



National Life
Group®



A CLOSER LOOK

FlexLife

Meet Fred

“I make a good, steady living, but I’m my family’s sole breadwinner. I need a way to protect my wife and kids financially if something happened to me, while saving for our future too.”

Background:

- Age: 35
- Married with 2 Children
- Occupation: Construction Foreman
- Situation: Sole household earner earning a competitive salary. Fred is young and healthy but is exposed to job-site risks.

Goals:

- Protect family financially from the unexpected.
- Grow assets for the future, such as retirement.
- These assets should be secure from market loss.
- Have cash available for emergencies

Fred's Needs:

Fred is proud to provide for his family. But what would happen to them if he died. He needs a financial solution that protects his family if he cannot provide for them, after he is gone. He also wants to grow his savings over time, but without the downside risk of the markets.

**One Insurance Policy Does
All of These:**

FlexLife Indexed Universal Life

Products issued by

National Life Insurance Company® | Life Insurance Company of the Southwest®

National Life Group® is a trade name of National Life Insurance Company (NLIC), Montpelier, VT, Life Insurance Company of the Southwest (LSW), Addison, TX and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. Life Insurance Company of the Southwest is not an authorized insurer in New York and does not conduct insurance business in New York.

No bank or credit union guarantee | Not a deposit | Not FDIC/NCUA insured | May lose value | Not insured by any federal or state government agency

Guarantees are dependent upon the claims-paying ability of the issuing company.



Fred's Solution:

FlexLife Indexed Universal Life Insurance

Working with his financial professional, Fred purchases a FlexLife policy with a \$500,000 death benefit. Being young, healthy and a non-smoker, his premium is competitive.

Beyond the death benefit, Fred's permanent life insurance coverage meets all his other needs too with features such as:

- Flexible coverage and premiums, which let him make adjustments, up or down, if his situation changes.¹
- Cash value accumulation potential, with interest crediting based in part on the returns of market indexes plus an interest bonus starting in the sixth policy year.²
- Access to several different market index strategies (with some state exceptions) and one fixed interest strategy to provide interest crediting choices.
- The index strategies will not lose money due to a decline in the index because of the 0% Floor Guarantees on all five indexed strategies, plus a 1% Floor option for even more protection.³
- A Lifetime Income Benefit Rider, which provides the potential to guarantee a tax-free retirement income stream for the rest of his life.⁴
- Plus many optional riders that may offer Fred financial protection and peace of mind in light of the unexpected.⁵

FlexLife Indexed Universal Life Insurance, protecting what matters most.

1 It is possible that coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage.

2 The interest bonus is referred to as the Annual Accumulated Value Enhancement (AAVE) rider in your contract. NL AAVE rider is form series 20695(0120)/ICC20-20695(0120). LSW AAVE rider is form series 20699(0120)/ICC20-20699(0120). Indexed universal life insurance policies do not directly participate in any stock or equity investments.

3 The 0% or 1% "floor" provided by an indexed universal life policy ensures that during crediting periods where the index is negative, that no less than 0% or 1% interest is credited to the index strategy. However, monthly deductions continue to be taken from the account value, including a monthly policy fee, monthly expense charge, cost of insurance charge, and applicable rider charges, regardless of interest crediting.

4 The Lifetime Income Benefit Rider provides a benefit for the life of the insured if certain conditions are met, including but not limited to the insured's attained age being between age 60 and 85, and that the policy has been in force at least 10 years. Insufficient policy values, outstanding policy loans and other considerations may also restrict exercising the rider. Receipt of income benefits will reduce the policy's cash value and death benefit and may terminate other riders or reduce their benefits. There is a monthly charge from the Index segment value during the income payment period. The Lifetime Income Benefit Rider is optional and available at policy issue. Benefit payments are funded via tax-free policy loans, which will reduce the policy's cash value and death benefit.

5 Riders are supplemental benefits that can be added to a life insurance policy and are not suitable unless you also have a need for life insurance. Riders are optional, may require additional premium and may not be available in all states.

FlexLife NL, Indexed Universal Life Insurance, form series 20607/ICC19-20607(0119), and the Lifetime Income Benefit Rider, form series 20152/20235/20412 are underwritten by National Life Insurance Company, Montpelier, Vermont.

FlexLife Indexed Universal Life Insurance, form series 20608/ICC19-20608(0119), and the Lifetime Income Benefit Rider, form series 20266(0614) are underwritten by Life Insurance Company of the Southwest, Addison, TX.