



A Legacy of Servant Leadership

RETIREMENT AND LIFE INSURANCE SOLUTIONS FOR YOUR RELIGIOUS ORGANIZATION

Products issued by
Life Insurance Company of the Southwest®

National Life Group® is a trade name of National Life Insurance Company, Montpelier, VT in 1848, Life Insurance Company of the Southwest, Addison, TX, chartered in 1955, 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.

A LEGACY OF SERVANT LEADERSHIP

Partner with an organization that shares your values.

OUR MISSION

Keeping our promises.

OUR VISION

To bring peace of mind to everyone we touch.

OUR VALUES

Do good. Be good.
Make good.

Our mission, vision and values are at the heart of how we do business, the products we offer and how we serve our employees and communities.

Throughout our 175+ -year history, we have brought peace of mind to families by keeping our promises in good times and in bad. We strive to make the world a better place every day.

We extend the good we do through the **National Life Group Foundation** where we focus on supporting programs that address ending childhood hunger in Vermont and children's mental health.

National Life Group matches employee donations made to non-profit organizations across the country.



We are a proud founding partner of the **National Coalition for Safe Schools**, a teacher-led initiative to address the root causes of violence and negative behaviors.



Our **LifeChanger of the Year program** recognizes outstanding teachers and school district employees who exemplify excellence, positive influence, and leadership in their schools and with students every day. Since 2011, we have awarded more than \$720,000 to schools and school employees.



Scan QR code to
**Learn the National
Life Group Story!**

Contact our Retirement Services Professionals
by calling 866-243-7174 or email
RetirementServices1@NationalLife.com

SOLVING LIFE'S PUZZLE

Solutions that address your employees most important concerns

Your employees want to be better prepared for retirement with income they cannot outlive. But they also need to consider the sustained welfare of their loved ones should they die too soon or suffer serious illness or injury. As a full-service investment provider, we bring all the pieces of their puzzle together into a strategy that addresses their most important concerns.

Retirement Savings with Guaranteed Income

National Life offers fixed index annuities (FIAs) with the optional Guaranteed Lifetime Income Rider (GLIR)¹ within your 403(b)(9) to help ensure, when the time comes, your employees are retirement-ready with guaranteed income for life.

Life Insurance

Additionally, they may choose from a full array of life insurance solutions, including our FlexLife Indexed Universal Life (IUL) insurance, which offer permanent death benefit protection, living benefits in the event of a qualifying event, and an optional lifetime income rider.



A Gift That Can Give Back to You

Your organization can be designated beneficiary of employees' annuity death benefit and legacy death benefit.

Additionally, National Life Group will match donations upon death of the insured, not to exceed 2% of the base FlexLife IUL policy face amount, up to a maximum of \$30,000 per policy, which is paid directly to you.



Setting up a 403(b)(9)

403(b)(9) plans, or “religious retirement” plans, are non-ERISA defined contribution retirement plans specifically designed to meet the needs of faith-based organizations, or those with 501(c)(3) status. Its fundamental difference from a 403(b) is, in consideration for the long-term needs of your organization's leadership, it offers a unique provision in which retired leaders can take distributions designated as a *tax-free housing allowance* within legal limits.

All employees are eligible to participate 403(b)(9) plans, however, the employer has flexibility in deciding to which employees they will offer the plan and employer contributions are optional.

403(b)(9) Benefits

Employers

Administration is easy

These plans do not fall under ERISA regulations, which require tax-deferred accounts undergo periodic reviews known as discrimination testing. This saves the cost of an audit, form preparation and testing requirements.

Offering is flexible

You decide whether to make the plan universally availability or choose which employees may participate in the plan. For example, you may impose age and/or service requirements before an employee can participate in the plan.

Contributions are optional

You decide to make matching contributions, discretionary contributions or none at all.

Participating Employees

Tax advantages

Employer contributions are neither subject to Social Security tax nor income tax at the time of contribution. Participant contributions are also pre-tax and earnings on all contributions, including rollovers, are tax deferred.

Ordained, Licensed or Commissioned Minister Employees

Tax advantages

Employee contributions are neither subject to Social Security tax or income tax. They are made pre-SECA (Self-Employed Contributions Act) tax—a 15.3% tax savings.

Housing allowance

Employees can take non-taxable distributions for housing allowance in retirement. Starting at age 59½, funds withdrawn and used for allowable housing related expenses are excluded from income in that year and therefore not subject to federal income tax. (This assumes the ordained, licensed or commissioned minister-employee is not still living in church-provided housing and/or being reimbursed for housing expenses.)

Examples of tax-free housing allowance expenses are

- Mortgage payments (principal and interest)
- Rent payments (if you rent instead of own)
- Real estate taxes
- Property insurance
- Utilities (gas, electric, water, sewer, trash pick-up, local phone service)
- Appliances and furniture (purchases/rental costs and repair)
- Remodeling expenses
- Homeowners Association dues
- Pest control

The IRS does impose limitations on the total dollar amount of expenses excluded from tax obligation.

Annuity products with **guaranteed income for life** help your employees achieve their retirement dreams.

An annuity allows your employees to grow their retirement savings on a tax-deferred basis. When they are ready for retirement, employees can convert their annuity into a stream of income that can then be paid over a fixed period or for their lifetime using a Guaranteed Lifetime Income Rider (GLIR).¹ Annuities also allow participants to take withdrawals of varying amounts when they need the income.²

Annuities are available as traditional fixed and fixed indexed options.

Traditional Fixed Annuities

A traditional fixed annuity is an insurance contract that allows a person to save money on a tax-deferred basis³ either through a series of flexible premium payments or a single premium payment.

Cash value accumulates at a fixed rate of interest set by the company, and will have a guaranteed minimum interest rate.

Fixed Indexed Annuities

A fixed indexed annuity calculates interest by crediting interest based in-part on the change of an underlying index like the S&P 500[®], without actual participation in the stock market.

Our Fixed Indexed Annuities can provide:

- Tax deferral
- Potential for higher interest crediting than traditional fixed annuities
- Earned principal and interest unaffected by downturns in the underlying index⁴
- Lifetime income through the Guaranteed Lifetime Income Rider (GLIR)⁵
- Death benefit protection⁶



The Power of Tax Deferral

Annuities receive a tax benefit in the form of tax deferral on earnings. This means that the money you save today won't be taxed until you decide to start taking income in retirement and can help further build your retirement savings.



Guaranteed Lifetime Income Rider

The Guaranteed Lifetime Income Rider is a feature that comes on our fixed indexed annuities, in most cases for an annual fee. The Guaranteed Lifetime Income Rider can provide the annuitant with a Guaranteed Withdrawal Payment from his or her annuity that will last a lifetime... **it's income that cannot be outlived!**

YOU MAY ALSO OFFER LIFE INSURANCE TO YOUR EMPLOYEES

Life Insurance products **protect** your employees and the ones they love.

Life insurance is a promise between an insurance company and your employees, the policy owners. If they pay a certain amount of money (premium) to the insurance company, the insurance company will pay a certain amount of money (death benefit) to the person (beneficiary) of their choosing when the person whose life is being insured dies.

What type of life insurance is best?

It really depends on the needs and comfort level of the insured, which is why we offer both term and permanent life insurance options. Policies can also offer guaranteed premium, guaranteed cash value accumulation, or credited interest based in part on changes in a market index.

Term Life

Term Life Insurance is a policy that pays a benefit in the event of the death of the insured during a specified term. This type of insurance makes the most sense for those who have a temporary protection need, who have budget limitations, or who have large protection needs.

Whole Life

Whole Life Insurance is a policy that provides a benefit on the death of the insured and also accumulates a cash value. These policies are designed for individuals who want guarantees and who are focused on providing death benefit protection over cash value accumulation.

Indexed Universal Life (IUL)

IUL policies are life insurance policies that pay a death benefit but also allow the policy owner to allocate cash amounts to either an account paying a fixed interest rate, or to one or several index strategies that credit interest based in part on the change in a market index. This type of policy makes the most sense for those who need death benefit protection but are focused on cash value accumulation that can be accessed, if sufficiently funded, through policy loans and withdrawals.⁷ This could be used for any reason, such as to supplement retirement income.



Life Insurance You Don't Have to Die to Use

A hallmark of our life products are their living benefits, including terminal, chronic, and critical illness riders, and a critical injury rider. Often referred to as “life insurance you do not have to die to use,” our combination of life insurance products and comprehensive riders can help provide financial security to individuals and their families.



Lifetime Income Benefit Rider (LIBR)

Life insurance helps to financially protect your family or business from the risk of dying too soon. But what if you live too long? The lifetime income benefit rider (LIBR) is a rider on select life insurance policies. Activating this rider on a properly funded insurance policy has the potential to provide a guaranteed source of income for life.⁸

DELIGHTING YOU WITH UNPARALLELED SERVICE

When you work with National Life Group, you can expect a **network of support** from some of the most experienced professionals in the industry.

We are an experienced retirement investment provider with professionals dedicated to serving faith-based organizations like yours with over:

25 YEARS

managing religious organization plans

170

religious organization retirement plans

\$22M IN ASSETS

under management for religious organizations



We partner with you to meet your goals by:

- Dedicating a single point of contact to help ensure your life and retirement needs are met
- Partnering with some of the best third-party administrators across the country
- Thoroughly vetting our retirement plan-certified independent financial professionals to ensure knowledge and skills are top notch
- Conducting financial literacy seminars, workshops, and individual meetings about saving for retirement



For your employees, our customer website and mobile app enable them to:

- View policy values and other benefits
- Make premium and loan payments
- Manage personal information
- Sign up for account alerts
- Access convenient self-service features
- Download statements and 1099s

#1

PROVIDER
of Indexed Annuities in Employer Plans*

Longest Standing Issuer

of Indexed Annuities¹⁰

What makes National Life Group better?

Our products, services and long history of supporting retirement plans.

A+
(SUPERIOR)

A.M. Best
Second highest out of 16 rankings

A+
(STRONG)

Standard & Poor's
Fifth highest of 21 rankings

A1
(GOOD)

Moody's
Fifth highest of 21 rankings

Financial Strength Ratings

National Life Insurance Company and Life Insurance Company of the Southwest as of 01/24/2024. Ratings are subject to change.

Ratings are subject to change

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- 1 The Guaranteed Lifetime Income Rider (GLIR), as represented in form series 7983, 7984, 7985, 7986, 8969, 8970, 20365, 20135, 20136, and/or 20380, is a rider that can be added to an annuity policy at issue and is available on fixed and fixed indexed annuities issued by Life Insurance Company of the Southwest. Electing this rider incurs an additional cost and rider charges continue to be deducted regardless of whether interest is credited. GLIR may be optional, and may not be available on all products or in all states. Guarantees are dependent on the claims paying ability of the issuing Company. Indexed annuities have surrender charges that are assessed during the early years of the contract if the annuity is surrendered. Indexed annuities do not directly participate in any stock or equity investments. This is not a solicitation of any specific annuity product.
- 2 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.
- 3 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.
- 4 Assuming no withdrawals during the withdrawal charge period. Rider charges continue to be deducted regardless of whether interest is credited.
- 5 Electing this rider incurs an additional cost. Guaranteed Withdrawal Payments are taxed as ordinary income, and reduce the policy's accumulated value, but you will continue to receive these payments during your lifetime even if your accumulation value declines to zero.
- 6 Beneficiaries receive the accumulated value at the death of the annuitant. Some riders may be available to enhance the death benefit.
- 7 The ability of a life insurance contract to accumulate sufficient cash value to help meet accumulation goals will be dependent upon the amount of extra premium paid into the policy, and the performance of the policy, and is not guaranteed. Policy loans and withdrawals reduce the policy's cash value and death benefit and may result in a taxable event. Withdrawals up to the basis paid into the contract and loans thereafter will not create an immediate taxable event, but substantial tax ramifications could result upon contract lapse or surrender. Surrender charges may reduce the policy's cash value in early years.
- 8 The Lifetime Income Benefit Rider is optional, may not be available in all states, and is only available on indexed universal life insurance policies issued by Life Insurance Company of the Southwest (LSW). 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. This 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 accumulated value during the income payment period.
- 9 LIMRA US Individual Annuity Industry Sales Report, 3Q2023
- 10 Insurance News Net, FIAs at Age 20, 2015.

The life insurance riders described in this marketing are available on several other life insurance policies all of which are underwritten by Life Insurance Company of the Southwest, Addison, Texas. Lifetime Income Benefit Rider, form series 20266(0614), and Accelerated Benefits Riders, form series 8052(0798) / 8095(0399) / 8165(0703) / 8766(0609) / ICC10-8844(0310) / 20287(1014) / ICC15-20287(0115) / 20288(1014) / ICC15-20288(0115).

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