

## Product update

**Performance Choice® 8 year launches  
exclusive Fidelity index and new  
crediting strategies**

**New training may be required.  
See below for details.**

**Available Sept. 8**

In these uncertain times, clients may be searching for new options to provide more consistent growth over time. We get that.

That's why Performance Choice 8 fixed index annuity will offer new crediting strategies to optimize growth potential...all linked to the new Fidelity Multifactor Yield Index 5% ER<sup>SM</sup>.

**Be ready for Sept. 8****Performance Choice 8 will offer...**

- **Exclusive Fidelity Multifactor Yield Index 5% ER<sup>SM</sup>**, designed to deliver more consistent investment experience over time<sup>1</sup>
- **Optional enhanced index strategies**, offering more upside potential than traditional strategies (for a charge<sup>2</sup>)
- **Refreshed index strategies**, bringing consistency and focus to our portfolio

**RegEd training requirements**

If you have previously taken Performance Choice training AND have taken the newest NAC VersaChoice<sup>SM</sup> fixed index annuity training, **this satisfies the new Performance Choice training requirement.**

**IMPORTANT:** After Sept. 8, the new Performance Choice training is required, if the above requirement is not met.

**Still need training?** [Get training here.](#) (Code 20SFGNAC\_02)

**New business guidelines:** New index and crediting strategies apply to applications received in the home office or submitted through e-App on or after Sept. 8.

Updated forms and materials will be available on our website Sept 8.

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Questions? Call Sales Support at **866-322-7066**.  
[NorthAmericanCompany.com](http://NorthAmericanCompany.com)

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Contract numbers: [Performance Choice<sup>®</sup>](#) | [NAC VersaChoice<sup>SM</sup>](#)

1. Use of the Fidelity index for the purpose of fixed index annuity contracts is exclusive to Sammons Financial Group and its subsidiaries.
2. Known as a strategy fee annual percentage in the contract. The charge is multiplied by two for the two-year crediting strategy. In exchange for a charge, the client receives an enhanced participation rate. The charge will be deducted at the end of each term, or at the time of a full surrender or a partial withdrawal that exceeds the penalty-free withdrawal amount from the accumulated value allocated to the enhanced participation rate method. The strategy charge will be deducted regardless of the interest credited to the contract and can lead to loss of premium.

The Fidelity Multifactor Yield Index 5% ER (the "Index") is a multi-asset index, offering exposure to companies with attractive valuations, high quality profiles, positive momentum signals, lower volatility and higher dividend yield than the broader market, as well as U.S. treasuries, which may reduce volatility over time. Fidelity and its related marks are service marks of FMR LLC. Fidelity is a registered trademark of FMR LLC. Fidelity Product Services LLC ("FPS") has licensed this index for use for certain purposes to North American Company for Life and Health Insurance<sup>®</sup> (the "Company") on behalf of the Product. The Index is the exclusive property of FPS and is made and compiled without regard to the needs, including, but not limited to, the suitability needs, of the Company, the Product, or owners of the Product. The Product is not sold, sponsored, endorsed or promoted by FPS or any other party involved in, or related to, making or

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