

# Interest rates effective Sept. 15, 2020



## Performance Choice® 8 fixed index annuity

Minimum premium: \$20,000 qualified and non-qualified (\$50/month TSA salary reduction)

Fixed account rate	
8 year	
1.50%	

Participation rate (No Cap)		8 year
	S&P 500°	20%
Annual Point-to-Point with Participation Rate	S&P MARC 5% ER	60%
	NEW Fidelity Multifactor Yield Index 5% ER	60%
Two-year Point-to-Point with Participation Rate	S&P 500°	25%
	S&P MARC 5% ER	85%
	NEW Fidelity Multifactor Yield Index 5% ER	85%
Enhanced Participation Rate		8 year
NEW Annual Point-to-Point with enhanced Participation Rate	Fidelity Multifactor Yield Index 5% ER	105%
	strategy charge <sup>1</sup>	1.50%
NEW	Fidelity Multifactor Yield Index 5% ER	160%
Two-year Point-to-Point with enhanced Participation Rate	strategy charge <sup>1</sup>	1.50%
Index Margin (No Cap)	8 year	
Annual Point-to-Point with Index Margin	S&P 500° Low Volatility Daily Risk Control 5%	2.10%
Index Cap Rate		8 year
Monthly Point-to-Point with Index Cap Rate	S&P 500°	1.20%
Annual Point-to-Point with Index Cap Rate	S&P 500°	3.25%

The strategy fee is known as a Strategy Fee Annual Percentage in your Contract. The annual charge is multiplied by 2 for the Two-year crediting strategy.

The Performance Choice® is issued on base certificate/contract form LC/LS160A, NA1007A/ICC16-NA1007A.MVA or appropriate state variation including all applicable endorsements and riders by North American Company for Life and Health Insurance®, West Des Moines, IA. Product and features/options may not be available in all states or appropriate for all clients. See product materials and state availability chart for further details, specific features/options, and limitations by product and state.

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May Lose Value	Not Insured By Any Federal Government Agency	

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<sup>1.</sup> **Strategy charge:** In exchange for a strategy charge, the client unlocks greater upside potential through an enhanced participation rate. The strategy charge is deducted from the accumulation value at the end of each term\* and is guaranteed to stay the same for the life of the contract.

<sup>\*</sup>Strategy charges are considered a partial surrender and for purposes of the Return of Premium feature will reduce the Net Premium accordingly. The charge will be deducted at the time of a full surrender and at the time of a partial withdrawal that exceeds the penalty-free withdrawal amount.

# Annuity interest rates effective Sept. 15, 2020

### NORTH AMERICAN SA A Sammons Financial Company

### New business guidelines

#### Fixed index annuity products

Interest rates and interest credit factors ("rates") can change after we receive applications and before we receive the premiums. In order to qualify for a rate hold and to receive the more favorable rates, the following must occur:

- (1) rates will be based on the <u>application received date</u> (including Annuity e-App); and
- (2) the home office must have received the premium within 45 days of when the application is received. If the 45th day falls on a weekend or holiday, the premium must be received on the business day before the weekend or holiday.

#### Subsequent contract years

Rate hold only applies for the first contract year (or crediting period). In subsequent contract years, rates will be declared on the contract anniversary and will align with the effective date of the contract. These interest rates and interest credit factors are reflected on the annual statement.

#### Multi-year guarantee annuity (MYGA) products

Interest rates ("rates") can change after we receive applications and before we receive the premiums. In order to qualify for a rate hold and to receive the more favorable rates, the following must occur:

- (I) rates will be based on the **application signed date** (including Annuity e-App); and
- (2) the home office must have received the premium within 60 days of when the application is signed. If the 60th day falls on a weekend or holiday, the premium must be received on the business day before the weekend or holiday.

#### Subsequent contract years

Rate hold only applies for the first guarantee period. These interest rates and interest credit factors are reflected on the annual statement.

#### Disclosures

**Premium bonus:** Premium bonus may vary by annuity product, premium band and surrender charge period selected and may be subject to a (ABR) premium bonus recapture. Products that have premium bonuses may offer lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins than products that don't offer a (ABR) premium bonus. Over time and under certain scenarios the amount of the premium bonus may be offset by the lower credited interest rates, lower index cap rates, lower participation rates and/or greater index margins.

Surrender charge: A surrender during the surrender charge period could result in a loss of premium. Surrender charge structure may vary by state.

\*GLWB: GLWB bonus and GLWB stacking roll-up credit are not applied to the accumulation value, only to the GLWB value, which is used to determine the lifetime payment amount. The GLWB value is not available for withdrawal, surrender or as a death benefit. There is no GLWB stacking roll-up credit in years when a withdrawal is taken or lifetime income payments have been elected. GLWB stacking roll-up credit is available if a required minimum distribution (RMD) is required.

**Index accounts:** Crediting methods such as index cap rates, participation rates, and index margins apply to index accounts only; not to the fixed account. Crediting methods and indexes are not available on all products or in all states.

The "S&P 500", "S&P Multi-Asset Risk Control 5% Excess Return Index", "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility Daily Risk Control 5% Index "S&P 500" Low Volatility D

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