Benefits Riders, form series 8052(0798)/8095(0399)/8766(0609)/ICC10-8844(0310)/20805(0222)/ICC22-20805(0222)/20806(0222)/ICC22-20806(0222)/20817(0622)/ICC22-20817(0622) are underwritten by Life Insurance Company of the Southwest, Addison, Texas.

The participation rate is the maximum percentage of the annual increase in the index that will be credited. The cap is the maximum earnings percent that will be credited. Participation rates and caps are subject to change annually for a given indexed segment.

Monthly deductions from the account value include a monthly policy fee, monthly expense charge, cost of insurance charge, and applicable rider charges. In addition there is a surrender charge if the policy is lapsed or surrendered in the first 10 years from issue or following an increase. Surrender charges vary based on gender, rate classification, issue age, and policy year.

Excess Interest Formula: Index earnings for each indexed segment are calculated at the end of the crediting period as follows: index growth is multiplied by the segment's participation rate, adjusted so that this rate is no greater than the segment's index earnings cap, and no less than the floor; multiplied by the value in the indexed segment value. Failure to maintain the index segment to maturity (the next crediting date for the index strategy segment) will result in no participation in the index for that crediting period. Index earnings are not direct participation in any stock or equity investment.

There are two death benefit options from which to choose: Option A: Level Death Benefit = Face Amount; Option B: Increasing Death Benefit = Face Amount + Account Value. Upon death of the insured, a death benefit equivalent to the death benefit at the time of the insured's death less any policy debt and less other amounts owed to the insurance company will be paid to the beneficiary. The policy will then be terminated and all rights including access to the cash surrender value shall cease.

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