

# Illustrated Rate Changes for Indexed Universal Life Policies

**Date:** March 11, 2021

**Effective:** March 29, 2021

Effective March 29, 2021, the following changes will be made to the maximum illustrated rates for North American's Indexed Universal Life product line. Caps and Participation Rates are not changing at this time. These are the maximum illustrated rates allowed.

In accordance with illustration regulations, each year at this time, index life carriers are required to update their maximum illustrated rates. The rates reflect a new year in the rolling 65-year historical averages.

## Currently Marketed Products

For the below charts, PtP = Annual Point to Point, Mthly PtP = Monthly Point to Point.

### Builder Plus IUL<sup>®</sup> 2

Effective for Index Periods that start on/after March 29, 2021

Index	Crediting Method	Prior Maximum Illustrated Rate	Max Illustrated Rate*
S&P 500 <sup>®</sup>	PtP	5.91%	5.89%
High Participation S&P 500 <sup>®</sup>	PtP	5.47%	5.50%
S&P 500 <sup>®</sup>	PtP w/Spread	5.34%	5.38%
S&P 500 <sup>®</sup>	Mthly PtP	5.34%	5.39%
NASDAQ 100 <sup>®</sup>	PtP	5.63%	5.51%
S&P MidCap 400 <sup>®</sup>	PtP	5.63%	5.48%
Russell 2000 <sup>®</sup>	PtP	5.30%	5.28%
EURO STOXX 50 <sup>®</sup>	PtP	5.63%	5.48%
Multi Index	PtP	5.61%	5.50%
Uncapped S&P 500 <sup>®</sup>	PtP	5.63%	5.48%
Fidelity Multifactor Yield Index <sup>SM</sup> 5% ER <sup>**</sup>	PtP	5.63%	5.48%

FOR AGENT USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.

## Field Bulletin

**Protection Builder IUL<sup>®</sup>**

Effective for Index Periods that start on/after March 29, 2021

Index	Crediting Method	Prior Maximum Illustrated Rate	Max Illustrated Rate*
S&P 500 <sup>®</sup>	PtP	5.54%	5.57%
High Participation S&P 500 <sup>®</sup>	PtP	4.80%	4.82%
S&P 500 <sup>®</sup>	PtP w/Spread	6.08%	6.12%
S&P 500 <sup>®</sup>	Mthly PtP	3.81%	3.85%
NASDAQ 100 <sup>®</sup>	PtP	5.03%	5.03%
S&P MidCap 400 <sup>®</sup>	PtP	4.90%	4.86%
Russell 2000 <sup>®</sup>	PtP	4.43%	4.42%
EURO STOXX 50 <sup>®</sup>	PtP	5.00%	4.97%
Multi Index	PtP	4.47%	4.45%
Uncapped S&P 500 <sup>®</sup>	PtP	4.37%	4.40%
Fidelity Multifactor Yield Index <sup>SM</sup> 5% ER <sup>**</sup>	PtP	6.48%	6.31%

**Smart Builder IUL**

Effective for Index Periods that start on/after March 29, 2021

Index	Crediting Method	Prior Maximum Illustrated Rate	Max Illustrated Rate*
S&P 500 <sup>®</sup>	PtP	5.14%	5.17%
High Participation S&P 500 <sup>®</sup>	PtP	4.26%	4.29%
S&P 500 <sup>®</sup>	PtP w/Spread	5.82%	5.87%
S&P 500 <sup>®</sup>	Mthly PtP	3.35%	3.38%
NASDAQ 100 <sup>®</sup>	PtP	4.49%	4.49%
S&P MidCap 400 <sup>®</sup>	PtP	4.39%	4.36%
Russell 2000 <sup>®</sup>	PtP	3.98%	3.97%
EURO STOXX 50 <sup>®</sup>	PtP	4.71%	4.68%
Multi Index	PtP	4.17%	4.15%
Uncapped S&P 500 <sup>®</sup>	PtP	3.97%	4.00%
Fidelity Multifactor Yield Index <sup>SM</sup> 5% ER <sup>**</sup>	PtP	6.48%	6.31%

\* Max illustrated rate demonstrates compliance with AG49-A. These rate updates reflect the lesser of the 65-year historical look back or the maximum allowed AG49-A illustratable rate. Illustrated maximums may vary by index to reflect additional spending and may vary by product to incorporate multiplier impacts.

\*\*The Fidelity Index is currently available in all states except: Alabama, California, Delaware, Florida, North Dakota, and South Dakota.

**The maximum illustrated rates for inforce illustration of previous product versions will also be updated based on their caps and par rates.**

**Software update**

The new illustrated rates will be available on Web Illustrations on **March 27, 2021**.

For questions regarding these updates, please contact your MGA (Managing General Agent).

FOR AGENT USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.

## Field Bulletin

### THE S&P 500<sup>®</sup> COMPOSITE STOCK PRICE INDEX THE S&P 400<sup>®</sup> COMPOSITE STOCK PRICE INDEX

**These Indices do not include dividends paid by the underlying companies.**

The S&P MidCap 400<sup>®</sup>, and the S&P 500<sup>®</sup> Indices are products of S&P Dow Jones Indices LLC (“SPDJI”), and has been licensed for use by North American Company for Life and Health Insurance (the Company). Standard & Poor’s<sup>®</sup>, S&P<sup>®</sup>, S&P MidCap 400<sup>®</sup> and S&P 500<sup>®</sup> are registered trademarks of Standard & Poor’s Financial Services LLC (“S&P”); Dow Jones<sup>®</sup> registered trademark of Dow Jones Trademark Holdings LLC (“Dow Jones”); and these trademarks have been licensed for use by SPDJI and sublicensed for certain purposes by the Company. The Company’s Product(s) are not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, any of their respective affiliates (collectively, “S&P Dow Jones Indices”). S&P Dow Jones Indices makes no representation or warranty, express or implied, to the owners of the Company’s Product(s) or any member of the public regarding the advisability of investing in securities generally or in the Company’s Product(s) particularly or the ability of the S&P MidCap 400<sup>®</sup> and the S&P 500<sup>®</sup> Indices to track general market performance. S&P Dow Jones Indices’ only relationship to the Company with respect to the S&P MidCap 400<sup>®</sup> and the S&P 500<sup>®</sup> Indices is the licensing of the index and certain trademarks, service marks and/or trade names of S&P Dow Jones Indices or its licensors. The S&P MidCap 400<sup>®</sup> and the S&P 500<sup>®</sup> Indices are determined, composed and calculated by S&P Dow Jones Indices without regard to the Company or the Company’s Product(s). S&P Dow Jones Indices have no obligation to take the needs of the Company or the owners of the Company’s Product(s) into consideration in determining, composing or calculating the S&P MidCap 400<sup>®</sup> and the S&P 500<sup>®</sup> Indices. S&P Dow Jones Indices is not responsible for and has not participated in the determination of the prices, and amount of the Company’s Product(s) or the timing of the issuance or sale of the Company’s Product(s) or in the determination or calculation of the equation by which the Company’s Product(s) are to be converted into cash, surrendered or redeemed, as the case may be. S&P Dow Jones Indices has no obligation or liability in connection with the administration, marketing or trading of the Company’s Product(s). There is no assurance that investment products based on the S&P MidCap.

The NASDAQ-100<sup>®</sup>, NASDAQ-100 INDEX<sup>®</sup> and NASDAQ<sup>®</sup> are registered marks of the NASDAQ Stock Market Inc. (which with its affiliates are the “Corporations”) and are licensed for use by [Insurance Company Name]. This product has not been passed on by the Corporations as to their legality or suitability. This product is not issued, endorsed, sold or promoted by the Corporations. THE CORPORATIONS MAKE NO WARRANTIES AND BEAR NO LIABILITY WITH RESPECT TO THIS PRODUCT. THIS INDEX DOES NOT INCLUDE DIVIDENDS PAID BY THE UNDERLYING COMPANIES.

Frank Russell Company (“Russell”) is the source and owner of the trademarks, service marks and copyrights related to the Russell Indexes. Russell<sup>®</sup> is a trademark of Frank Russell Company. Neither Russell nor its licensors accept any liability for any errors or omissions in the Russell Indexes and / or Russell ratings or underlying data and no party may rely on any Russell Indexes and / or Russell ratings and / or underlying data contained in this communication. No further distribution of Russell Data is permitted without Russell’s express written consent. Russell does not promote, sponsor or endorse the content of this communication.

The EURO STOXX 50<sup>®</sup> is the intellectual property of (including registered trademarks) STOXX Limited, Zurich, Switzerland and/or its licensors (“Licensors”), which is used under license. The Index Accounts for this Product based on the Index are in no way sponsored, endorsed, sold or promoted by STOXX and its Licensors and neither of the Licensors shall have any liability with respect thereto. The following can be used to describe the EURO STOXX 50<sup>®</sup> index, but is not required to be used if just referencing this index: EURO STOXX 50<sup>®</sup> measures the top 50 blue-chip stocks from the countries participating in the European Monetary Union.

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<sup>®</sup> (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.

FPS 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 FPS 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 contract 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 securities, state insurance and tax laws, the ability of the Product to track the performance of the Index, any other index or benchmark or general stock or bond 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 contract owners, or any other person or entity. FPS does not provide investment advice to the Company with respect to the Product, to the Product, or

**FOR AGENT USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.**

## Field Bulletin

to Product contract owners. 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 the Product, the Product contract owners, or 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. In the event that the Index is no longer available to the Product or Product contract owners, the Company may seek to replace the Index with another suitable index, although there can be no assurance that one will be available.

**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 with respect to the Product.**

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.

Protection Builder IUL (policy form series LS186), Builder Plus IUL 2 (policy form series LS183), Smart Builder (policy form series LS187), or state variations are issued by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Product, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply. North American is not licensed to write in New York.

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