



National Life  
Group®

# FIT Focus Growth

SINGLE PREMIUM INDEXED ANNUITY

5% Immediate  
Interest Credit  
to jump start  
your policy

Products issued by:

**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.

# Do You Have Retirement Peace of Mind?

Over the years, you have worked hard and sacrificed to build your retirement savings and now you are looking for the peace of mind that comes with knowing that your money will be there. But, how confident are you that your plans for retirement won't be cut short by:



## Market Volatility

Swings in the market dramatically impact some retirement strategies. As you near retirement you have less time to recover from an unforeseen downturn.



## Leaving a Legacy

Create generational wealth when life insurance is not an option.



## Taxes

Your tax liabilities can change as you transition into retirement.

You can be confident with a  
**FIT Focus Growth Annuity!**



A young boy with brown hair is blowing bubbles with a green wand. An older man with white hair, wearing a blue sweater, is looking at the bubbles with a smile. The scene is outdoors with trees in the background.

# FIT Focus Growth

Fixed Indexed  
Annuity

- Live with peace of mind knowing your money can't lose value due to market declines.<sup>1</sup>
- Optional Legacy Death Benefit Rider to create generational wealth.

<sup>1</sup> Assuming no withdrawals during the withdrawal charge period. Rider charges continue to be deducted regardless of whether interest is credited.



## Market Volatility

**Stock market volatility in early 2020 wiped out trillions of dollars of market value.**

From March 6–11, the stock market lost approximately \$6 trillion in wealth.<sup>2</sup> During that same period, not one penny of premium paid or interest earned was lost by our indexed annuity policyholders due to the market.

## Your Savings is Protected from Market Risk

The advantage of a Fixed Indexed Annuity (FIA) is that it gives you the potential to earn more interest than a traditional fixed annuity, or many other fixed interest saving options, by crediting interest based in part on the change in a market index without direct participation in the market.<sup>3</sup>

### Now that your savings is protected, how does it grow?

You have the option of having your interest credited based in part on the increase of an index or at a fixed rate. The indexes available are:

#### The 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.

#### 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.

<sup>2</sup> Market Insider March 12, 2020 - Stock Market Erased \$6 trillion in wealth last week.

<sup>3</sup> Indexed annuities do not directly participate in any stock or equity investments.



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

Your Financial Professional can provide you additional information on the indexes.

Indexed interest is calculated on an annual basis when the index is positive. It is calculated using the positive increase of the index subject to a cap rate and/or participation rate.<sup>4</sup>

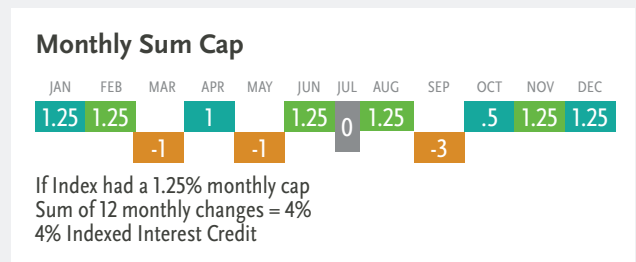
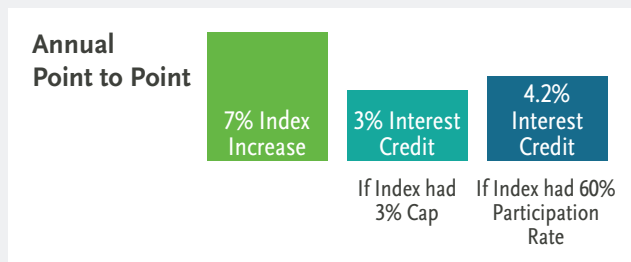
- Cap rate is the maximum index change used in the interest calculation.
- Participation rate is the percentage of the change of the index in which you are participating.

**There are two ways interest can be calculated:**

- Annual point to point method
  - Uses the index change over one year and applies either the cap or participation rate
- Monthly sum cap method
  - Uses the index change on a monthly basis to assign a number up to the monthly cap for that month (including negative numbers)
  - The 12 monthly changes are totaled at the end of the year to determine the interest credit

**Examples**

Interest credited to your account is locked in. If the index change is negative, you will never earn less than zero percent interest and you will not lose any of your premium paid or interest credited due to a negative change in the index.

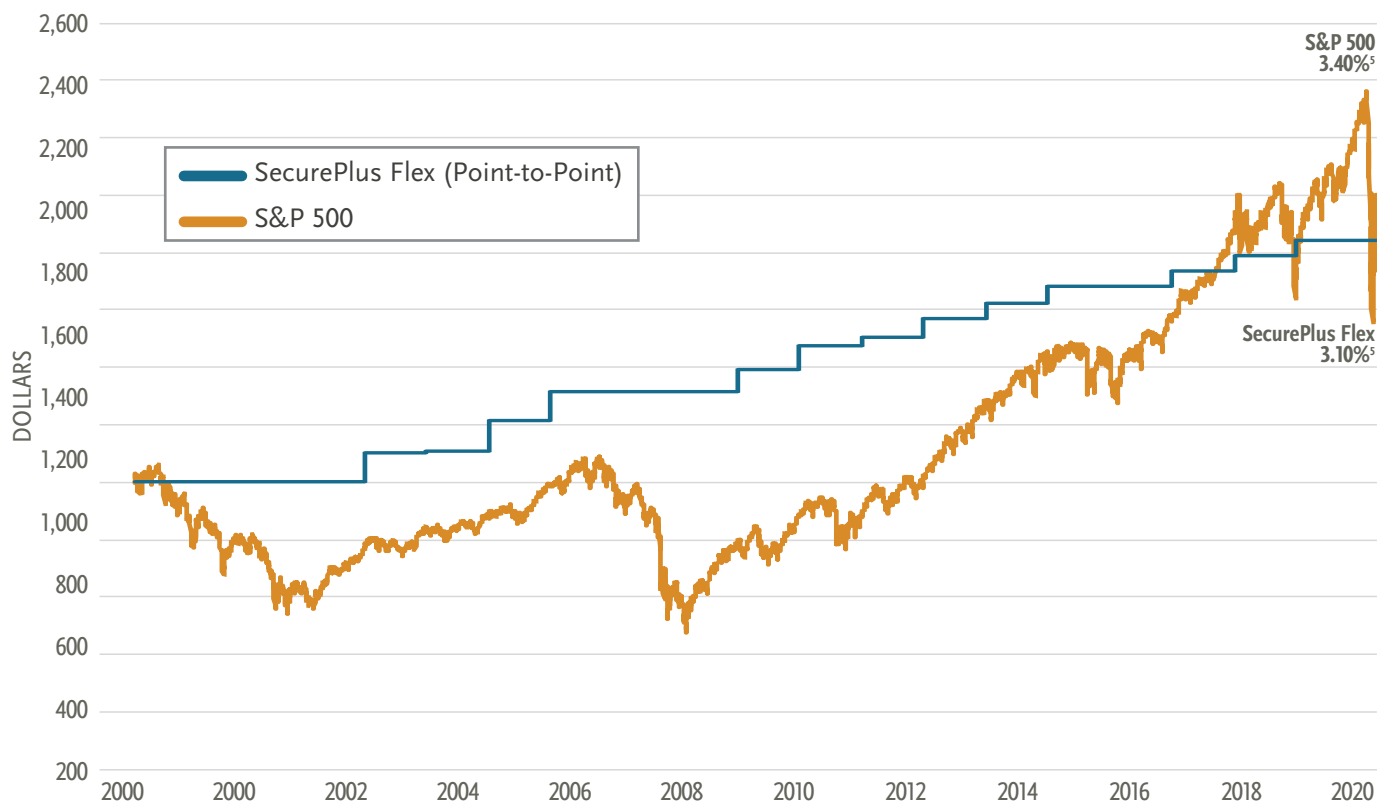


Hypothetical examples for illustrative purposes only – these do not represent the actual results of the product.

<sup>4</sup> Cap and participation rates may change from year to year. They are declared annually, at the beginning of each policy year.

# Proven Results<sup>5</sup>

## Indexed Annuities



### Retire on your terms – not when the Market dictates

- Your accumulation value can go up, but never go down.
- Long-term savers can experience growth over time.
- Downturns in the market will never reduce your value.

<sup>5</sup> The chart compares the 20-year accumulation of a fixed indexed annuity, a traditional fixed annuity, and the S&P 500. The fixed indexed annuity values are based on SecurePlus Flex, Form 7691. SecurePlus Flex is not available for new sales. The above illustration is reflective of a single premium payment on 4/22/00. The S&P 500 Index results are without dividends. The values are measured each year on 4/22. Past interest credited results are no indication or guarantee of future interest credits, and may not represent the interest crediting experience of our other fixed indexed annuities. \*Growth rates are annual effective rates. Guarantees are dependent upon 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.



## Leaving a Legacy

**While life insurance is the best way to provide a death benefit, it may not always be an option.**

For many, by the time they realize they need life insurance, they don't qualify or cannot afford the cost of a policy.

### Peace of Mind Comes from Knowing You Can Leave a Legacy

FIT Focus Growth's optional Legacy Death Benefit Rider allows you to provide a legacy that may be greater than the money in your policy. If elected, for an annual fee, the benefit is immediately available, with no medical requirement!

#### **How does the Legacy Death Benefit Rider work?**

It will create a Benefit Calculation Base on your policy that is used in determining the death benefit for your policy. On day one, the Benefit Calculation Base equals the money contributed to your policy plus the 5% Immediate Interest Credit. Thereafter, it grows annually at an 7.5% simple rate. The Benefit Calculation Base is used for death benefit determination only; it is not available for withdrawal.

Your beneficiary will have the following choices when they request your death benefit:

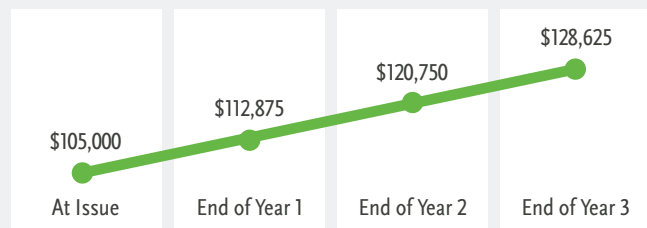
- Payments over five years – 100% of the Benefit Calculation Base is paid out
  - First payment made upon claim followed by five annual, 20 quarterly or 60 monthly equal payments
- Onetime payment – the greater of 80% of the Benefit Calculation Base or the accumulation value of the policy



## Meet Robert

He has \$100,000 that he does not plan on spending in retirement and wants to maximize the death benefit for his heirs. By adding the Legacy Death Benefit Rider here is what his heirs could receive.<sup>6</sup>

### Benefit Calculation Base



### Five year payout option at beginning of 4th year:

1st Payment at  
Death Claim  
**\$21,437**

Followed by  
Five Annual  
Payments of  
**\$21,437**

Total Payment  
to Beneficiary  
**\$128,625**

Or the beneficiary could have chosen the lump sum option that would have been the greater of 80% of the Benefit Calculation Base or Accumulation Value of the policy.

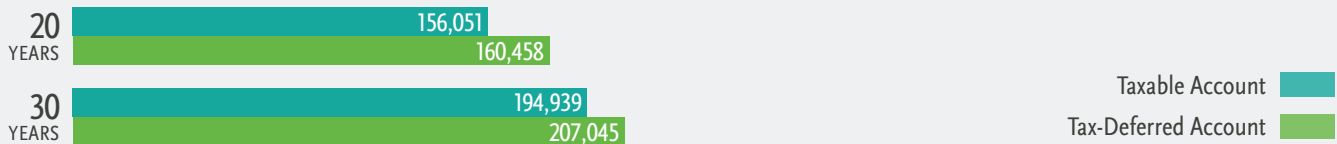
<sup>6</sup> There is a 1% annual fee for the Legacy Death Benefit Rider which will reduce the growth of the accumulation value.





## Taxes

### The Benefit of Tax Deferred Growth<sup>7</sup>



## Earn Interest and Grow Your Retirement Savings Tax Deferred

If your retirement savings were in a standard savings account, you would be required to pay income tax on any interest you earned each year. And chances are you are paying a higher tax rate on the interest now than you would if you were retired – cutting into your overall savings.

By putting your retirement savings into an annuity, like FIT Focus Growth, your money can earn interest and have the potential to grow your money tax deferred. When you are ready to begin regular withdrawals in retirement your tax bill may be reduced if you are in a lower tax bracket at that time.

### Additional Policy Benefits

#### Access Your Money

Beginning in the second policy year you may withdraw up to 10% of your accumulation value without a withdrawal charge or market value adjustment.<sup>8</sup>

#### Nursing Care Rider and Terminal Illness Rider

Beginning the second policy year, if you become confined to a nursing care facility or are diagnosed with a terminal illness, you may access a portion of your accumulation value without a withdrawal charge or market value adjustment.<sup>9</sup>

<sup>7</sup> Assumes \$100,000 growing at 3% interest and 25% tax bracket. This is a hypothetical example for illustrative purposes only and does not represent the actual results of any particular financial product.

<sup>8</sup> If permitted by the IRS. 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.

<sup>9</sup> See your policy for full details.

**#1**  
**PROVIDER**  
of Indexed  
Annuities in  
Employer Plans<sup>10</sup>

**Longest  
Standing  
Issuer**  
of Indexed  
Annuities<sup>11</sup>

## What makes National Life Group better?

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

In any economy, and even more so in a volatile economy, a safe and secure place to save for retirement is a critical component of every healthy financial portfolio. This concept is at the very core of everything we do.

When you work with National Life Group, you engage a company that specializes and continues to be a leader in offering excellent fixed indexed annuities that provide guarantees from loss of premiums paid and interest earned.

## Financial Strength Ratings

National Life Insurance Company and Life Insurance Company of the Southwest as of 12/1/2020.

**A (Excellent)**  
by A.M. Best  
Third highest out  
of 16 rankings

**A+ (Strong)**  
by Standard  
& Poor's Fifth  
highest out of 21  
rankings

**A2 (Good)**  
by Moody's  
Sixth highest out  
of 21 rankings

Ratings are subject to change.

## Keeping Our Promises

National Life is dedicated to responsible management of the policies we issue. We are proud of our performance and publish product crediting histories to back it up.

Our indexed annuity policyholders **HAVEN'T LOST A PENNY** of their Policy Value due to market conditions.

Stock market volatility in early 2020 wiped out trillions of dollars of market value: from March 6–11, the stock market lost approximately \$6 trillion in wealth.<sup>12</sup> During that same period, not one penny of premium paid or interest earned was lost by our indexed annuity policyholders due to the market. For decades, we have been a leader in financial solutions that have helped grow and protect the financial livelihoods of millions.

<sup>10</sup> LIMRA US Individual Annuity Industry Sales Report, 4Q2019

<sup>11</sup> Insurance News Net, FIAs at Age 20, 2015

<sup>12</sup> Market Insider March 12, 2020 - Stock Market Erased \$6 trillion in wealth last week.

## FIT Focus Growth Product and Rider Details

<b>Type</b>	Single premium deferred indexed annuity										
<b>Immediate Interest Credit</b>	5% applied to the accumulation value at issue										
<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 its accumulation value. <sup>13</sup>										
<b>Account Reallocation</b>	Allowed on each policy anniversary (with written notification to 15 days prior to anniversary)										
<b>Issue Age</b>	0-75										
<b>Minimum Premium</b>	\$50,000										
<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>Immediate Interest Credit Recapture</b>	Year	1	2	3	4	5	6	7	8	9	
	%	90%	80%	70%	60%	50%	40%	30%	20%	0%	
<b>Riders</b>	Nursing Care & Terminal Illness at no additional cost in approved states. Optional Legacy Death Benefit Rider at an annual charge (see below for rider details).										
<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 or Legacy Death Benefit it elected on policy.										
<b>Policy Issue Date</b>	Policy will be issued on the 7th, 14th, 21st, or 28th day of the month following or coincident with the date the single premium is paid										

<b>Rider Type</b>	<b>Legacy Death Benefit Rider</b>
<b>Roll up Rate</b>	7.5% simple
<b>Death Benefit Options</b>	100% of Benefit Calculation Base if paid out over 5 years Greater of 80% of the Benefit Calculation Base or death benefit prescribed by the policy
<b>Rider Cancellation</b>	Anytime
<b>Rider Charge</b>	1% of the Benefit Base deducted from Accumulation Value annually

<sup>13</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.

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FIT Focus Growth indexed annuity, form series 20710(0320), or state variation thereof, Guaranteed Lifetime Income Riders form series 20712(0320), or state variation thereof, Nursing Care Rider form series Form No. 7648, and Terminal Illness Rider form series Form No. 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.

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