



*Annuity*

# North American Guarantee Choice<sup>SM</sup>

Multi-Year Guarantee Annuity

*Consumer Brochure*



## North American Guarantee Choice

Are you looking for ways to manage your future retirement income today so that you can enjoy financial freedom later? The North American Guarantee Choice<sup>SM</sup> is a single premium, multi-year guarantee annuity (MYGA) designed to offer you options during uncertain times.

With the flexibility to choose interest rate periods with a guaranteed interest rate for each period, you have a great combination for your long-term retirement planning. Because we specialize in annuities, you can count on our expertise in supporting your efforts toward building a comfortable retirement. You can rest assured that the financial strength of North American can provide the lifestyle freedom you desire.

### SUMMARY OF FEATURES

- Choice of 3, 4, 5, 6, 7, 8, 9 or 10 year guarantee interest rate periods/surrender charge periods.
- Tax deferral, income for life and full Accumulation Value at death.
- Premium banding on interest rates—for initial premium amounts of \$200,000 or more, you will receive a higher interest rate.
- Low Band: Less than \$200,000 and High Band: \$200,000 or more.

*Under current law, annuities grow tax deferred. An annuity is not required for tax-deferral in qualified plans. Annuities may be subject to taxation during the income or withdrawal phase. Please note that neither North American, nor any agents acting on its behalf, should be viewed as providing legal, tax or investment advice. Consult with and rely on your own qualified advisor.*

## Benefits of Owning a Deferred Annuity

### TAX-DEFERRAL

Tax-deferred growth allows your money to grow faster because you earn interest in dollars that would otherwise be paid in taxes. Your premium earns interest, the interest compounds within the Contract, and the money you would have paid in taxes earns interest. The chart shows the impact of a tax-deferred annuity.

### LIFETIME INCOME

North American can provide you with a guaranteed income stream with the purchase of your tax-deferred annuity. You have the ability to choose from several different annuity payout options, including life or a specified period.

*See the Product Details sheet for more information on Annuity Payout Options.*

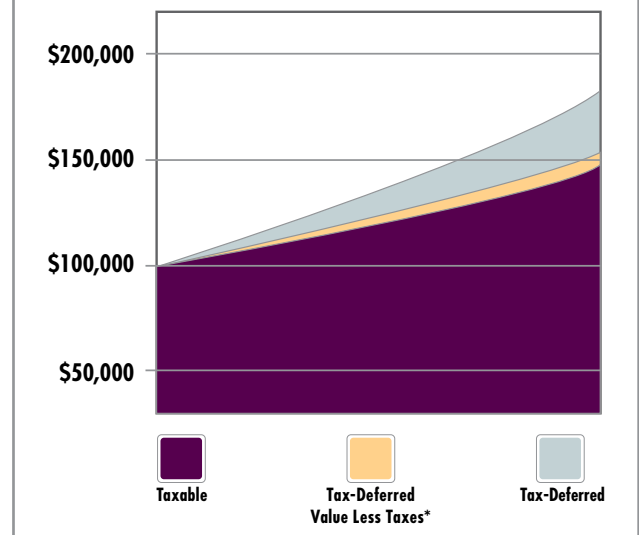
### DEATH BENEFIT

North American will pay out, as the Death Benefit, the Accumulation Value to your beneficiary upon the death of the annuitant or an owner. Your beneficiary may choose to receive the payout in either a lump sum or a series of income payments. If joint annuitants are named, the Death Benefit will be paid on the death of the second annuitant. If joint owners are named, the Death Benefit will be paid on the death of the first owner.

### MAY AVOID PROBATE

By naming a beneficiary, you may minimize the delays, expense and publicity often associated with probate. Your designated beneficiary receives death proceeds in either a lump sum or a series of income payments. *Please consult with and rely on your own legal or tax advisor.*

### THE POWER OF TAX-DEFERRAL



The chart is a hypothetical example of tax-deferral and assumes an initial premium of \$100,000 earning 4.00% compounded annual rate of return for 15 years. It is not intended to predict or project performance. \*The tax-deferred value less taxes represents the increase in value, due to tax-deferral, less taxes at an assumed rate of 33% with no surrender charge or Interest Adjustment applied.

This brochure is not complete and must be presented with the Product Details sheet that describes issue ages, premium bonus, surrender charges, riders, and more.



## Accessing Your Money

Access to your money is always an important concern. The North American Guarantee Choice series offers a variety of liquidity features.

For additional withdrawals prior to the end of the surrender charge period, surrender charges may apply. Withdrawals will be treated as ordinary income and if taken prior to age 59½ may be subject to a 10% IRS penalty. Withdrawals from your Contract will also reduce your Accumulation Value accordingly.

### ANNUITY PAYOUT OPTIONS

Should you decide to receive an income from your annuity after each Guarantee Period, you will have several annuity payout options from which to choose. Annuity payout options are a benefit of deferred annuities, but are not a requirement with the North American Guarantee Choice.

*Once a payout option is elected and annuity payments begin, all other rights and benefits under the annuity end.*

With non-qualified plans, a portion of each income payout represents a return of premium that is not taxable, thus reducing your tax liabilities.

*See the Product Details sheet for more information on Annuity Payout Options.*

### PENALTY-FREE WITHDRAWALS

The North American Guarantee Choice allows you to take a penalty-free withdrawal (also known as a Penalty-Free Partial Surrender) equal to the interest earned each year after the first contract year, without incurring any surrender charges or having the Interest Adjustments applied.

Any amount withdrawn in excess of interest earned will be assessed a surrender charge and possibly an Interest Adjustment.

### RENEWAL FEATURE

At the end of each selected Guarantee Period, you may choose to renew your annuity for another guaranteed interest rate period. Depending on your circumstances and financial goals, you will have a 30 day window to select a Guarantee Period from those available, elect a payout option, or withdraw your Accumulation Value. If no election is made, the Company will automatically renew your annuity for an available Guarantee Period as described in your Contract.

Within this 30 day window, no surrender charges or Interest Adjustment will apply. **After the 30 day window, a new Guarantee Period, Guarantee Period Interest Rate, Surrender Charge Period and Interest Adjustment will be applied.**

Renewal rates for subsequent Guarantee Periods may differ from the initial guaranteed interest rate.

## Product Features

### MINIMUM GUARANTEED CONTRACT VALUE (MGCV)

The MGCV equals 100% of premium, less withdrawals—before any surrender charges or Interest Adjustment—accumulated at the MGCV Interest Rate of 1%, less any applicable surrender charges. Upon full surrender of the Annuity, you will receive no less than the MGCV. The MGCV Interest Rate is based on the issue date and is guaranteed for the entire contract term.

*See your sales representative for current rate information.*

### INTEREST ADJUSTMENT (also known as Market Value Adjustment)

The North American Guarantee Choice Series also includes an Interest Adjustment that will be applied to each Guarantee Period—which may decrease or increase your Surrender Value, depending on the change in interest rates since the beginning of the Guarantee Period. Lower interest rates at time of issue may result in less opportunity for a positive Interest Adjustment in future contract years. In certain rate scenarios at the time of issue, it may not be possible to experience a positive Interest Adjustment.

Due to the mechanics of an Interest Adjustment feature, the Surrender Value generally decreases as interest rates rise or remain constant. Likewise, when interest rates have decreased enough over a period of time, the Surrender Value generally increases. However, the Interest Adjustment is limited to the interest credited to the Accumulation Value.

This adjustment is applied during each Guarantee Period to surrenders that exceed the applicable penalty-free amount.

*See the “Understanding the Market Value Adjustment” brochure for more information.*

### SURRENDER CHARGES

Surrender charges allow the Company to invest your money on a long-term basis and generally credit higher yields than possible with a similar annuity of shorter term. Surrender charges are based on your chosen Guarantee Period. During the surrender charge period, a surrender charge is assessed on any amount withdrawn, whether as a partial or full surrender, that exceeds the penalty-free amount applicable and may result in a loss of premium.

*See the surrender charge schedule which details the declining charges on the Product Details sheet.*

*Please keep in mind that a surrender during each Guarantee Period could result in a loss of premium. Surrender charge structure may vary by state. Consult the Product Details Sheet and the Annuity Disclosure Statement for details specific to your state.*

This brochure is not complete and must be presented with the Product Details sheet that describes issue ages, premium bonus, surrender charges, riders, and more.

## PLEASE NOTE:

This brochure is for solicitation purposes only. Please refer to your Contract for any other specific information. With every Contract that North American issues there is a free-look period. This gives you the right to review your entire Contract and if you are not satisfied, return it and have your premium returned.

Premium taxes: Accumulation Value will be reduced for premium taxes as required by the state of residence. The North American Guarantee Choice<sup>SM</sup> is issued on NC/NA1000A (certificate/contract), AE515A, AE516A, LR441A, LR441A-1, LR427A and LR433A (riders/endorsements) or appropriate state variations by North American Company for Life and Health Insurance<sup>®</sup>, West Des Moines, IA. This product and its features may not be available in all states.

### SPECIAL NOTICE REGARDING THE USE OF A LIVING TRUST AS OWNER OR BENEFICIARY OF THIS ANNUITY.

The use of living trusts in connection with an annuity contract can be a valuable planning mechanism. However, a living trust is not appropriate when mass-produced in connection with the sale of an insurance product. We strongly suggest you seek the advice of your qualified legal advisor concerning the use of a trust with an annuity contract.

Neither North American, nor any agents acting on its behalf, should be viewed as providing legal, tax or investment advice. Consult with and rely on a qualified advisor. Under current law, annuities grow tax deferred. Annuities may be subject to taxation during the income or withdrawal phase. The tax-deferred feature is not necessary for a tax-qualified plan. In such instances, you should consider whether other features, such as the Death Benefit, lifetime annuity payments and optional riders make the Contract appropriate for your needs.

## COMPANY FINANCIAL STRENGTH

All North American tax-deferred annuities are backed by the financial strength of the Company's investment portfolio, which emphasizes high-quality bonds that provide safety, liquidity and competitive interest rates. In states where this product is approved, North American maintains reserves equal to those required by state regulation. Product guarantees are backed by North American and their claims paying ability and financial capacity to meet all insurance obligations.

## PORTRAIT OF FINANCIAL STABILITY

A.M. Best	A+ (Superior) <sup>*, °</sup>	2nd highest out of 15 categories	A.M. Best is a large third-party independent reporting and rating company that rates an insurance company on the basis of the company's financial strength, operating performance, and ability to meet its obligations to contract holders.
Standard & Poor's Corporation	A+ (Strong) <sup>°, §</sup>	5th highest out of 22 categories	Standard & Poor's Corporation is an independent third-party rating firm that rates on the basis of financial strength.

\* A.M. Best rating affirmed on May 30, 2014. For the latest rating, access [www.ambest.com](http://www.ambest.com).

° Awarded to North American as part of Sammons Financial Group, which consists of Midland National<sup>®</sup> Life Insurance Company and North American Company for Life and Health Insurance<sup>®</sup>.

§ Standard and Poor's assigned its rating February 26, 2009 and affirmed on May 15, 2014.

Ratings shown reflect the opinions of the rating agencies and are not implied warranties of the company's ability to meet its financial obligations. Ratings are current as of the date of this brochure.



*Annuity*

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West Des Moines, IA 50266  
[www.NorthAmericanCompany.com](http://www.NorthAmericanCompany.com)

Not FDIC/NCUA Insured	Not A Deposit Of A Bank	Not Bank Guaranteed
May Lose Value	Not Insured By Any Federal Government Agency	

# North American Guarantee Choice<sup>SM</sup> Product Details for Florida

## Multi-Year Guarantee Annuity

<b>ISSUE AGES</b>	<p>Available issue ages 0-90 (Qualified and Non-Qualified)                      For issue ages 0-17, a Uniform Gift to Minors Act (UGMA) or Uniform Transfers to Minors Act (UTMA) custodial account must be established.</p>																																																																																																												
<b>ANNUITY PAYOUT OPTIONS</b>	<p>Should you decide to receive an income from your annuity after the first contract year, you will have several annuity payout options from which to choose. Annuity payout options are a benefit of deferred annuities, but are not a requirement with the Guarantee Choice. Once a payout option is elected it cannot be changed and all other rights and benefits under the annuity end.</p>					<p>The following options are available:</p> <ul style="list-style-type: none"> <li>• Life Income</li> <li>• Life Income with a 10-Year Period Certain</li> <li>• Life Income with a 20-Year Period Certain</li> <li>• Joint and Survivor Life Income</li> <li>• Joint and Survivor Life Income with 10- or 20-Year Period Certain</li> </ul>																																																																																																							
<b>MINIMUM PREMIUM</b>	<p>Single Premium                      \$10,000 non-qualified and \$2,000 qualified.</p>																																																																																																												
<b>SURRENDER CHARGE SCHEDULE</b>	<table border="1" data-bbox="272 793 1536 1171"> <thead> <tr> <th>Contract Year</th> <th>10-Year</th> <th>9-Year</th> <th>8-Year</th> <th>7-Year</th> <th>6-Year</th> <th>5-Year</th> <th>4-Year</th> <th>3-Year</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>9%</td> <td>9%</td> <td>9%</td> <td>9%</td> <td>9%</td> <td>9%</td> <td>9%</td> <td>9%</td> </tr> <tr> <td>2</td> <td>8%</td> <td>8%</td> <td>8%</td> <td>8%</td> <td>8%</td> <td>8%</td> <td>8%</td> <td>8%</td> </tr> <tr> <td>3</td> <td>7%</td> <td>7%</td> <td>7%</td> <td>7%</td> <td>7%</td> <td>7%</td> <td>7%</td> <td>7%</td> </tr> <tr> <td>4</td> <td>6%</td> <td>6%</td> <td>6%</td> <td>6%</td> <td>6%</td> <td>6%</td> <td>6%</td> <td></td> </tr> <tr> <td>5</td> <td>5%</td> <td>5%</td> <td>5%</td> <td>5%</td> <td>5%</td> <td>5%</td> <td></td> <td></td> </tr> <tr> <td>6</td> <td>4%</td> <td>4%</td> <td>4%</td> <td>4%</td> <td>4%</td> <td></td> <td></td> <td></td> </tr> <tr> <td>7</td> <td>3%</td> <td>3%</td> <td>3%</td> <td>3%</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>8</td> <td>2%</td> <td>2%</td> <td>2%</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>9</td> <td>1%</td> <td>1%</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>10</td> <td>.75%</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> <p>On the contract anniversary following the Annuitant's 100th birthday the surrender charge percentage will be reduced to zero percent.</p>										Contract Year	10-Year	9-Year	8-Year	7-Year	6-Year	5-Year	4-Year	3-Year	1	9%	9%	9%	9%	9%	9%	9%	9%	2	8%	8%	8%	8%	8%	8%	8%	8%	3	7%	7%	7%	7%	7%	7%	7%	7%	4	6%	6%	6%	6%	6%	6%	6%		5	5%	5%	5%	5%	5%	5%			6	4%	4%	4%	4%	4%				7	3%	3%	3%	3%					8	2%	2%	2%						9	1%	1%							10	.75%							
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<b>RIDERS</b>	<p><b>Nursing Home Confinement Waiver:</b> After the first contract anniversary, should the annuitant become confined to a qualified nursing home facility for at least 90 consecutive days, we will increase the penalty-free withdrawal amount by 10% of the Accumulation Value each year while the annuitant is confined. This waiver is only available for issue ages 75 and younger and is automatically included with your annuity at no additional charge. If joint annuitants are named on the annuity, waiver will apply to the first annuitant who qualifies for the benefit.</p>																																																																																																												
<b>OTHER</b>	<p><b>Interest Adjustment</b> (also known as Market Value Adjustment): Includes an Interest Adjustment which may decrease or increase Surrender Value depending on the change in interest rates since the beginning of the Guarantee Period. See brochure for further details.</p> <p><b>Penalty-Free Withdrawals:</b> Equal to interest earned each year after the first contract year. By current company practice*, this interest withdrawal can begin as early as 30 days after your annuity is issued if received on a systematic withdrawal program. You can elect to receive payments monthly, quarterly, semi-annually or annually as long as each payment is at least \$50. See brochure for further details.</p> <p><b>RMDs:</b> Surrender charges and Interest Adjustments on any portion of an IRS-Required Minimum Distributions exceeding the penalty-free withdrawal amount will be waived by current company practice*.</p>																																																																																																												

\*A feature offered "by current company practice" is not a contractual guarantee of this annuity contract and can be removed or changed at any time.

The North American Guarantee Choice<sup>SM</sup> is issued in Florida on NA1000A09 (contract), AE515A, AE516A09, LR441A09-1, LR427A09 and LR433A09 (riders/endorsements) by North American Company for Life and Health Insurance®, West Des Moines, Iowa.

Not FDIC/NCUA Insured	Not A Deposit Of A Bank	Not Bank Guaranteed
May Lose Value	Not Insured By Any Federal Government Agency	



This Product Details sheet must be presented along with the brochure at point of sale. For further details not included in this sheet, please refer to the brochure.

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