

Guide clients to a new strategy

Breathe new life into your business by offering death benefit protection that does more. In a climate that is constantly changing, finding products to help your clients control their money while maintaining performance can be difficult. Smart Builder[®] IUL 2 indexed universal life insurance provides death benefit protection, alongside early cash value growth potential, and access to cash value for emergencies or to benefit your client's family down the road.

5 reasons to add Smart Builder[®] IUL 2 to your product line-up

1. Leverage existing client funds into a larger death benefit
2. Opportunity to add more assets under your management or reposition existing assets
3. Potential to accelerate a portion of the death benefit, with the Accelerated Death Benefit Endorsement, for a qualifying critical, chronic, or terminal illness (CCT)¹
4. Zero premium load
5. Waiver of Surrender Charge Option Rider² selected at time of application, provides immediate liquidity allowing the policy's potential cash value to be accessed without penalty.³

One idea to position Smart Builder IUL 2

Are your clients concerned about funds in underperforming accounts? Run an illustration to demonstrate how those funds could be leveraged into a larger death benefit immediately. Life insurance can provide more for your client's loved ones after they're gone—and offers the opportunity to move more assets under your management. When talking the client through the illustration, discuss the potential risk of chronic illness and share how North American offers accelerated death benefits for zero additional premium.⁴



See Smart Builder IUL 2 in action

With Smart Builder IUL 2, the initial premium is paid into the policy and designed to grow very strong early cash values, while maintaining access through loans and withdrawals.⁵ And with the Waiver of Surrender Charge Option Rider, partial and full withdrawals (surrender) are available penalty-free!² Plus, your client could mitigate some of the financial risk of a future critical, chronic, or terminal illness through accelerating a portion of the death benefit, should they need to later on in life.

\$100,000	\$172,600	\$99,945	\$102,156	\$49,502
Initial premium	Initial death benefit	Guaranteed surrender value after year one. Maximum charges. Minimum account value: 2.50%	Non-guaranteed assumed surrender value after year one. Current charges. Index credits: 4.28%	Example maximum acceleration for chronic illness at age 80.

*Illustration example: Smart Builder IUL 2, Male, Age 60, Preferred Non-Tobacco, Level Death Benefit, non-guaranteed assumed 4.28% Web-Based Illustrations, October 2023. Surrender values show end-of-year amounts. Chronic illness acceleration amount is before discount is applied. **This is a Modified Endowment Contract.***⁶

The information presented is hypothetical and is not intended to project or predict investment results. Illustrations are not complete unless all pages are included.

Talk to your MGA for more information about **Smart Builder IUL 2!**

Why North American?



Consistently strong
performance



Stable
leadership



138 years
in business



Local support



Client-friendly
marketing materials



Competitive
pricing

1. Accelerated death benefits are subject to eligibility requirements.

2. Waiver of Surrender Charge Option Rider is available for an additional charge per month.

3. Surrender charges will not be waived if the policy is surrendered under an external 1035 exchange (except in FL). A decrease charge will be assessed if a reduction in the specified amount is requested during the waiver of surrender charge period. However, if a partial withdrawal results in a reduction of the specified amount, the withdrawal charge is waived. There is an additional charge for this rider and it must be applied for at the time of application.

4. The actual payment received in connection with any acceleration will be discounted and is lower than the death benefit amount accelerated. In addition, there is an administrative fee required each time an election is made.

5. In some situations loans and withdrawals may be subject to federal taxes. North American Company for Life and Health Insurance does not give tax or legal advice. Clients should be instructed to consult with and rely on their own tax advisor or attorney for advice on their specific situation. Income and growth on accumulated cash values is generally taxable only upon withdrawal. Adverse tax consequences may result if withdrawals exceed premiums paid into the policy. Withdrawals or surrenders made during a Surrender Charge period will be subject to withdrawal charges, processing fees, or surrender charges, and may reduce the ultimate death benefit and cash value. Surrender charges vary by product, issue age, sex, underwriting class, and policy year.

6. For most policies, withdrawals are free from federal income tax to the extent of the investment in the contract, and policy loans are also tax-free so long as the policy does not terminate before the death of the insured. However, if the policy is a Modified Endowment Contract (MEC), a withdrawal or policy loan may be taxable upon receipt. Further, unpaid loan interest on a MEC may be taxable. A MEC is a contract received in exchange for a MEC or for which premiums paid during a seven-year testing period exceed prescribed premium limits (7-pay premiums).

Indexed Universal Life Insurance products are not an investment in the "market" or in the applicable index and are subject to all policy fees and charges normally associated with most universal life insurance.

Agents offering, marketing, or selling accelerated death benefits for chronic illness in California must be able to describe the differences between benefits provided under an accelerated death benefit for chronic illness and benefits provided under long-term care insurance to clients. You must provide clients with the ADBE Consumer Brochure for California that includes this comparison. Comparison is for solicitation purpose only, not for conversions.

Smart Builder IUL 2 (policy form series LS187), and the Waiver of Surrender Charge Option Rider (form series LR479) or state variation including all applicable endorsements and riders, are issued by North American Company for Life and Health Insurance, West Des Moines, IA. Products, features, riders, endorsements, or issues ages may not be available in all jurisdictions. Limitations or restrictions may apply.

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