


Annuity



**NORTH
AMERICAN®**

A Sammons Financial Company

A photograph of a person's feet wearing blue jeans and grey sneakers, standing on a mossy rock in a forest. The background is a blurred green forest with sunlight filtering through the trees.

Balanced Accumulation

Finding the right mix of growth
potential and asset protection



What does risk look like to you?

The goal in accumulating retirement savings is to balance risk safely between asset growth potential and asset protection. You want to ensure what you are saving can grow and provide some level of asset protection in case of economic volatility.

Stocks, Mutual funds,
Variable annuities, Bonds

Cash, CDs, Bank Money market,
Fixed index annuities, Fixed annuities

EXPOSED
to market risk



NOT EXPOSED
to market risk

S&P 500[®] performance history

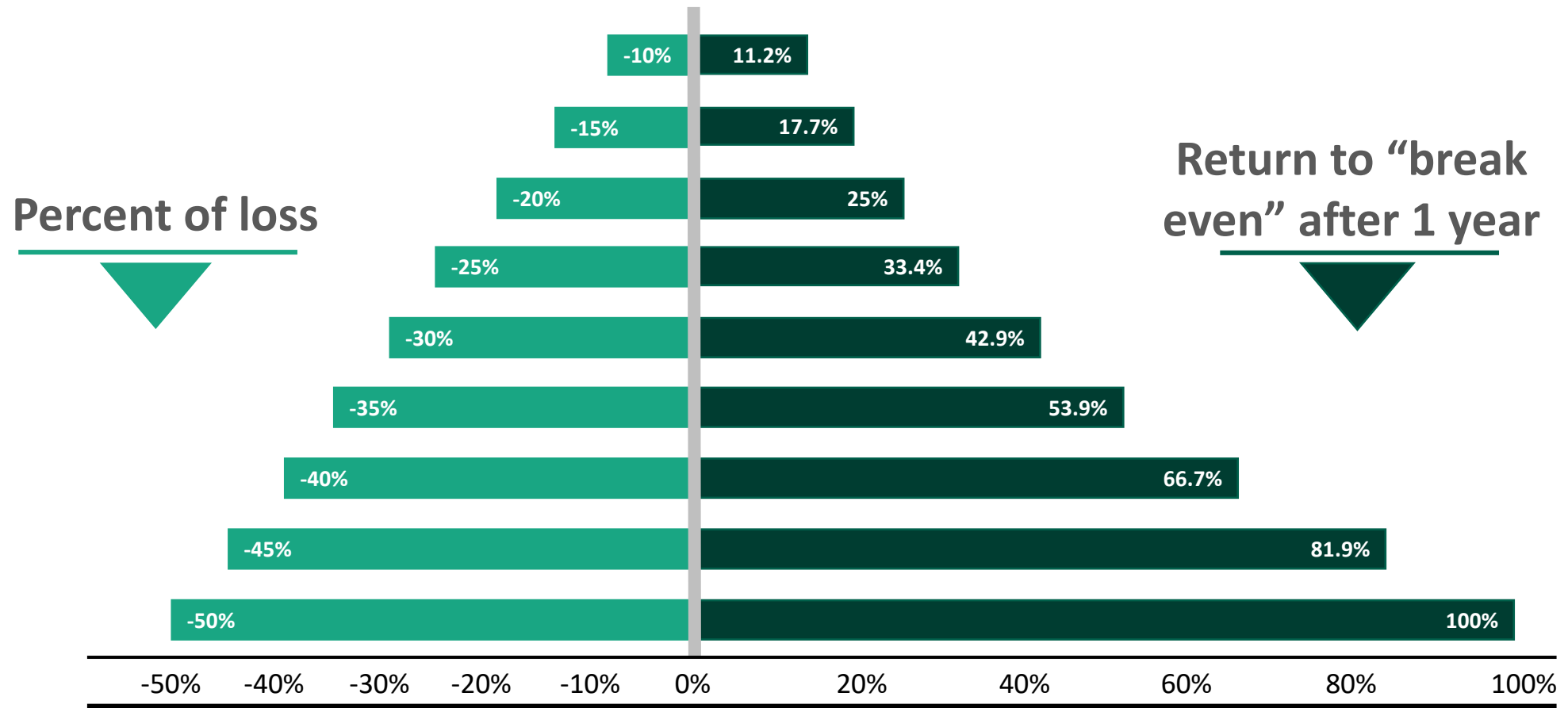
Retire on your terms – not when the market dictates



Volatility

Are you overexposed?

Market volatility continues to rise on both the gains and losses front. If you have all your retirement assets exposed to market volatility, you have seen both historic gains but also historic downturns. While the overall long-term value of the market is a net positive, you may have concerns about volatility impacting your assets as you approach retirement. Consider for example, what kind of gain is needed to recover from a market loss.



Will your gains be overwhelmed by inflation or taxes?

Not FDIC/NCUA Insured	Not a Deposit Of A Bank	Not Bank Guaranteed
May Lose Value		Not Insured By Any Federal Government Agency

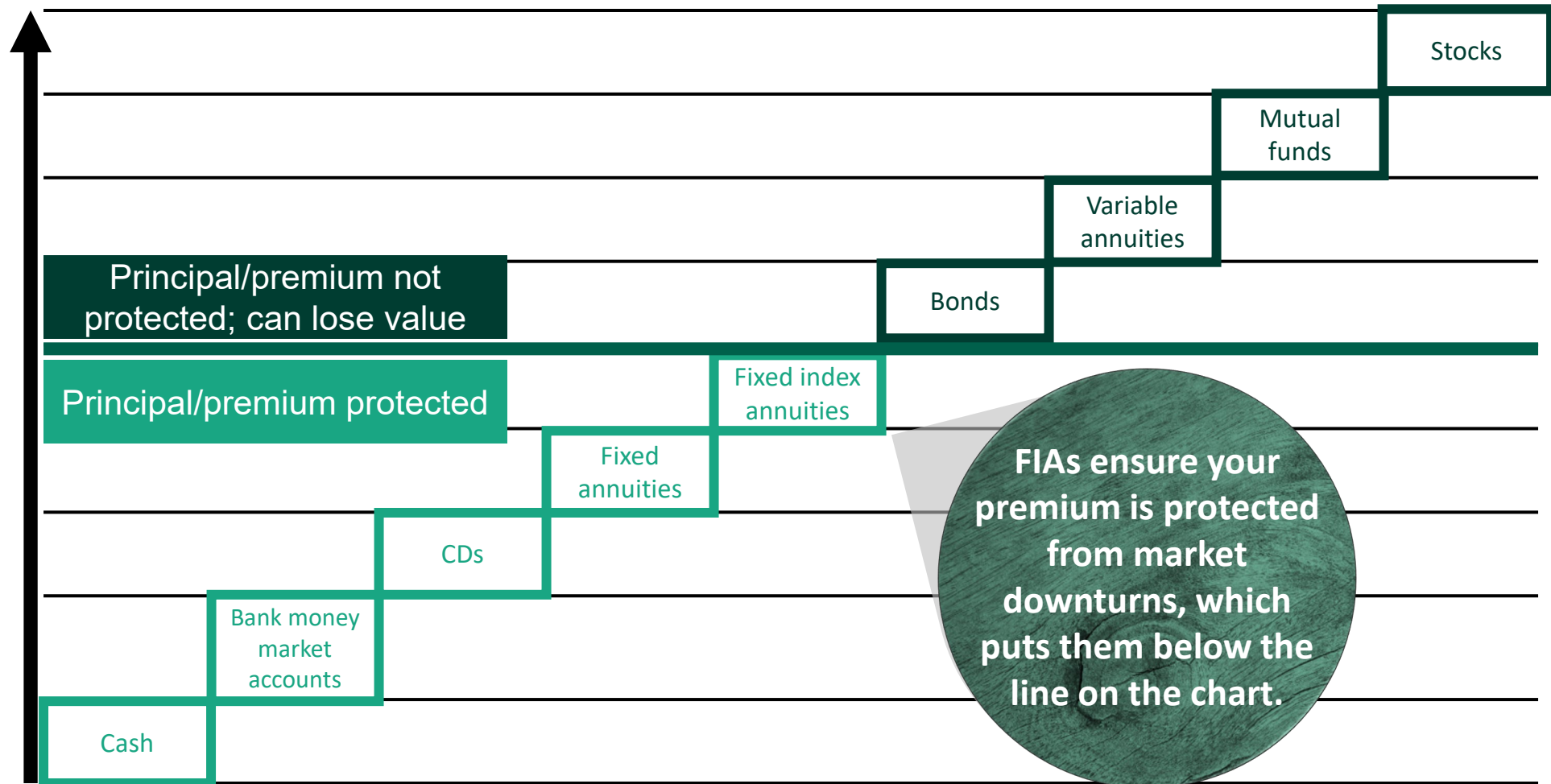
Year	Annualized average six-month CD rate ¹	Taxes ²	Inflation consumer price index (CPI) ³	Real return after taxes and inflation	Year	Annualized average six-month CD rate ¹	Taxes ²	Inflation consumer price index (CPI) ³	Real return after taxes and inflation
2000	6.58%	28%	3.4%	1.34%	2012	0.23%	25%	1.7%	-1.53%
2001	3.64%	27.5%	1.6%	1.04%	2013	0.20%	25%	1.5%	-1.35%
2002	1.81%	27%	2.4%	-1.08%	2014	0.13%	25%	0.8%	-0.70%
2003	1.17%	25%	1.9%	-1.02%	2015	0.13%	25%	0.7%	-0.60%
2004	1.74%	25%	3.3%	-2.00%	2016	0.14%	25%	2.1%	-2.00%
2005	3.72%	25%	3.4%	-0.61%	2017	0.16%	25%	2.1%	-1.98%
2006	5.23%	25%	2.5%	1.42%	2018	0.27%	22%	1.9%	-1.69%
2007	5.23%	25%	4.1%	-0.18%	2019	0.43%	22%	2.3%	-1.96%
2008	3.14%	25%	0.1%	2.25%	2020	0.20%	22%	1.4%	-1.24%
2009	0.87%	25%	2.7%	-2.05%	2021	0.90%	22%	7.0%	-6.93%
2010	0.53%	25%	1.5%	-1.10%	2022	0.26%	22%	6.5%	-6.30%
2011	0.33%	25%	3.0%	-2.75%	2023	1.21%	22%	3.4%	-2.46%

The hypothetical chart shows what a “real rate” of return can be when adjusted for any applicable taxes and potential inflation rates. The CD return rates above are calculated using the six-month annualized average monthly CD rate as reported by the Federal Reserve. The tax rate used in the example is the highest marginal federal income-tax rate based on \$100,000 of taxable income for a married couple filing jointly. The tax rate assumed will not apply to every consumer, and a lower tax rate may have a more favorable impact on the real return. The use of alternate assumptions will produce different results.

1. Annualized average six-month CD rate: <https://www.fdic.gov/regulations/resources/rates/previous.html>. 2. Highest marginal federal income-tax rates based on \$100,000 income for a married couple filing jointly: <https://taxfoundation.org/2023-tax-brackets/>. 3. Inflation rates are based on the consumer price index (CPI), a measure of change in consumer prices as measured by the U.S. Department of Labor’s Bureau of Labor Statistics. The annual inflation rate shown the table above corresponds to the December 12-Month % Change in the CPI-U for each respective year:

<https://beta.bls.gov/dataViewer/view/timeseries/CUUR0000SA0>.

How can you balance financial protection with potential growth?



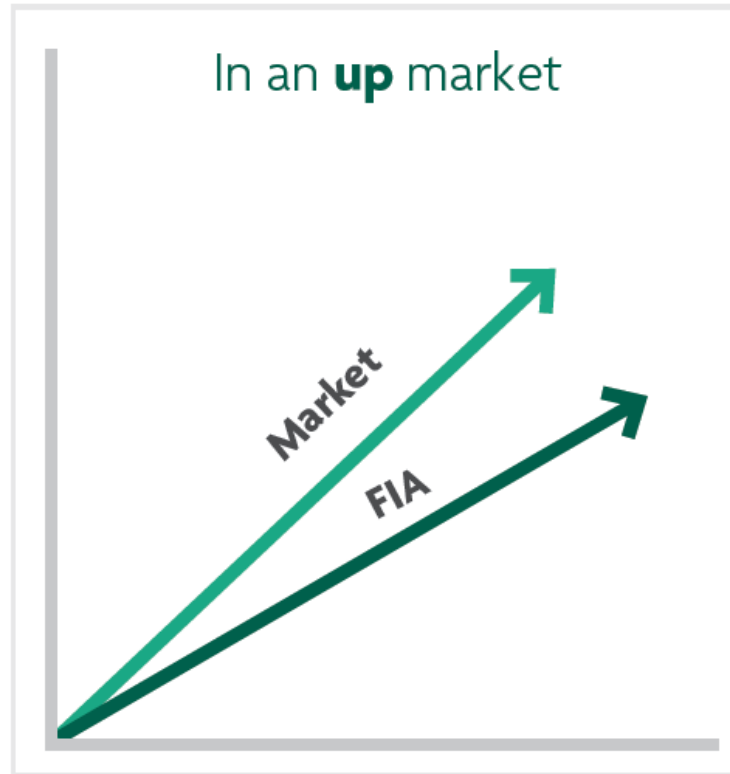
The above chart is meant to serve as a general guide of where FIAs may fall in the financial services spectrum of common products. It is not a guarantee of performance individually or performance correlation or safety of the above listed vehicles. Although fixed index annuities guarantee no loss of premium due to market downturns, deductions from the accumulation value for optional benefit riders or strategy fees or charges associated with allocations to enhanced crediting methods could exceed interest credited to the accumulation value, which would result in loss of premium.

Fixed index annuities

How they perform in up and down markets

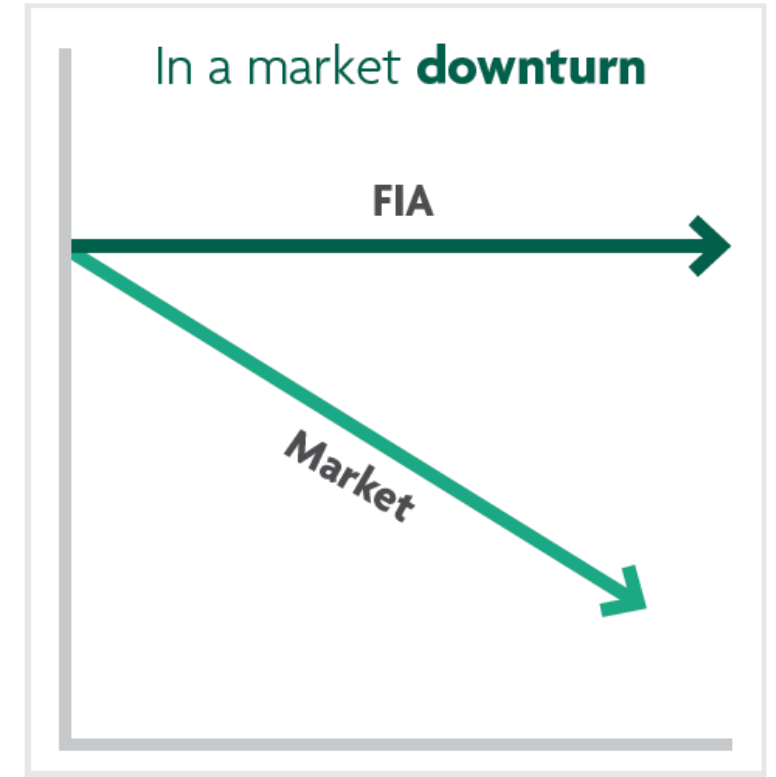
Fixed index annuities (FIAs) generally credit a portion of total index gains based on the crediting method chosen, but don't lose value due to market downturns.

Market-linked interest

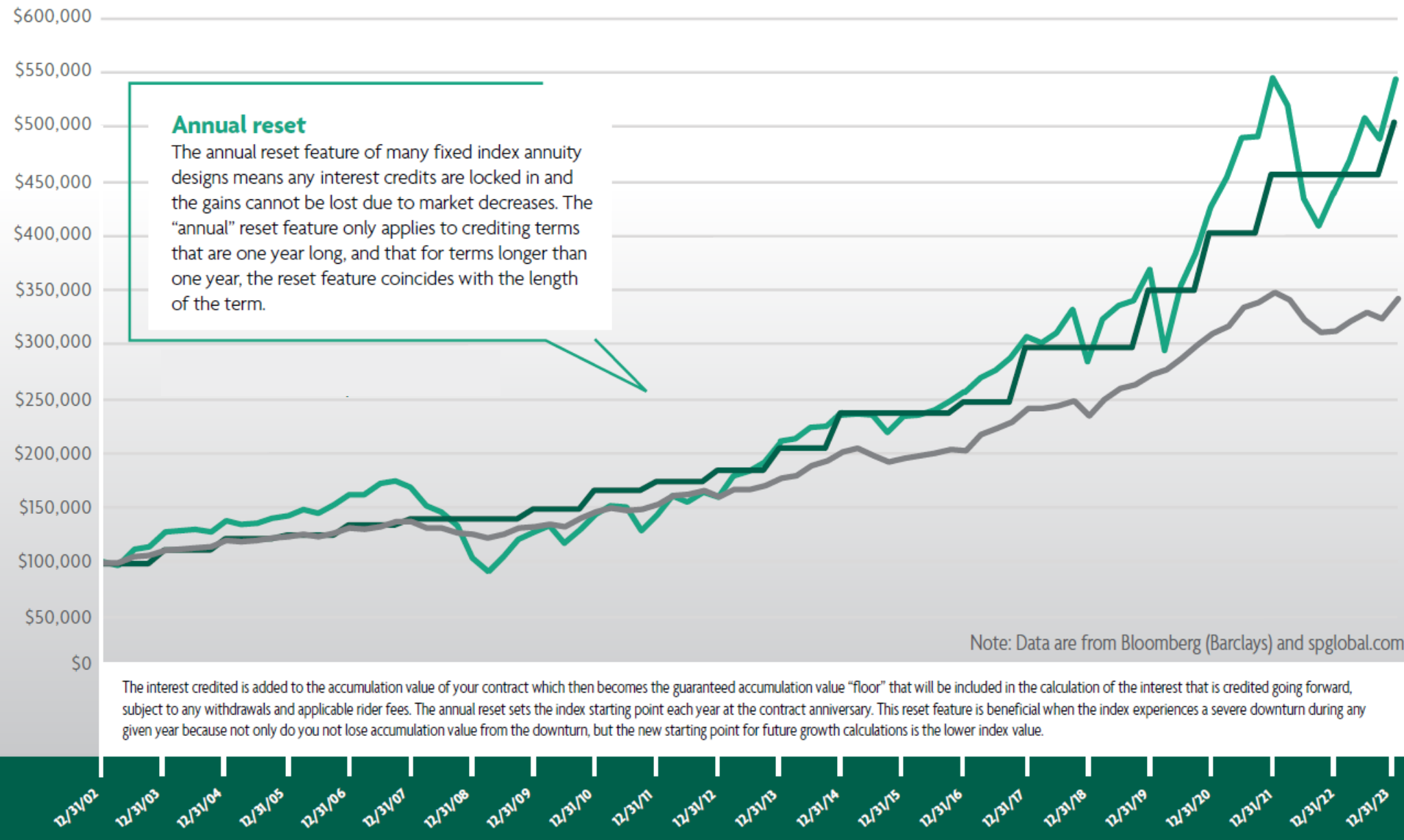


0% floor

(subject to a cap, margin or participation rate)



Volatility control + Annual reset



The interest credited is added to the accumulation value of your contract which then becomes the guaranteed accumulation value “floor” that will be included in the calculation of the interest that is credited going forward, subject to any withdrawals and applicable rider fees. The annual reset sets the index starting point each year at the contract anniversary. This reset feature is beneficial when the index experiences a severe downturn during any given year because not only do you not lose accumulation value from the downturn, but the new starting point for future growth calculations is the lower index value.

Fixed index annuity
(100% allocation to annual point to point with participation rate crediting method based on the S&P MARC 5% ER index)

Accumulation value of a hypothetical fixed index annuity. Assumes no withdrawals. Interest credits to the accumulation value are subject to a hypothetical 75% participation rate. Does not reflect actual historical performance and is not a guarantee of future results.

Barclays Transitions 6% VC Index

Based on a quarterly review of \$100,000 directly invested in the Barclays Transitions 6% VC Index without dividends taken into account. Index has been in existence since March 31, 2023. Ending values in years prior to inception are determined by Barclays Bank PLC (“BBPLC”) or it’s affiliates using the same methodology as used currently.

S&P 500®

Based on a quarterly review of \$100,000 directly invested in the S&P 500® without dividends taken into account.

Balanced Accumulation

Annuity

NORTH AMERICAN
A Sunamont Financial Company

Balanced accumulation

Issued by North American Company for Life and Health Insurance*

Finding the right mix of growth potential and protection

175/20 175/20

Annuity

Issued by North American Company for Life and Health Insurance*

Are you striking the right balance?

As consumers are nearing retirement, balancing financial risk in an ever-changing market can be challenging. And yet everyone has a different appetite for risk. If there's rain in the forecast, some choose to bring an umbrella, while others take their chances. Consumers take a similar approach when it comes to retirement planning; some might be more comfortable with market-related risk, while others prefer to place their money in vehicles less exposed to market risk.

No matter where you fall on the risk spectrum, a financial professional can help ensure your retirement portfolio matches both your goals and comfort level. **Complete the questionnaire below to determine your current balance with risk.**

Risk split goal

Not exposed/less exposed to market risk (0-100%)	Exposed to market risk (0-100%)

Enter the value for each of the following investment categories.

No/less market risk		Exposed to market risk	
Category	Dollar amount	Category	Dollar amount
Cash/cash alternatives		Bonds	
CDs		Mutual funds	
Fixed annuities		Stocks	
Fixed index annuities		Other	
"No/less market risk" total:	Sum of all numbers above	"Exposed to market risk" total:	Sum of all numbers above
Sum of total investments:			
Your current "not exposed/less exposed to market risk" split percentage is:	Calculate "no/less market risk" split percentage	Your current "exposed to market risk" split percentage is:	Calculate "exposed to market risk" split percentage
Achieve your risk split goal by transferring this amount to a no/less market risk vehicle:			



Prefer to fill out digitally? Visit our online risk assessment calculator at NACriskprofile.com, or scan the QR code with your phone's camera.



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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.

Fixed index annuities use not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of principal due to market downturns or fluctuations. Although fixed index annuities guarantee no loss of premium due to market downturns, deductions from your accumulation value for additional optional benefit riders or strategy fees or charges associated with allocations to collateral crediting methods could exceed interest credited to the accumulation value, which would result in loss of premium. They may not be appropriate for all clients. Interest credits to a fixed index annuity will not mirror the actual performance of the relevant index.

3845/7

West Des Moines, IA | NorthAmericanCompany.com

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The break-even burden

What is the "break-even" point after a market loss?

Percentage of Loss

Return to break even after 1 year

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Looking to smooth out the volatility of ups and downs in your retirement savings?

A fixed index annuity could be your solution.

Plus - take a look inside and explore the different tools to help you reach your financial goals and how fixed index annuities (FIAs) can be a part of your plan for retirement.

Over \$117.8 billion¹

Total assets under Sammons
Financial Group Management

Over \$110.9 billion¹

Sammons Financial Group
total liabilities



Over \$39.6 billion²

North American life and
annuity total assets

Over \$37.5 billion²

North American life and
annuity total liabilities



Over 1.7 million³

Life and annuity policy holders



136+ years

North American Company for Life and Health Insurance[®]



The above ratings apply to North American's financial strength and claims paying ability. These ratings do not apply to the safety or performance of the variable accounts, which will fluctuate in value. 1. As of December 31, 2023. Source: Statutory Annual Statements of the Sammons Financial Group member companies as filed with the National Association of Insurance Commissioners. 2. Source: North American Balance Sheet as of 12/31/2023. 3. Policy count, assets under management, per statutory basis, as of December 31, 2023.

Currently “A+” rated by:

A.M. Best (Superior)^{A,B} – (Second category out of 15)

Superior ability to meet ongoing obligations to policyholders

S&P Global Ratings (Strong)^{B,C} – (Fifth category out of 22)

Very strong financial security characteristics

Fitch Ratings (Stable)^D – (Fifth category out of 19)

A strong business profile, low financial leverage, very strong capitalization, and strong operating profitability supported by strong investment performance

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 policyholders. S&P Global Ratings is an independent, third-party rating firm that rates on the basis of financial strength. Ratings shown reflect the opinions of the rating agencies and are not implied warranties of the company’s ability to meet its financial obligations. The ratings above apply to North American’s financial strength and claims-paying ability. **A)** A.M. Best rating affirmed on **August 13, 2024**. For the latest rating, access [ambest.com](https://www.ambest.com). **B)** Awarded to North American Company for Life and Health Insurance® as part of Sammons® Financial Group Inc., which consists of Midland National® Life Insurance Company and North American Company for Life and Health Insurance®. **C)** S&P Global rating assigned Feb. 26, 2009 and affirmed on **May 22, 2024**. **D)** 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 access [fitchratings.com](https://www.fitchratings.com).

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Fixed index annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of premium due to market downturns or fluctuation. Although fixed index annuities guarantee no loss of premium due to market downturns, deductions from the accumulation value for optional benefit riders or strategy fees or charges associated with allocations to enhanced crediting methods could exceed interest credited to the accumulation value, which would result in loss of premium. They may not be appropriate for all clients. Interest credits to a fixed index annuity will not mirror the actual performance of the relevant index.

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The S&P 500® MARC 5% ER Index is managed to a volatility target, and as a result the index performance will not match the performance of any other index or the markets in general since volatility control tends to reduce both the rate of negative performance and positive performance of the underlying index, thereby creating more stabilized performance. This index has been in existence since Mar. 27, 2017. Ending values in years prior to inception are determined by S&P Dow Jones Indices LLC or its affiliates (“SPDJ”) using the same methodology as used currently.

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Note on Simulated Returns: The results obtained from “back-testing” should not be considered indicative of the actual results that might be obtained from an investment in the Index. The actual performance of the Index may vary significantly from the results obtained from back-testing. Unlike an actual performance record, simulated results are achieved by means of the retroactive application of a back-tested model itself designed with the benefit of hindsight and knowledge of factors that may have possibly affected its performance. North American provides no assurance or guarantee that any product linked to the Index will operate or would have operated in the past in a manner consistent with these materials. Calculation based on simulated performance is purely hypothetical and may not be an accurate or meaningful comparison. Past performance (actual or simulated) is not necessarily indicative of future results.

