

# Builder Plus IUL<sup>®</sup> 4

Life

Indexed universal life for business owners | Issued by North American Company for Life and Health Insurance<sup>®</sup>

One product.  
Multiple business  
solutions.







## **Builder Plus IUL 4** can help solve a variety of business needs such as:

- Protect the business if an owner unexpectedly dies.
- Transfer your business to family or partners.
- Cover costs to find and train replacements.
- Recruit, reward and retain key employees.
- Pay off business debt.
- Potentially enhance your financial strategy with tax-advantaged growth.
- And more.

A **versatile solution** to keep your business on track.

**Builder Plus IUL 4** can provide **protection** and **growth** when your business needs it most.



### **Protection**

Traditional death benefit protection provided by life insurance.



### **Growth**

Potential cash value growth based on stock market performance.



### **Protection**

- A death benefit is paid to the named beneficiary (whether the business owner or an employee's family) in the event of the insured's death.
- The death benefit could be used to:
  - Replace lost income
  - Pay off business loans
  - Support the smooth transfer of ownership
  - And more
- The money passes to the beneficiary generally income tax-free<sup>1</sup>.



### **Growth**

- Potential cash value growth is linked to the upward movement of a stock market index with minimum interest rate guarantee.
- Your premiums are not actually invested in the stock market, avoiding the risks of market volatility.

Builder Plus IUL 4 offers **strong cash value potential**, making it a great candidate for **businesses seeking protection and financial solutions**.

## PRODUCT HIGHLIGHTS

# Builder Plus 4

## Opportunity for growth

Some of the premium payment is used to pay for the costs associated with insurance. You can allocate the rest to either a fixed account that offers a guaranteed minimum interest rate of 1.5%, an index account linked to the growth of a stock market index, or a combination of both. Growth in the index account is tax-deferred<sup>2</sup> and credited on the beginning account value prior to taking out the cost of insurance.

Builder Plus 4 offers protection from market loss and the potential for additional policy performance through interest bonuses.

## Reduced market risk

No matter the index, if the calculation results in negative growth or no growth, the value in the index account will remain the same, less any withdrawals or policy charges. This is because the floor is never less than 0% on any index credit. This means negative index performance from previous years won't hinder the policyowner earning potential in the future since the index resets each year.

The index account is also subject to two other factors that are declared for each index segment ahead of the index period:

- index cap, or a maximum interest rate
- participation or spread rate that is used in the calculation of the index credit

## Interest bonuses

Builder Plus 4 offers several interest bonus\* opportunities, depending on how long the policy has been in force, to help increase the policy's cash value.

### Years 1-10:

- A 1.00% Current or 0.50% Guaranteed bonus on non-loaned funds allocated to the Fidelity Multifactor Yield Index<sup>SM</sup> 5% ER (excluding high par)

### Years 11+:

- The bonus on non-loaned funds allocated to the Fidelity Multifactor Yield Index<sup>SM</sup> 5% ER (excluding high par) increases to 1.50% Current, 0.50% Guaranteed.
- A 0.50% Current bonus or 0.50% Guaranteed bonus is available on the index account and fixed account value\* (not applied to loaned funds or funds allocated to the Fidelity Multifactor Yield Index<sup>SM</sup> 5% ER (excluding high par))

### Starting in policy years 3+:

- A 2.0% Current or 0.50% Guaranteed bonus on loaned money using a Fixed Interest Participating Policy Loan.\*\* This bonus helps the policy continue to accrue cash value, even when funds are being loaned. Please note, loaned money using the Fixed Interest Participating Policy Loan will not receive any other bonuses. No other loan types receive an interest bonus.

## Minimum account value

Builder Plus 4 has a lookback feature to help ensure that the interest credited to the policy meets a set minimum. Every 10 years or upon death, lapse, surrender, or policy maturity, we'll compare the account value to the minimum account value. If the account value is less than the minimum account value, the account value will be increased so that it is at least as large as the minimum account value. However, if the account value is greater than the minimum account value, no change is made to the account value.

\*Conditionally Guaranteed Interest Bonus on Fixed Account - If we are crediting interest in excess of the guaranteed interest rate and your policy is in effect after the 10th policy anniversary, your policy will receive an interest bonus. The current interest bonus is 0.50% above the then current interest rate. The interest bonus percentages are not guaranteed and subject to change; however, once a policy is issued, the percentage will not change. This bonus is not applied to any loaned amount.

\*\*The net cost of a fixed interest participating policy loans could be negative if the credits earned are less than the interest charged. The net cost of the loan could also be larger than under standard policy loans if the amount credited is less than the interest charged. In the extreme example, the amount credited could be zero and the net cost of the loan would equal the maximum interest rate charged less any guaranteed bonus. In brief, fixed interest participating policy loans have more uncertainty than standard policy loans in the interest rate credited.

## As a business owner, you can use **Builder Plus IUL 4** for...



### **Transition planning**

Transfer your business to a certain party at an agreed upon price.



### **Business preservation**

Protect your business against the departure or death of a key employee.



### **Executive benefits**

Offer an attractive benefit to recruit, retain, and reward top executives.

## **Living Benefits**

In addition to death benefit protection, Builder Plus IUL 4 offers an accelerated death benefit endorsement. That means the owner of the policy may be able to utilize a portion of the death benefit if the insured experiences a qualifying illness. The owner can use the funds however they choose, such as covering medical expenses or maintaining business operations. This benefit is included at no additional cost.<sup>3</sup>

## **Access to cash value**

You may be able to access your policy's potential cash value through loans and withdrawals<sup>4</sup> to help:

- Supplement a key employee's retirement income
- Manage unexpected business expenses
- Support other financial needs

## A **flexible solution** for your business

Builder Plus IUL 4 provides the flexibility to:

- Choose the amount of death benefit protection that is right for you and your business
- Set the amount of premium(s) and the number of years to pay
- Decide the frequency of planned premiums (monthly, quarterly, semi-annually, annually)
- Determine a level death benefit or allow it to increase over time

**Own** the financial future of your business with  
Builder Plus IUL 4.

Choose **North American** to help support business goals and life insurance needs.

### **Strength and stability since 1886**

With over 130 years of business under our belt, North American's continued and consistent financial strength is a result of our conservative and disciplined investment strategy, our private ownership structure, and doing what is right for our policyowners.

### **Privately owned and customer focused**

As a privately owned company, North American is not subject to the short-term earnings pressures that publicly held companies often face. We are a company with plans to perpetuate itself for hundreds of years, not the next quarter or the next fiscal year. We focus on the long term. We focus on you.

Contact your North American financial professional **today** to help you decide if **Builder Plus 4** and its benefits are right for your business.





## NOT FOR USE IN OREGON

1. Neither North American nor its agents give legal or tax advice. Please consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.

2. The tax-deferred feature of the indexed universal life policy is not necessary for a tax-qualified plan. In such instances, you should consider whether other features, such as the death benefit and optional riders make the policy appropriate for your needs. Before purchasing this policy, you should obtain competent tax advice both as to the tax treatment of the policy and the suitability of the product.

3. Accelerated Death Benefits are subject to eligibility requirements. There is no additional Monthly Deduction or premium charge for the Accelerated Death Benefit Endorsement. However, 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.

4. Policy loans from life insurance policies generally are not subject to income tax, provided the contract is not a Modified Endowment Contract (MEC), as defined by section 7702A of the Internal Revenue Code. A policy loan or withdrawal from a life insurance policy that is a MEC is taxable upon receipt to the extent cash value of the contract exceeds premium paid. Distributions from MECs are subject to federal income tax to the extent of the gain in the policy and taxable distributions are subject to a 10% additional tax prior to age 59 1/2, with certain exceptions. Policy loans and withdrawals will reduce cash value and death benefit. Policy loans are subject to interest charges. Consult with and rely on your tax advisor or attorney on your 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 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.

5. 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. A+ (Superior) is the second highest rating out of 15 categories, and was affirmed for North American Company for Life and Health Insurance as part of Sammons Financial Group on August 13, 2024. For the latest rating, access [www.ambest.com](http://www.ambest.com). S&P Global Ratings awarded its "A+" (Strong) rating for insurer financial strength on February 26, 2009 and affirmed on May 22, 2024 to North American Company for Life and Health Insurance® as a member of Sammons® Financial Group, inc. The "A+" (Strong) rating is the fifth highest out of 22 available ratings as a member of Sammons® Financial Group, inc. Rated by Fitch Ratings. Fitch Ratings, a global leader in financial information services and credit ratings, on June 26, 2024, assigned an Insurer Financial Strength rating of A+ Stable for North American. This rating is the fifth highest of 19 possible rating categories. The rating reflects the organization's strong business profile, low financial leverage, very strong statutory capitalization and strong operating profitability supported by strong investment performance. For more information, read the [Fitch Ratings report](#).

Indexed universal life 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.

TEXAS RESIDENTS: Receipt of acceleration-of-life-insurance benefits may affect your, your spouse's or your family's eligibility for public assistance programs such as medical assistance (Medicaid), Aid to Families with Dependent Children (AFDC), supplementary social security income (SSI), and drug assistance programs. You are advised to consult with a qualified tax advisor and with social service agencies concerning how receipt of such a payment will affect your, your spouse's, and your family's eligibility for public assistance.

Life insurance policies have terms under which the policy may be continued in effect or discontinued. Permanent life insurance requires monthly deductions to pay the policy's charges and expenses, some of which will increase as the insured gets older. These deductions may reduce the cash value of the policy. Current cost of insurance rates and current interest rates are not guaranteed. Therefore, the planned periodic premium may not be sufficient to carry the contract to maturity. For costs and complete details, call or write North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Telephone: 877-872-0757.

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.

Builder Plus IUL® 4 is issued on form P100/ICC22P100/P100CA(policy), E100/ICC22E100, E101/ICC22E101, E103/ICC22E103, E104/ICC22E104, E105/ICC22E105, E109/ICC22E109, LR498, E110/ICC22E110/LR50704, E111/ICC22E111/LR50604, E113/ICC24E113, E114/ICC24E114, R100/ICC23R100, R101/ICC23R101, R102/ICC23R102, R103/ICC23R103, R106/ICC23R106, (riders/endorsements) or appropriate state variation by North American Company for Life and Health Insurance®, West Des Moines, IA. Products, features, endorsements, riders or issue ages may not be available in all states. Limitations or restrictions may apply.

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 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® (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.

Neither FPS nor any other party involved in, or related to, making or compiling the Index has any obligation to continue to provide the Index to the Company with respect to the Product. Neither FPS nor any other party involved in, or related to, making or compiling the Index makes any representation regarding the Index, Index information, performance, annuities generally or the Product particularly.

**Fidelity Product Services LLC disclaims all warranties, express or implied, including all warranties of merchantability or fitness for a particular purpose or use. Fidelity Product Services LLC shall have no responsibility or liability whatsoever with respect to the Product.**

Sammons Financial® is the marketing name for Sammons® Financial Group, Inc.'s member companies, including North American Company for Life and Health Insurance®. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, North American Company for Life and Health Insurance.



## North American is a Sammons Financial Group company.

We are employee owned and committed to our customers, distribution partners, employees and communities –and the deeply rooted belief that we grow stronger together.

With so much change happening in the world, people are looking for companies that can stand the test of time. They need a partner that can weather life's storms. That's us. For over a century, we have been here for our customers and honoring our commitments. We are proud of our impact on the financial futures we help secure, and the legacies we help establish.

We believe that we aren't here to serve just today's customers, but customers for generations to come. As we look ahead to our next hundred years, that fundamental principle remains rich in its vision. No matter how much change happens in the world around us, we strive to find new ways to create value for our customers.

Just like always.

North American has continued to earn high ratings, based on our financial strength, operating performance, and ability to meet obligations to our policyholders and contract holders. North American currently holds the following ratings:

“**A+**”

**A.M. Best**<sup>5</sup> (Superior) (Second category of 15)

**S&P Global Ratings**<sup>5</sup> (Strong) (Fifth category of 22)

**Fitch Ratings**<sup>5</sup> (Stable) (Fifth category of 19)

Ratings are subject to change.

Administrative Office  
One Sammons Plaza  
Sioux Falls, South Dakota  
**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	