



National Life  
Group®

Financially  
Independent  
for Tomorrow

Helping you  
grow and protect  
your retirement  
savings.

# FIT Secure Growth

FLEXIBLE PREMIUM INDEXED ANNUITY

Products issued by  
**Life Insurance Company of the Southwest®**

TC118698 (1220) 3

Cat No 103989(1220)

# liveFIT

Live Financially Fit for Life

A key concern across all generations is having a retirement savings that will allow them to retire comfortably. This becomes even more important as we live longer!



# Are You Financially Fit?

Just like physical fitness relies on eating well and exercising, financial fitness relies on you doing a few important things.

## Your Retirement Workout Routine



### Step 1

Set a goal.



### Step 2

Make a plan for reaching your goal.



### Step 3

Figure out what you need to get the most out of your efforts.



### Step 4

Commit to the steps in your plan to achieve your goal.

## Helping to Achieve Financial Fitness

Feature	Result
Tax Deferral	Helps your savings grow faster than if you paid taxes on your earnings each year.
Guarantees	You can be assured that your premiums paid and interest earned will never lose value. <sup>1</sup>
Index Strategies	With several index strategies to choose from, your account can benefit from interest crediting tied in part to the change in a major market index. <sup>2</sup>

Exercise the features of FIT Secure Growth  
to ensure you are financially fit for the future.

<sup>1</sup> Guarantees are dependent upon the claims-paying ability of the issuing company.

<sup>2</sup> Indexed annuities do not directly participate in any stock or equity investments.

# FIT Secure Growth Can Help

As a Fixed Indexed Annuity, FIT Secure Growth helps to boost your retirement savings through an interest crediting process of interest that is based, in part, on the change in index. This “indexing” approach can offer you greater accumulation potential than fixed annuities or other fixed-interest products that typically have limited upside opportunities.

## Never Lose a Penny<sup>3</sup>

Premiums paid and interest credited are not subject to market risk with our 0% floor guarantee.

## Flexibility

You have control with flexible premium options, withdrawal features and a wide choice of crediting strategies to allocate your values.

## A closer look at Fixed Indexed Annuities (FIAs)

A Fixed indexed annuity is a type of annuity contract that can credit interest based on the performance of an index, like the S&P 500, without actually participating in the stock market.

### Fixed Indexed Annuities Can Provide:

- Tax Deferral
- Guaranteed Accumulation Value
- Guaranteed safety of premiums paid and interest earned
- Potential for higher interest crediting than traditional fixed annuities
- Death Benefit Protection - upon death, the accumulated value passes to your beneficiaries

### Already saving pre-tax?

If you are already saving through an IRA, 403(b) or 457, these plans allow you to save pre-tax and defer taxes on interest you earn.<sup>4</sup>

The FIT Secure Growth annuity may be a good choice for your qualified retirement plan. Remember, annuities offer the benefit of guaranteed accumulation and guaranteed safety of premiums and earnings.

### The Power of Tax Deferral

Annuities receive a tax benefit in the form of tax deferral on earnings. This means that the interest you are credited today won't be taxed until you decide to withdraw it and can help further build your retirement savings.

<sup>3</sup> Assuming no withdrawals during withdrawal charge period.

<sup>4</sup> Buying an annuity within a tax-deferred retirement plan doesn't offer extra tax benefits. If considering an annuity within a retirement plan, base your purchase decision on the annuity's other features and benefits, as well as its risks and costs, not its tax benefits.



## How Your Annuity Grows



**Step 1:** You pay a premium to the insurance company.



**Step 2:** Each month your premiums are held at interest until they are swept into the crediting strategies of your choice. The Participation Rates, Caps, and Declared Rate applicable for the next year are determined at this time.



**Step 3:** For the Declared crediting strategy, interest is credited daily for the next year. For the other crediting strategies, on the first anniversary of the sweep date, we determine if any indexed interest will be credited based on movements in that index over the one-year period and adjusted for the Participation Rates and Caps, determined at the beginning of the year.

For all of our indexed interest crediting strategies, you can never earn less than zero percent interest.

Increases in your interest accounts are locked-in every year and you can never lose interest previously credited.

# How Does Indexed Interest Crediting Work?

If the index goes up, you may earn interest, but if the index goes down, your principal and interest earned are protected from loss. Indexed interest accounts calculate interest using a Participate Rate or Cap that is declared in advance.



## The Participation Rate

The percentage of the change of the index that you will participate in when calculating the interest that you will earn – for example, 70% of the index increase.



## The Cap

A maximum amount of interest that will be credited to a strategy.

**Annual Cap** – For example, on a strategy that has an annual Cap of 3%, if the index goes up between 0% to 3%, then you are credited interest equal to that rise. If the index rises over 3% you are credited the maximum Cap of 3%.

**Monthly Sum Cap** – For strategies using the Monthly Sum method with a 1.25% monthly cap, the monthly index change used to determine the annual interest credit is capped at +1.25%. There is no negative monthly cap, but the sum of the 12 months is protected by the 0% floor.

## What is a market index?

A market index is a metric that tracks the performance of a group of stocks or other investments to give an indication of the overall performance of the market. An investment cannot be made directly into an index.

### Common Market Indexes

- S&P 500
- NASDAQ
- Dow Jones Industrial Average
- Russell Index
- MSCI

# Interest Crediting and Indexed Strategies

## Interest Crediting Strategies

### Declared Crediting Strategy

Interest is credited daily at a declared effective annual interest rate. We set the rate in advance of each one-year crediting period.

### Annual Point-to-Point

Interest is credited based in part on the change in the index from the beginning of the year to the end of the year. Interest is determined by applying the Cap or Participation rate on the index change.

### Annual Monthly Sum Cap

Interest is credited based in part on the 12 monthly changes in the S&P 500 during the year. Interest is determined by applying the Cap to each monthly change then totaling the 12 capped monthly changes (both positive and negative).

## Indexed Strategies

### The US Fundamental Balanced Index

This index aims to minimize volatility through a blend of US Equities, US Treasuries and Cash. The asset classes are rebalanced daily to seek to minimize risk and the mix of US Equities is revised quarterly. This index was created and is owned by PIMCO.

### The Global Balanced Index

This index aims to enhance risk-adjusted returns by tracking a blend of global asset classes: equities, bonds and commodities. The index composition is rebalanced among asset classes monthly based on the SG Sentiment Indicator. This indicator is made up of six cross asset market risk measures. The overall allocation is then reviewed daily to reduce market exposure in case of high volatility. This index was created and owned by Société Générale.

### S&P 500

The S&P 500 is a weighted index of 500 leading U.S. publicly traded companies by market value and is one of the most common benchmarks for the broader U.S. equity markets.



Increase your interest potential! Rate Booster crediting options provide higher participation rate and cap for an annual fee.



FIT Secure  
Growth  
Helping You  
Achieve a Secure  
Retirement

# Additional Benefits

Your FIT Secure Growth Annuity provides many additional benefits at no additional cost, such as:

## Nursing Care and Terminal Illness Riders

*(in states where approved)*

These riders give you peace of mind knowing that in case of a qualifying medical event, you can access up to \$250,000 of your money at any time without paying a withdrawal charge.

## 10% Free Withdrawal in Policy Years 2+

We know there are times when you may need to access your policy values. That is why you can take up to 10% per year from your policy without a withdrawal charge, if available by law.<sup>5</sup>

## Required Minimum Distributions

Surrender charges will not be applied to any amounts withdrawn from your policy to satisfy IRS required minimum distributions.

## FIT Secure Growth Special Features

### Emergency Access Waiver

Available on FIT Retirement Series products currently in 403(b) or 457(b) status (types of retirement plans) and policy is eligible for a distribution.

### For 403(b) Hardship or 457(b) Unforeseen Emergency distributions

- Policy must be in force for one year and distribution payable to the annuitant is approved by the Plan/Third Party Administrator (TPA)
- All Withdrawal Charges and Market Value Adjustment (MVA) are waived

### For separation from service or disability

- Policy must be in force for one year and the Policy owner must be separated from service from the plan sponsor or disabled
- Withdrawal Charge and MVA are waived on
  - 20% of the accumulation value in years 2-4
  - 100% of the accumulation value in years 5+

Distribution is subject to IRS taxes and, if applicable, IRS 10% early distribution penalty

### Policy Loans

If you own FIT Secure Growth within an employer's retirement plan, and if your plan allows for policy loans, you may take a loan from your FIT Secure Growth policy in accordance with the provisions of the plan.

---

<sup>5</sup> Withdrawals from an annuity within a retirement plan may be subject to plan restrictions. Withdrawals prior to age 59 ½ may be subject to a 10% Federal Tax Penalty.



Live the full,  
purposeful and  
active life you want.

Plan for a Financially Independent Tomorrow  
with FIT Secure Growth

LiveFIT with National Life Group

# FIT Secure Growth

## Product Details

<b>Type</b>	Flexible premium deferred indexed annuity										
<b>Plan Options</b>	403(b) TSA, ROTH 403(b), IRA, SEP IRA, SIMPLE IRA, ROTH IRA, 457(b), Roth 457(b), Pension/Profit sharing and Non-Qualified										
<b>Interest Crediting Options</b>	S&P 500 annual point to point with a cap S&P 500 monthly sum cap US Fundamental Balanced Index annual point to point with a participation rate Global Balanced Index annual point to point with a participation rate Declared rate										
<b>Rate Booster</b>	A Rate Booster strategy is optional for all indexing strategies. Money allocated to a Rate Booster strategy has 1% annual charge deducted from it's accumulation value. <sup>6</sup>										
<b>Account Reallocation</b>	Allowed on each anniversary (with written notification to 15 days prior to anniversary)										
<b>Issue Age</b>	0-85										
<b>Minimum Premium</b>	\$100 per month salary reduction/deduction or auto bank draft or \$5,000 single premium: Only salary reduction/deduction or auto bank draft accepted after 5th policy year subject to \$50,000 annual limit										
<b>Maximum Premium</b>	\$1,000,000 age 0-70; \$750,000 age 71-75; \$500,000 age 76-80; \$250,000 age 81-85										
<b>Free Look</b>	30 days										
<b>Free Withdrawals</b>	10% of accumulation value available after the first policy year as permitted by law. You must maintain at least \$5,000 in the annuity to keep it in force.										
<b>Withdrawal charges</b>	Annuity year	1	2	3	4	5	6	7	8	9	10
	Withdrawal Charge %	8.25%	8%	7%	6%	5%	4%	3%	2%	1%	0%
<b>Market Value Adjustment</b>	A Market Value Adjustment will apply to withdrawals in excess of the penalty free withdrawal amount for the first 10 policy years.										
<b>Riders</b>	Nursing Care & Terminal Illness at no additional cost in approved states. Emergency Access Waiver for 403(b) and 457(b) policies at no additional cost.										
<b>Loans</b>	\$500 minimum for 403(b) and 457(b) if the plan permits										
<b>Death Benefit</b>	Full accumulation value at death of the annuitant										

<sup>6</sup> Rate Booster only benefits interest crediting during periods where interest is credited to that strategy. If no indexed interest is credited for that period, Rate Booster will have no effect. The charge for Rate Booster occurs for every crediting period regardless of whether interest is credited.

National Life Group® is a trade name representing various affiliates, which offer a variety of financial service products. Life Insurance Company of the Southwest, Addison, TX, is a member of National Life Group.

FIT Secure Growth fixed indexed annuity, form series 20375(0418)/ICC-18-20375(0418), Nursing Care Rider form series 7648 and Terminal Illness Rider form series 7649 are issued by Life Insurance Company of the Southwest. This advertising material is used by multiple states, some with varying form number requirements; therefore, all required variations are provided. Not all policies or riders are available in all states – please check with your agent regarding availability in your state.

This advertising is not approved for use in DE, ID, OK, OR, WY

“Standard & Poor’s®”, “S&P®”, “S&P 500®”, and “Standard & Poor’s 500™” are trademarks of Standard & Poor’s and have been licensed for use by National Life Insurance Company and Life Insurance Company of the Southwest. This Product is not sponsored, endorsed, sold or promoted by Standard & Poor’s and Standard & Poor’s makes no representations regarding the advisability of investing in the Product. The S&P Composite Index of 500 stocks (S&P 500®) is a group of unmanaged securities widely regarded by investors to be representative of large company stocks in general. An investment cannot be made directly into an index.

The Global Balanced SG Index (the “Index”) is the exclusive property of SG Americas Securities, LLC (SG Americas Securities, LLC, together with its affiliates, “SG”). SG has contracted with [S&P Opco, LLC (a subsidiary of S&P Dow Jones Indices LLC) (“S&P”) to maintain and calculate the Index. “SG Americas Securities, LLC”, “SGAS”, “Société Générale”, “SG”, “Société Générale Indices”, “SGI”, and “Global Balanced SG Index” (collectively the “SG Marks”) are trademarks or service marks of SG. SG has licensed use of the SG Marks to Life Insurance Company of the Southwest (“LICS”) for use in a fixed indexed annuity offered by LICS (the “Fixed Indexed Annuity”). SG’s sole contractual relationship with LICS is to license the Index and the SG Marks to LICS. None of SG, S&P, or other third party licensor (collectively, the “Index Parties”) to SG is acting, or has been authorized to act, as an agent of LICS or has in any way sponsored, promoted, solicited, negotiated, endorsed, offered, sold, issued, supported, structured or priced any Fixed Indexed Annuity or provided investment advice to LICS. No Index Party has passed on the legality or suitability of, or the accuracy or adequacy of the descriptions and disclosures relating to, the Fixed Indexed Annuity, including those disclosures with respect to the Index. The Index Parties make no representation whatsoever, whether express or implied, as to the advisability of purchasing, selling or holding any product linked to the Index, including the Fixed Indexed Annuity, or the ability of the Index to meet its stated objectives, including meeting its target volatility. The Index Parties have no obligation to, and will not, take the needs of LICS or any annuitant into consideration in determining, composing or calculating the Index. The selection of the Index as a crediting option under a Fixed Indexed Annuity does not obligate LICS or SG to invest annuity payments in the components of the Index. THE INDEX PARTIES MAKE NO REPRESENTATION OR WARRANTY WHATSOEVER, WHETHER EXPRESS OR IMPLIED, AND HEREBY EXPRESSLY DISCLAIM ALL WARRANTIES (INCLUDING, WITHOUT LIMITATION, THOSE OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE), WITH RESPECT TO THE INDEX OR ANY DATA INCLUDED THEREIN OR RELATING THERETO, AND IN PARTICULAR DISCLAIM ANY GUARANTEE OR WARRANTY EITHER AS TO THE QUALITY, ACCURACY, TIMELINESS AND/OR COMPLETENESS OF THE INDEX OR ANY DATA INCLUDED THEREIN. THE RESULTS OBTAINED FROM THE USE OF THE INDEX AND/OR THE CALCULATION OR COMPOSITION OF THE INDEX, OR CALCULATIONS MADE WITH RESPECT TO ANY FIXED INDEXED ANNUITY AT ANY PARTICULAR TIME ON ANY PARTICULAR DATE OR OTHERWISE. THE INDEX PARTIES SHALL NOT BE LIABLE (WHETHER IN NEGLIGENCE OR OTHERWISE) TO ANY PERSON FOR ANY ERROR OR OMISSION IN THE INDEX OR IN THE CALCULATION OF THE INDEX, AND THE INDEX PARTIES ARE UNDER NO OBLIGATION TO ADVISE ANY PERSON OF ANY ERROR THEREIN, OR FOR ANY INTERRUPTION IN THE CALCULATION OF THE INDEX. NO INDEX PARTY SHALL HAVE ANY LIABILITY TO ANY PARTY FOR ANY ACT OR FAILURE TO ACT BY THE INDEX PARTIES IN CONNECTION WITH THE DETERMINATION, ADJUSTMENT OR MAINTENANCE OF THE INDEX. WITHOUT LIMITING THE FOREGOING, IN NO EVENT SHALL AN INDEX PARTY HAVE ANY LIABILITY FOR ANY DIRECT DAMAGES, LOST PROFITS OR SPECIAL, INCIDENTAL, PUNITIVE, INDIRECT OR CONSEQUENTIAL DAMAGES, EVEN IF NOTIFIED OF THE POSSIBILITY OF SUCH DAMAGES. No Index Party is a fiduciary or agent of any purchaser, seller or holder of a Fixed Indexed Annuity. None of SG, S&P, or any third party licensor shall have any liability with respect to the Fixed Indexed Annuity in which an interest crediting option is based is on the Index, nor for any loss relating to the Fixed Indexed Annuity, whether arising directly or indirectly from the use of the Index, its methodology, any SG Mark or otherwise. Obligations to make payments under the Fixed Indexed Annuities are solely the obligation of LICS. In calculating the performance of the Index, SG deducts a maintenance fee of 0.50% per annum on the level of the Index, and fixed transaction and replication costs, each calculated and deducted on a daily basis. The transaction and replication costs cover, among other things, rebalancing and replication costs. The total amount of transaction and replication costs is not predictable and will depend on a number of factors, including the leverage of the Index, which may be as high as 200%, the performance of the indexes underlying the Index, market conditions and the changes in the market states, among other factors. The transaction and replication costs, which are increased by the Index’s leverage, and the maintenance fee will reduce the potential positive change in the Index and increase the potential negative change in the Index. While the volatility control applied by the Index may result in less fluctuation in rates of return as compared to indices without volatility controls, it may also reduce the overall rate of return as compared to prod

The PIMCO US Fundamental Balanced Index (the “Index”) is a trademark of Pacific Investment Management Company LLC (“PIMCO”) and has been licensed for use for certain purposes by National Life Insurance Company (the “Company”) with respect to this annuity (“the Product”). The Index is the exclusive property of PIMCO and is made and compiled without regard to the needs, including, but not limited to, the suitability, appropriateness or needs, as applicable, of the Company, the Product, or any Product owners. The Product is not sold, sponsored, endorsed or promoted by PIMCO or any other party involved in, or related to, making or compiling the Index. It is not possible to directly invest in the Index. PIMCO does not make any warranty or representation as to the accuracy, completeness, or availability of the Index or information included in the Index and shall have no responsibility or liability for the impact of any inaccuracy, incompleteness, or unavailability of the Index or such information. Neither PIMCO nor any other party involved in, or related to, making or compiling the Index makes any representation or warranty, express or implied, to the Product owner, the Company, or any member of the public regarding the advisability of purchasing annuities generally or the Product particularly, the legality of the Product under applicable federal or state securities, state insurance and any tax laws, the ability of the Product to track the performance of the Index, any other index or benchmark or general fixed income market or other asset class performance, or the results, including, but not limited to, performance results, to be obtained by the Company, the Product, Product owners, or any other person or entity. PIMCO does not provide investment advice to the Company with respect to the Product, to the Product, or to Product owners. Neither PIMCO 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 PIMCO 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. PIMCO disclaims all warranties, express or implied, including all warranties of merchantability or fitness for a particular purpose or use. PIMCO shall have no responsibility or liability with respect to the Product. The Index is comprised of a number of constituents, some of which are owned by entities other than PIMCO. The Index relies on a variety of publicly available data and information and licensable equity and fixed income sub-indices. All disclaimers referenced in herein relative to PIMCO also apply separately to those entities that are owners of the constituents of the PIMCO Index and to the Index Calculation Agent.

All withdrawals made from annuities with pre-tax contributions are taxed as ordinary income. All withdrawals from an annuity purchased with non-qualified monies are taxable as ordinary income only to the extent there is a gain in the policy. In addition, withdrawals prior to age 59 ½ may be subject to a 10% Federal Tax Penalty.

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.