

# North American **Charter<sup>®</sup> Plus 14**

fixed index annuity | Issued by North American Company for Life and Health Insurance<sup>®</sup>

**Annuity**

Build your  
retirement  
foundation



# Chart your own road to retirement.

For many people, retirement is viewed as a time of rest and reflection. They have worked hard and planned diligently to ensure retirement is not “the end” but instead a new beginning. Offices and work schedules are to be replaced with road trips and clear calendars.

Others, however, are seeing retirement in a different light. Multiple recessions, an uncertain Social Security future and a daily fluctuating market have created doubt about retirement readiness.

“Will I have enough money to retire comfortably?”

“Is there a chance I could outlive my assets?”

“How can I have growth potential on my assets without riding the ups and downs of the market?”

## **Do any of these questions look familiar?**

Many consumers are searching for the same thing – growth potential with downside protection. While they may give up achieving the highest growth potential, they also assure themselves some level of guarantees for stability.

North American Company for Life and Health Insurance® builds annuity solutions designed around one purpose – **helping clients reimagine their retirement with confidence and optimism.**

# Experience the North American Charter Plus 14

The North American Charter Plus 14 is a flexible premium, fixed index annuity (FIA) that offers you growth potential but also premium protection from losses due to downside market fluctuations without directly investing in the stock market. An FIA provides the potential for interest to be credited based in part on the performance of specific indices. Key features include:

## Premium bonus

Upfront premium bonus to give your retirement savings a jumpstart. This premium bonus may vary depending on your initial premium amount when your contract is issued.

## Interest crediting

Fixed and index account options offer upside potential without downside market risk.

## Liquidity options

Provides access to your accumulation value when you need it most.

## Tax deferral improves growth potential

Your annuity's value grows on a tax-deferred basis, meaning more of it is working for you. Tax-deferred growth means you don't owe taxes until you access funds, allowing more time for growth potential. Work with your tax advisor to find out how this might work for you.

*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 financial professionals acting on its behalf, should be viewed as providing legal, tax or investment advice. Consult with and rely on your own qualified advisor.*

## Provide a lasting legacy

Your beneficiaries will get the remaining accumulation value of your annuity as a death benefit – either in an immediate lump sum or in installments. The death benefit may be reduced for premium taxes at death as required by the state of residence. For joint owners, the death benefit is paid upon first death of an owner, unless the sole Beneficiary is the spouse, in which case the spouse may elect spousal continuance and can continue this contract as the new owner.

For joint annuitants, the death benefit is paid upon the second death of an annuitant.

*Please consult with and rely on your own legal or tax advisor.*

## Lifetime income

Through your election of an annuity payout option, 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. Once a payout option is elected it cannot be changed and all other rights and benefits under the annuity end.

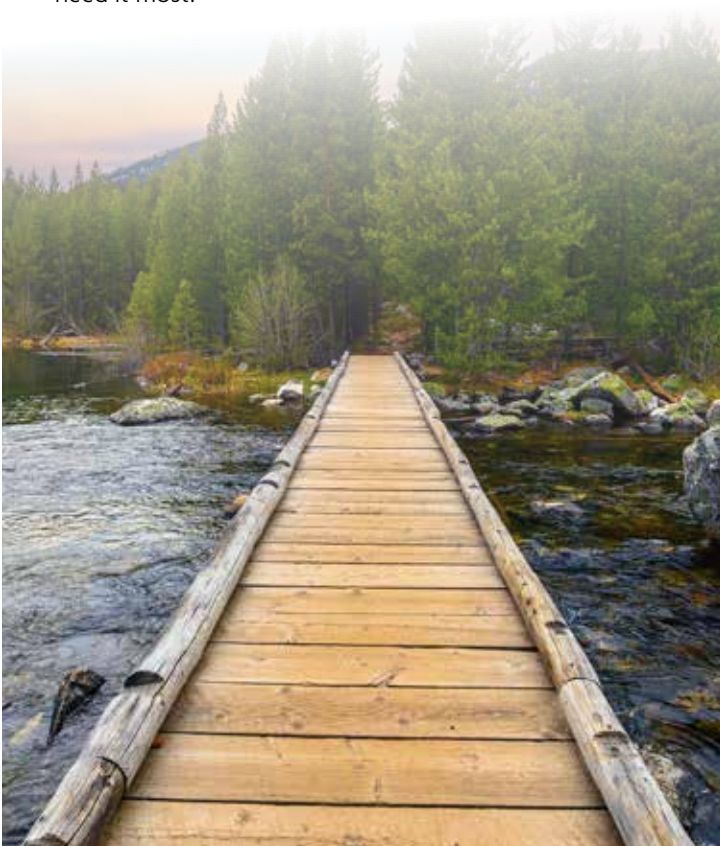
## Issue ages (may vary by state)

Available issue ages 0-75; CA 0-52, IN & NH 0-74

*For issue ages 0-17, a Uniform Gift to Minors Act (UGMA) or Uniform Transfers to Minors Act (UTMA) custodial account must be established.*

## Minimum premium

Flexible premium, \$20,000.





# Building a foundation

The North American Charter Plus 14 provides a solid foundation for your retirement assets through an immediate premium bonus and a few key contract values to give your savings a boost.

## Premium bonus

To get a head start on your retirement savings, North American credits you a premium bonus. The premium bonus is credited to your accumulation value upon contract issue and is applied to the accumulation value when additional premiums are received during the first seven years. It is important to note that the premium bonus, as part of the full accumulation value, is paid out upon death.

**8% - \$20,000-\$74,999 premium**

**12% - \$75,000+ premium**

Products that have premium bonuses may offer lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins than products that don't offer a premium bonus. Over time and under certain scenarios the amount of the premium bonus may be offset by lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins.

## Contract values

### Accumulation value

The accumulation value is 100% of premium, plus any applicable premium bonus, allocated to the fixed and index accounts, plus any fixed or index account interest credited. It will be reduced by the amount of any withdrawals and any strategy fees, but cannot decrease due to negative index performance.

### Full surrender – surrender value

If you decide to surrender or terminate your Annuity Contract, the surrender value is the amount that is available to you as a lump sum. The surrender value is equal to the accumulation value, subject to market value adjustment, less applicable surrender charges, premium bonus recapture, and state premium taxes.

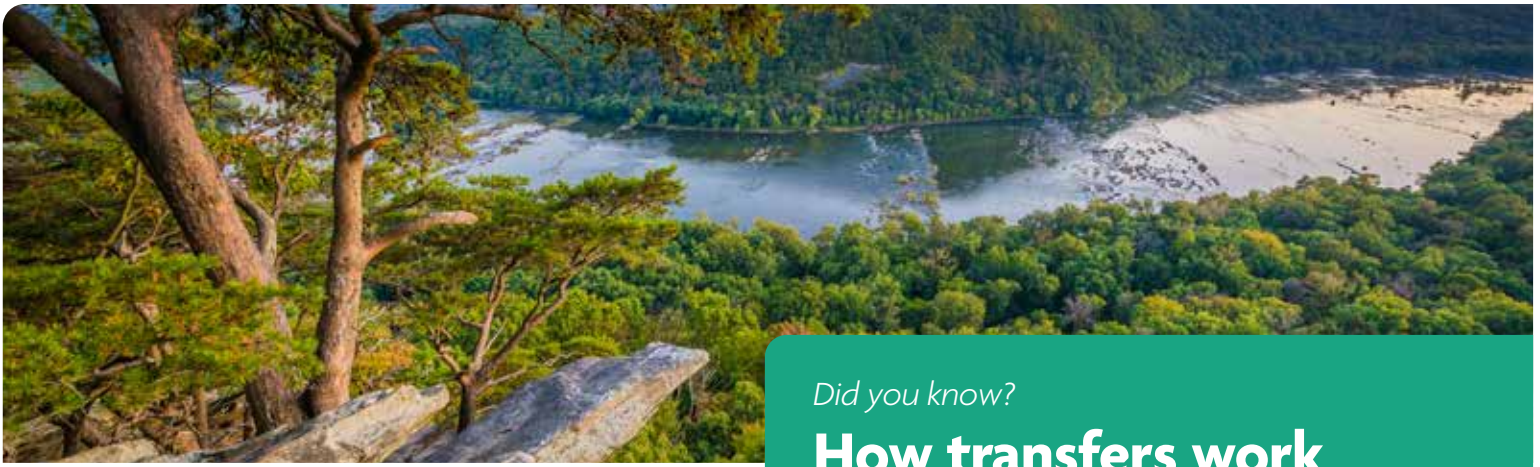
The surrender value will never be less than the minimum requirements set forth by state law, at the time of issue, in the state where the Annuity Contract is delivered or issued for delivery. The minimum surrender value will never be less than 87.5% of all premiums less any surrenders (after MVA or reduction for surrender charges and premium bonus recapture) accumulated at a rate not less than the rate required or otherwise directed by your Annuity Contract.

*Did you know?*

## How subsequent premiums are applied

All subsequent premiums will initially be credited a fixed interest rate. We will declare this interest rate for each subsequent premium at the time that subsequent premium is received. The interest rate applicable to each subsequent premium is guaranteed until the end of the contract year. On each contract anniversary, North American will allocate any premiums received since the prior contract anniversary, according to your most recent instructions.





## How your annuity can grow

Charter Plus 14 has a strategy and index account option to suit your style:

- Whether you like to take charge of your financial choices or prefer to set it and forget
- Whether you're interested in a fixed return, hoping for more growth potential or a combination

### Lock in interest credits each contract anniversary

One advantage of fixed index annuities is a reset feature, which applies to this annuity no matter which crediting method you choose.

With the reset, any interest credits are added, or credited, to your accumulation value on each contract anniversary. For the Two-year-Point-to-Point option, this reset happens at the end of each two-year term, instead of annually.

Once credits are added, they're locked in. That means they can't be taken away due to negative index performance. At that point, they are included in your accumulation value, giving you the advantage of compounding interest in subsequent years.

Also, by resetting your starting index value at the same time, this feature can help minimize your risk if the index experiences a severe downturn. Without it, you'd have to wait for the index value to climb up to its original level before any interest credit could be realized.

*Each index and the index account options on the next page may perform differently in various market scenarios.*

*Did you know?*

## How transfers work

You may elect to transfer your values between the fixed account and index account options after the first contract year for the annual index strategies (or every two years if you choose the Two-year Point-to-Point strategy). You may also elect to transfer between options annually (or every two years for amounts allocated to the two-year strategy). Based on current tax laws, these transfers between options will not be taxable or subject to surrender penalties.

Transfers must be specified dollars or whole percentages (no decimals).

### Set your strategy

You have total control over how your initial premium is allocated between our fixed account or index accounts.

Choose from several crediting methods (more details on the following pages):

- Monthly Point-to-Point with Index Cap Rate
- Annual Point-to-Point with Index Cap Rate
- Annual Point-to-Point with Participation Rate
- Annual Point-to-Point with Enhanced Participation Rate (includes charge<sup>1</sup>)
- Two-year Point-to-Point with Participation Rate
- Two-year Point-to-Point with Enhanced Participation Rate (includes charge<sup>1</sup>)
- Fixed account<sup>2</sup>

*1. Known as a strategy fee annual percentage in the contract. In exchange for the charge, you receive an enhanced participation rate. The charge is multiplied by the number of years in the crediting term and is deducted once each term from the accumulated value allocated to the enhanced participation rate method. The charge will be deducted once each term at the earliest of any partial withdrawal that exceeds the penalty-free amount, a full surrender or the end of the term. The strategy charge will be deducted regardless of the interest credited to the contract and can lead to loss of premium in certain scenarios.*

*2. The declared fixed rate is an annual effective rate. Interest is credited to the fixed account daily.*

# How your annuity can grow (continued from page 4)

## Unlock greater upside potential with enhanced crediting methods

In exchange for a strategy fee, you'll unlock additional opportunity. The fee is deducted from your accumulation value at the end of each term and is guaranteed to stay the same for the life of the contract. The fee will also be deducted at the time of a full surrender and at the time of a partial withdrawal that exceeds the penalty-free withdrawal amount.

## Experience protection with accumulation value (“AV”) true-up<sup>3</sup>

If interest credited over your contract term is less than the total strategy charges, there could be a loss of premium. To help protect your premium, your Charter Plus 14 fixed index annuity includes AV true-up, which provides a one-time benefit amount of the excess, if any, of total strategy charges since issue over total interest credited since issue at the end of the Surrender Charge Period. AV true-up is not available if you take excess penalty-free withdrawals.

3. Known as guaranteed accumulation value true-up endorsement in your contract.

## Set your strategy

In addition to the fixed account, here are available crediting methods.

Diversify the premium among the following index account options	
Crediting methods* <small>(subject to factor below)</small>	Index availability*
<b>Monthly Point-to-Point</b> <small>(subject to an index cap rate)</small>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> </ul>
<b>Annual Point-to-Point</b> <small>(subject to an index cap rate)</small>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> </ul>
<b>Annual Point-to-Point</b> <small>(subject to participation rate)</small>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> <li>• S&amp;P MARC 5% ER</li> <li>• Fidelity Multifactor Yield Index 5% ER</li> <li>• Morgan Stanley Dynamic Global Index</li> <li>• Goldman Sachs Equity TimeX Index</li> </ul>
<b>Annual Point-to-Point with Enhanced Participation</b> <small>(subject to participation rate and charge)</small>	<ul style="list-style-type: none"> <li>• Fidelity Multifactor Yield Index 5% ER</li> <li>• Morgan Stanley Dynamic Global Index</li> </ul>
<b>Two-year Point-to-Point</b> <small>(subject to a participation rate)</small>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> <li>• S&amp;P MARC 5% ER</li> <li>• Fidelity Multifactor Yield Index 5% ER</li> <li>• Morgan Stanley Dynamic Global Index</li> <li>• Goldman Sachs Equity TimeX Index</li> </ul>
<b>Two-year Point-to-Point with Enhanced Participation</b> <small>(subject to participation rate and charge)</small>	<ul style="list-style-type: none"> <li>• Fidelity Multifactor Yield Index 5% ER</li> <li>• Morgan Stanley Dynamic Global Index</li> </ul>

\* Index(es) and strategies may not be available in all states.

In your contract the applicable period of time for your crediting method is referred to as a “term”.



# Pick from a wide variety of index\* options

## **S&P 500® Index (SPX)**

Widely regarded as the best single gauge of the large cap U.S. equities market since the index was first published in 1957. The index includes 500 leading companies in leading industries of the U.S. economy.

## **S&P Multi-Asset Risk Control 5% Excess Return Index (S&P MARC 5% ER) (SPMARC5P)**

The S&P MARC 5% ER Index is a multi-asset excess return index that strives to create more stable index performance through diversification, an excess return methodology, and volatility management. The index manages volatility by adjusting the allocations among multiple asset classes and by allocating to cash in certain market environments. The index is managed to a 5% volatility level.

## **Goldman Sachs Equity TimeX Index (GSEQTMX)**

The Goldman Sachs Equity TimeX Index (the “Index”) is a rules-based strategy designed to provide long-only exposure to an equity component (the SPDR® S&P® 500 ETF). The Index’s exposure to the equity component is dynamically adjusted each index business day based on certain market signals, including calendar based signals and price patterns, subject to an exposure floor, an exposure cap, and a rebalancing cap. The Index applies a daily volatility target, which can further increase or decrease the Index’s exposure to the equity component. The Index is calculated on an excess return basis, and is subject to servicing and rebalancing costs and a deduction rate of 0.50% per annum (accruing daily).

## **Fidelity Multifactor Yield Index<sup>SM</sup> 5% ER (FIDMFYDN)**

The Fidelity Multifactor Yield Index 5% ER (the “Index”) is a multi-asset, rules-based index that blends a multifactor equity starting universe with U.S. Treasuries, and uses a dynamic allocation approach that seeks to reduce volatility and deliver a more consistent investment experience over time. The starting portfolio is a combination of 6 factors with pre-determined weights and a tilt towards high dividend yielding companies. A fixed income overlay is applied, and the volatility levels of the combined portfolio are analyzed daily and components are adjusted to meet a 5% volatility target.

## **Morgan Stanley Dynamic Global Index (MSUSMSDG)**

The Morgan Stanley Dynamic Global Index (MSDG) allocates across global assets with the goal of achieving diversified exposure across and within equities, fixed income and commodities. Moreover, the Index methodology includes provisions intended to address the unique risk and return characteristics of each asset class when re-allocating exposure during changing market conditions. The Index is rules-based and targets a 5% annual realized volatility with the intention of (i) reducing allocations to preserve gains during periods of high volatility and (ii) increasing leverage to capture returns when volatility decreases.

*\*Past index performance is not intended to predict future performance.*

*Ask your financial professional for the current rates and minimum index cap rates, maximum index margins, minimum participation rate and fixed account interest rate.*

# Options for accessing funds

## Penalty-free withdrawals

Like most annuities, you'll be limited in when and how much you can withdraw from your annuity penalty-free. After the first contract anniversary, a penalty-free withdrawal (also known as a penalty-free partial surrender), of up to 10% of the accumulation value may be taken each year. If you withdraw more than the penalty-free withdrawal, a surrender charge, market value adjustment, and premium bonus recapture may apply and the AV true-up feature will terminate. After the surrender charge period, surrender charges, premium bonus recapture and a market value adjustment no longer apply to any withdrawals.

Withdrawals may be treated by the government as ordinary income. If taken before age 59 1/2, you may also have to pay a 10% IRS penalty. Withdrawals will reduce your accumulation value accordingly.

## Market value adjustment with external index

Your contract also includes a market value adjustment feature—which may decrease or increase your surrender value depending on the change in the index value of the market value adjustment external index since your annuity purchase. Due to the mechanics of a market value adjustment, surrender values generally decrease as the market value adjustment external index rises or remains constant. When the market value adjustment external index decreases enough over time, the surrender value generally increases. However, the market value adjustment is limited to the surrender charge or the interest credited to the accumulation value. In **California**, the market value adjustment is limited to the surrender charge or 0.50% of the accumulation value at the time of surrender.

This adjustment is applied only during the market value adjustment period to surrenders exceeding the applicable penalty-free allowance.

*See the "Understanding the market value adjustment" brochure for more information.*

## Your annuitization payout options

You can choose to receive annuity payments based on your choice of several annuity options. Once you elect an annuitization option, it cannot be changed, and all other rights and benefits under the annuity end. The payment amount and number of payments will be based on your annuity's surrender value and the annuitization option you choose (state variations may exist). See table on right for available payout options.

## Nursing home confinement waiver

(not available in MA)

After the first contract anniversary, if the annuitant becomes confined to a qualified nursing care center (skilled nursing facility or residential care facility for the elderly in CA), as defined in the rider, up to 100% of the accumulation value is available each year while the annuitant is confined. If 100% of the accumulation value is taken, it will be considered a full surrender. The annuitant cannot be confined at the time the contract is issued. This rider is automatically included with the annuity at no additional charge. If joint annuitants are named on the annuity, the rider will apply to the first annuitant who qualifies for the benefit.

## Payout options

With the exception of life income options, income options are available from five to 20 years.

Choose from:

- Income for a specified period
- Income for a specified amount
- Life income with a period certain
- Life income
- Joint and survivor life income

## For Florida:

You may select an annuity payout option based on the accumulation value at any time after the first contract year.

Choose from:

- Life income
- Life income with a 10-year period certain
- Life income with a 20-year period certain
- Joint and survivor life income
- Joint and survivor life income with a 10-year or 20-year period certain



## Surrender charges

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 and may result in a loss of premium. Additional premiums deposited into existing contracts will maintain the surrender charge schedule set forth at contract issue date. Certain payout options may incur a surrender charge and premium bonus recapture (if applicable). Market value adjustments apply during the surrender charge period.

### Surrender charge schedule

Contract year	14-year
1	12%
2	12%
3	11%
4	11%
5	10%
6	9%
7	8%
8	7%
9	6%
10	5%
11	4%
12	3%
13	2%
14	1%
15+	0%

*A surrender during the surrender charge period could result in a loss of premium.*

## Premium bonus recapture provision

A premium bonus will be credited on premium received during the first seven contract years. During the surrender charge period, withdrawals in excess of the penalty-free allowance or a full surrender will incur a premium bonus recapture. This is in addition to any applicable surrender charges and/or market value adjustments. This recapture schedule is set at issue and applies to the total premium bonus.

### Premium bonus recapture

Contract year	14-year
1	100%
2	95%
3	90%
4	85%
5	80%
6	75%
7	70%
8	65%
9	60%
10	50%
11	40%
12	30%
13	20%
14	10%
15+	0%

*The premium bonus is not recaptured in the event of death of the annuitant. No premium bonus recapture will occur on any penalty-free withdrawal amount, or under the nursing home confinement waiver.*



## The road ahead

For many, finding new sources of supplemental retirement income is no longer a luxury but a necessity. Fixed index annuities have become an attractive option to many retirees and pre-retirees as they begin to prepare for the road ahead. North American seeks to provide fixed index annuity solutions that offer you a solid foundation for a confident retirement. Talk to your licensed insurance professional about how a North American fixed index annuity can be customized to fit your unique needs, including the option of additional riders.

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This brochure is for solicitation purposes only. Please refer to your contract for any other specific information. With every contract that North American Company for Life and Health Insurance Company 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.

Fixed index annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of premium due to market downturns or fluctuation. Although fixed index annuities guarantee no loss of premium due to market downturns, deductions from the accumulation value for optional benefit riders or strategy fees or charges associated with allocations to enhanced crediting methods could exceed interest credited to the accumulation value, which would result in loss of premium. They may not be appropriate for all clients. Interest credits to a fixed index annuity will not mirror the actual performance of the relevant index.

The term financial professional is not intended to imply engagement in an advisory business in which compensation is not related to sales. Financial professionals that are insurance licensed will be paid a commission on the sale of an insurance product.

The North American Charter® Plus 14 is issued on form NA1007A (contract), AE576A, AE577A, AE578A, AE580A.PB, AE581A, AE582A, AE583A, AE584A, AE585A, AE586A, AE587A, and AE597A (riders/endorsements) or appropriate state variation by North American Company for Life and Health Insurance®, West Des Moines, IA. This product, its features and riders may not be available in all states. Premium taxes: accumulation value and surrender value will be reduced for premium taxes as required by the state of residence.

All rates and features are subject to change. Please consult your financial professional for the current information.

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### 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.

### Premium bonus

Products that have premium bonuses may offer lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins than products that don't offer a premium bonus. Over time and under certain scenarios the amount of the premium bonus may be offset by the lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins.

Neither North American, nor any financial professionals 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 any other features make the contract appropriate for your needs.

Withdrawals taken prior to age 59 1/2 may be subject to IRS penalties.

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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 Product Services LLC ("FPS") has licensed this index for use for certain purposes to North American Company for Life and Health Insurance® (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 compiling the Index. The Company exercises sole discretion in determining whether and how the Product will be linked to the value of the Index. FPS does not provide investment advice to owners of the Product, nor to any other person or entity with respect to the Index and in no event shall any Product contract owner be deemed to be a client of FPS.

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2. Enhanced Participation Rate includes a strategy charge for a higher participation rate and is known as a "Strategy Fee Annual Percentage" in the contract. The charge will be deducted once each term at the earliest of a full surrender, at the time of a partial withdrawal that exceeds the penalty-free withdrawal amount or the end of the term. The charge will be deducted 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 annual charge is multiplied by two for the Two year crediting strategy.
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