Since 1886

# Builder IUL7 - Cash Value Accumulation Test A Universal Life Insurance Policy Illustration 

Prepared for:

## Valued Client

Presented by:
North American Company North American Company

525 W. Van Buren
Chicago, IL 60607
312-648-7600

THIS IS AN ILLUSTRATION ONLY. AN ILLUSTRATION IS NOT INTENDED TO PREDICT ACTUAL PERFORMANCE. INTEREST RATES, DIVIDENDS AND VALUES SET FORTH IN THE ILLUSTRATION ARE NOT GUARANTEED, EXCEPT FOR THOSE ITEMS CLEARLY LABELED GUARANTEED.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.52

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

## EXPLANATION OF POLICY ILLUSTRATION

## Plan Description

Builder IUL7 is a universal life product with indexed features, issued on form series LS172, that provides a death benefit upon the death of the insured person and also offers the potential to earn tax-deferred interest based on the performance of one or more stock market Indices. It has a no lapse guarantee period of 20 years subject to the payment of a minimum premium. Refer to the "Minimum Premium" section of this illustration for details.

In this policy, you can allocate premiums to an account that offers a fixed interest rate (the "Fixed Account"), and/or an account that offers an interest rate based on the performance of a combination of the following indices and one of the Index Crediting Methods (Index Selection):

Indices:

1. The Standard \& Poor's $500 ®$ Composite Stock Price Index (S\&P 500®)
2. The Uncapped Standard \& Poor's 500® Composite Stock Price Index (Uncapped S\&P 500®)
3. The Standard \& Poor's MidCap $400 ®$ Composite Stock Price Index (S\&P MidCap 400®)
4. The Dow Jones Industrial Average(sm) Composite Stock Price Index (DJIA(sm))
5. The NASDAQ-100® Stock Price Index (NASDAQ-100®)
6. The EURO STOXX $50 ®$ (EURO STOXX 50®)
7. Multi-Index Group
8. The Russell 2000® Composite Stock Price Index (Russell 2000®)

Index Crediting Methods:

1. Daily Averaging (available with S\&P 500®, DJIA(sm), S\&P MidCap 400®, Russell 2000®)
2. Monthly Point-to-Point (available with S\&P 500®)
3. Annual Point to Point (available with S\&P 500®, Uncapped S\&P 500®, DJIA(sm), NASDAQ-100®, S\&P MidCap 400®, Russell 2000® and EURO STOXX 50®)
4. Multi-Index Annual Point-to-Point (Multi-Index Group)

If you choose to allocate premiums to an Index Selection(s), it is important that you understand that:

- the interest credited to the policy's Account Value will depend on the performance of the Index(es) you select and will never be ess than zero;
- the premiums are not invested in any stocks, bonds or equity investments;
- the Index performance does not include dividends;
- the allocation does not represent an investment by you in any Index or stock market.


## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

## EXPLANATION OF POLICY ILLUSTRATION (CONT.)

Builder IUL7 allows you to choose, at policy issue, one of two tests that will determine the policy's qualifying status as a life insurance contract. One is the Guideline Premium Test, and the other is the Cash Value Accumulation Test. For this illustration, you have chosen the Cash Value Accumulation Test, and it is explained in the "Cash Value Accumulation Test" section of this narrative. The test chosen at policy issue will be used for the duration of your life insurance policy. It cannot be changed after issue.

## Important Facts About This Illustration

This illustration shows you how your universal life insurance policy works based on the information shown in the "Prepared for:" section at the top of the page, your chosen premium allocations that are described separately in this narrative explanation, and any loans, withdrawals and other policy changes assumed in this illustration. It is only an example. Your policy will not work exactly as it is shown in this document because the actual values in your policy will vary based on:

- the amount of the premium payments you make;
- when you make the premium payments;
- the actual cost of insurance;
- actual policy expenses;
- loans, withdrawals and other policy changes not shown in this illustration;
- the actual rate at which interest is credited to your policy.

We guarantee that we will credit interest on the unloaned portion of (a) the policy's Fixed Account Value at an annual rate of at least $3.0 \%$, and (b) the policy's Index Account Value at a rate not less than 0\%. The actual rate at which interest is credited to the Fixed Account Value may vary from time to time and will be determined at our sole discretion, subject to the guaranteed interest rate of $3.0 \%$. We have considered various factors in setting the current interest rate for the Fixed Account, including yields obtained on our investments. Those factors may vary from time to time, and there is no assurance that any interest will be credited to the Fixed Account Value in the future at a rate in excess of the policy's guaranteed interest rate for the Fixed Account. The actual rate at which interest is credited to the Index Account Value can vary depending on the performance of the index(es) you select, but will not be less than 0\%. More information on the Fixed Account Value and Index Account Value can be found under the caption "Account Value".

This policy offers two Policy Loan Options. You may choose either a Variable Interest Policy Loan or a Standard Policy Loan at the time you request a loan, subject to availability. Note that if your policy has an outstanding loan at the time of your request for a new loan, the new loan must be the same Policy Loan Option as your outstanding loan. If this illustration assumes that a policy loan is made, then the rates at which interest will be credited on loaned amounts are shown in the section appearing later in this narrative that describes the loan option you selected.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

## EXPLANATION OF POLICY ILLUSTRATION (CONT.)

Please be aware that any changes to your Policy, including but not limited to planned premium amount, premium mode, premium duration or death benefit amount, do not happen automatically and must be requested by the Owner (regardless of whether those changes are reflected in this illustration). Please contact your agent or North American Company for information regarding changes to your policy.

This illustration is not a contract. If there are any differences between this document and your insurance policy, your policy will take precedence.

This illustration is based on a reasonable interpretation of current income tax laws, and we do not guarantee the tax treatment of any policy. We recommend that you consult a tax advisor about your personal circumstances.

## Guaranteed Elements of the Policy

In this illustration, we show you how your policy would work if we charged you the maximum amount for your cost of insurance and policy expenses (such as administrative expenses), and credited the minimum guaranteed interest rate for the Fixed Account of $3.00 \%$ in all years. These guaranteed elements are reflected in the "Guaranteed" columns of the Tabular Detail pages.

Non-Guaranteed Elements of the Policy We also show you how your policy would work if the cost of insurance and policy expenses were the same as today's rates (which are lower than the maximum amount we could charge you in some or all years), and the interest rates for the Fixed Account and/or Index Selections to which you chose to allocate your premium payments remain the same in all years. The interest rate(s) used is based on your premium allocation selection(s).

To illustrate how interest rates can affect the performance of the policy, this illustration provides two different non-guaranteed scenarios: Non-Guaranteed Alternate and Non-Guaranteed. The Non-Guaranteed scenario shows the values based on the nonguaranteed costs, expenses, and interest rates for the premium allocations you selected. The Non-Guaranteed Alternate scenario uses interest rates that are lower than the Non-Guaranteed rates, subject to the guaranteed minimum crediting rates of $0 \%$ for money in the Index Selections and $3.00 \%$ for money in the Fixed Account. The Non-Guaranteed Alternate and NonGuaranteed interest rates are shown on the Tabular Details pages. The premium payments, distributions, and non-guaranteed mortality and expense assumptions are the same between the two scenarios. Policy changes are also the same, except when a death benefit option change from an increasing option to a level option is illustrated. In that case, the resulting amount of the increase to the specified amount is different in each scenario. We do not guarantee these values, and they are shown in the "Non-Guaranteed" columns of the Tabular Detail pages.

The rates, costs and expenses assumed in computing the non-guaranteed values are subject to change by North American. This illustration assumes that the currently illustrated elements for both Non-Guaranteed Alternate and Non-Guaranteed scenarios will continue unchanged for all years shown. This is not likely to occur, and actual results may be more or less favorable.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.52

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

## EXPLANATION OF POLICY ILLUSTRATION (CONT.)

## Interest Bonus on the Fixed Account

## Index Bonus on the Index Account

## Minimum Premium

## Premium Outlay

## Cash Value Accumulation Test

After the $10^{\text {th }}$ policy anniversary, we will credit a conditionally guaranteed interest bonus of $0.75 \%$ to your policy's Fixed Account value each year if we declare a current interest rate that is higher than the guaranteed interest rate. The Interest Bonus percentage is subject to change; however, once a policy is issued, the percentage will not change.

After the $10^{\text {th }}$ policy anniversary, we will add a guaranteed interest bonus of $0.75 \%$ to the interest rate used to calculate the Index Credit. This bonus is reflected in the values shown on the Tabular Detail pages of this illustration.

The minimum premium payment that will guarantee that this policy will stay in force for the no lapse guarantee period of 20 years is $\$ 1,161.00$ annually. This premium assumes that there are no policy changes during the no lapse guarantee period. Policy changes such as increasing or decreasing the death benefit, changing the death benefit option or adding or removing a rider will change the minimum premium that is required to maintain this guarantee

The premium amount that appears in any given year on the Tabular Detail pages is the sum of the payments you plan to make each year. Based on the payment frequency you selected for this illustration, the Monthly EFT premium for the first year is $\$ 888.52$. This illustration assumes that all scheduled premium payments are received on the first day of each payment frequency period

You have chosen to use the Cash Value Accumulation Test to determine the qualifying status of your policy as a life insurance contract. If at any time the Account or Surrender Value is greater than the amount required under the Cash Value Accumulation Test of Section 7702 of the Internal Revenue Code, the policy's death benefit may be automatically increased to qualify your policy as life insurance.

For this illustration, the Monthly EFT premium that must be paid to guarantee coverage for the duration of your policy is $\$ 948.51$. The calculation of this premium is based on the following assumptions:

- all premiums are allocated to the Fixed Account;
- guaranteed interest rate, guaranteed mortality charges and guaranteed expenses;
- premiums are paid in all years to age 100, regardless of the premium payment pattern shown in the Tabular Detail pages, to
generate at least $\$ 1.00$ of Surrender Value at age 120;
- pour-ins and 1035 exchange amounts, if any, are not included;
- policy changes, withdrawals, and loans are not included. Any of these transactions combined with the calculated premium
may cause the policy to lapse prior to age 120 on a guaranteed basis.
- riders and ratings, if illustrated, are included.


## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

## EXPLANATION OF POLICY ILLUSTRATION (CONT.)

## Modified Endowment Contract

## Proposal Values

## Life Insurance Benefit

## Underwriting Class

Contract. MEC premiums are computed according to Internal Revenue Code guidelines.

According to the Internal Revenue Code, a life insurance policy is considered a Modified Endowment Contract ("MEC"), and loses certain tax advantages, if the accumulated premiums paid at any time during the first 7 policy years exceed the sum of the MEC premium of $\$ 10,662.26$ for the same period. Also, if you are exchanging a modified endowment contract for a new life insurance policy, the new policy will automatically be a modified endowment contract regardless of the amount of premiums paid.

Policy values and death benefits shown are end-of-year values.
The initial death benefit is: $\$ 500,000$
The increasing death benefit illustrated is the amount payable to the named beneficiary at the death of the insured while this policy is in force. The death benefit is the greater of the initial death benefit plus the account value in the policy, or the account value multiplied by the corridor percentage shown in the Schedule of Policy Benefits. The actual amount payable may be lower if you reduce your death benefit, take a policy loan or make a withdrawal. It may be higher if you increase your death benefit.

If you would like to see an illustration for a death benefit amount other than what is shown here, please discuss it with your North American representative.

The underwriting class used in this illustration is Super Preferred Non-Tobacco. Actual premiums for the proposed insurance coverage will ultimately depend on the outcome of the underwriting process and may vary from this illustration. If so, you will receive a revised illustration with your insurance contract.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.52

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

## EXPLANATION OF POLICY ILLUSTRATION (CONT.)

## Account Value

## Minimum Account Value

This policy's Account Value is the sum of the Fixed Account Value and the Index Account Value:

- Fixed Account Value - is equal to the total premiums and/or transfers that you allocate to the Fixed Account, minus policy charges and expenses, minus the cost of any additional insurance or benefits, minus any withdrawals. The Fixed Account Value is credited with the company's currently declared, non-guaranteed interest rate. That rate, along with any assumed rate you chose to use for the calculation of the non-guaranteed Fixed Account Value in this illustration, is defined in the Numeric Summary.
- Index Account Value - is the total value of all individual Index Segments for all Index Selections. It is equal to the total premiums and/or transfers allocated to the Index Selections, minus policy charges and expenses, minus the cost of any additional insurance or benefits, minus any withdrawals, plus any Index Credits. The Index Credit is based on the performance of the Index(es) you select. For this illustration, the Index Account Value is credited with the non-guaranteed rate(s) for Index Selections as defined in the Numeric Summary.

Refer to the "lllustrated Rate for Index Selections" section of this policy explanation for more information about determining the illustrated rate for Index Selections.

Because this is a flexible premium policy, you have the option to stop or reduce premium payments for a period of time. Even if this illustration shows premium payments for just one year or several years only, North American will continue to deduct the cost of insurance and policy expenses from your policy's Account Value each month. Depending on actual results, you may need to continue or resume premium outlays. If at any time the Surrender Value is not sufficient to cover the monthly charges and expenses, and absent an applicable no lapse guarantee, you would have to make sufficient premium payments to cover the charges and expenses in order to continue coverage.

This policy has a Minimum Account Value that is calculated monthly using a $3.00 \%$ guaranteed average annual interest rate and assumes that all premiums are allocated to the Fixed Account. If the Account Value is being calculated due to any termination of the policy, including lapse, death, surrender or maturity, the amount in your policy's Account Value will be at least as large as the Minimum Account Value.

At the end of policy year eight and every eight years thereafter on the policy anniversary, the Account Value will be compared to the Minimum Account Value. If the Minimum Account Value is larger than the Account Value at those times, the Account Value will be increased to equal the Minimum Account Value. If the Minimum Account Value is not larger than the Account Value, neither one will be adjusted.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco

## Surrender Value

## EXPLANATION OF POLICY ILLUSTRATION (CONT.)

In this illustration, the value displayed for any year in the non-guaranteed "Account Value" column on the Tabular Detail pages is the greater of the Account Value or the Minimum Account Value, based on the premium allocations and interest rates you chose to illustrate. If the Minimum Account Value is used in any year, it will be identified as such on the Tabular Detail, and the nonguaranteed Surrender Value and Death Benefit amounts for that same year are based on the Minimum Account Value. In that event, it is important to note that the Surrender Value shown reflects the amount that is available due to termination of the policy, including lapse, death, surrender or maturity. It is not the amount that would be available for loans or withdrawals.

The Surrender Value is the amount you receive if you cancel your policy. Your Surrender Value is equal to:

- your account value;
- minus any outstanding policy loans and loan interest;
- minus surrender charges.

The surrender charge reduces to zero at the end of 15 years.
Processing Changes at Age 100
The maturity date for your policy is the policy anniversary when you are age 120. If your policy's Account Value, less policy debt, is positive at age 100, death benefit coverage will continue to age 120 unless the accrued value of any outstanding loan causes the policy to lapse prior to age 120. Certain changes will occur for the years beyond age 100:

- No mortality or expense charges will be deducted, and no further premium payments will be accepted.
- The Fixed Account Value will continue to be credited with the current Fixed Account interest rate.
- The Index Account Value will continue to earn Index Credit.
- Loan repayments will be accepted, and loan interest will continue to accrue.
- No rider charges will be assessed.

Accelerated Death Benefit Endorsement This endorsement allows the policy owner to access a portion of the policy's death benefit if you are diagnosed with a terminal, chronic or critical illness. We must receive due proof that you are terminally, chronically or critically ill as defined in the endorsement before an accelerated payment will be made. Accelerated benefits can only be elected under one of these conditions at any given time. The maximum death benefit we will accelerate on the policy is $\$ 1,000,000$.

If you are diagnosed with a terminal illness, the minimum benefit is the smaller of $10 \%$ of the death benefit on the election date or $\$ 100,000$. The maximum benefit is the smaller of $75 \%$ of the death benefit on the election date or $\$ 750,000$. Only one election can be made for terminal illness.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco

## EXPLANATION OF POLICY ILLUSTRATION (CONT.)

If you are diagnosed as chronically ill, the minimum benefit amount that can be accessed at each election, except the final election, is the smaller of $5 \%$ of the policy's death benefit on the initial election date or $\$ 50,000$. The maximum benefit at each election is the smaller of $24 \%$ of the death benefit on the initial election date or $\$ 240,000$. The maximum benefit may be smaller for a final election. A chronic illness election is effective for 12 months starting from the election date, and only one election can be made in that 12-month period.

If you are diagnosed as critically ill, the minimum benefit amount that can be accessed at each election is $\$ 2,500$. The maximum benefit at each election is the smaller of $25 \%$ of the policy's death benefit at the time of election or $\$ 50,000$.

This endorsement is automatically issued with your policy if all of the following qualifications are met:

- Your age at policy issue is 75 or less.
- If the standard cost of insurance rates are increased, the increase cannot exceed $50 \%$ for the life of the policy.
- You are not assessed with a flat extra premium of any amount for medical reasons.

If all of the above qualifications are not met, your policy will be issued with either the Accelerated Death Benefit Endorsement for terminal and chronic illness, or the Accelerated Death Benefit Endorsement for terminal illness. In addition, note that if you are converting a North American term policy to this universal life plan, the chronic illness benefit is only available if requested by you and evidence of insurability is provided.

There is no additional premium to have this endorsement as part of your policy, but there is an administrative fee when an Accelerated Death Benefit payment is made for either the terminal illness or chronic illness benefit. Since this benefit is paid prior to death, the payment received will be discounted and will be less than the death benefit accelerated. An accelerated payment will reduce the policy's death benefit and policy values, which include, but are not limited to, the account value, cash surrender value and loan value.

Benefits and limitations may vary by state. Refer to the Accelerated Death Benefit Endorsement form for additional details regarding this benefit.

The Protected Death Benefit provision is automatically included in your policy at issue. There is no additional premium to have this benefit as part of your policy, but there are charges associated with the benefit once it is elected.

If you elect the Protected Death Benefit, it guarantees that the policy will remain in effect and that the death benefit, less any policy debt at the insured's death, will at least be equal to the Protected Death Benefit Amount you specify at the time that you exercise this benefit. The minimum benefit amount is $\$ 25,000$. The Protected Death Benefit does not guarantee that other riders that are attached to the policy will remain in effect.

This is an illustration and not a contract, and is not complete without all pages.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

## EXPLANATION OF POLICY ILLUSTRATION (CONT.)

The earliest that you may elect this benefit is when the policy has been in force for at least 15 policy years and the insured's policy age is at least age 65. You may elect the benefit by sending us written notice on or after the date these conditions are met. The portion of the policy's Account Value that is required to maintain this benefit must be allocated to the Fixed Account. The Protected Death Benefit cannot be elected if the Overloan Protection Benefit is in effect. Other requirements may also apply. Refer to the policy form for benefit availability conditions and other details.

## Overloan Protection Benefit

The Overloan Protection Benefit is automatically included in your policy at issue. If elected, this benefit guarantees that the policy will not lapse due to loans you have taken from the policy, provided that the policy is not terminated due to surrender and the policyowner does not take policy loans or withdrawals during the Overloan Protection Period. When this benefit is exercised, the Specified Amount of insurance may be reduced.

The policyowner may exercise this benefit via written notice to us, provided that the following conditions are met:

- The policy has been in effect for at least 15 policy years; and
- The insured's policy age is at least age 65 ; and
- Withdrawals of all premium have been made; and
- Policy debt does not exceed the Overloan Election Amount.
- The Protected Death Benefit is not in effect.

The Overloan Election Amount is defined as:

- $89 \%$ of the policy's Account Value for policy ages greater than or equal to age 65 , but less than or equal to age 74 ;
- $\quad 93 \%$ of the Account Value for policy ages that are greater than or equal to age 75 .

Other requirements may also apply. Refer to the policy form for benefit availability and other details.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco

## Index Definitions

The following are definitions of various terms that are used throughout this illustration in connection with the available Indices.

## Index

A published numerical value used to measure the performance of a group of stocks and/or bonds. The available Indices for this policy are: S\&P $500 ®$, Uncapped $S \& P 500 ®$, S\&P MidCap 400®, DJIA(sm), NASDAQ-100®, EURO STOXX 50®, Multi-Index Group, and Russell 2000 .

## Index Period

The period of time during which an Index Credit is calculated. An Index Period begins on the date an Index Segment is created. This policy uses a 12 consecutive month period. At the end of an Index Period, a new Index Period will begin, and any values in the Index Segment will remain in the same Index Segment.

## Index Cap Rate

The maximum interest rate that is used in the calculation of the Index Credit. The Index Cap Rate will be declared for each Index Segment in advance of each Index Period. It will never be less than the Minimum Index Cap Rate shown in the policy.

## Index Floor Rate

The minimum interest rate that is used in the calculation of the Index Credit. The Index Floor Rate is declared for each Index Segment in advance of each Index Period, and is guaranteed to never be less than 0\%.

## Index Crediting Method

The method used to calculate the Index change. This policy offers four Index Crediting Methods as described below. For each method, the change in the Index value, if any, is subject to the Index Participation Rate, Index Cap Rate and Index Floor Rate.

## - Daily Averaging

When this method is chosen, the Index change is determined by calculating the difference between the Index value on the first day of the Index Period and the average Index value throughout the Index Period. The Index Credits, if any, are credited and locked in at the end of the Index Period.

## - Annual Point-to-Point

When this method is chosen, the Index change is determined by comparing the Index value at the beginning of the Index Period and the Index value at the end of the Index Period. The amount credited to the policy will depend on the change in the Index value at the end of the Index Period (all intermediate values are ignored). The Index Credits, if any, are credited and locked in at the end of the Index Period.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

- Monthly Point-to-Point

When this method is chosen, the Index change is determined by looking at the Index value on each Monthly Index Date throughout the Index Period. At each Monthly Index Date, the Monthly Index Return is calculated and is limited by the current Monthly Index Cap Rate. The Monthly Point-to-Point crediting method does not use a monthly floor rate, but there is still an annual floor rate of $0 \%$. The amount credited to the policy will depend on the sum of the 12 Monthly Index Returns during the Index Period. The Index Credits, if any, are credited and locked in at the end of the Index Period.

- Multi-Index Annual Point-to-Point

When this method is chosen, the index credit is determined by calculating a Multi-Index change between the first day of the Index Period and the last day of the Index Period. The Multi-Index change uses the following three indices: S\&P $500 ®$, EURO STOXX $50 ®$ and Russell 2000®. The annual point-to-point Index growth from each of the three individual indices derives the Multi-Index change. $50 \%$ of the best performing index growth plus $30 \%$ of the second best performing Index growth plus $20 \%$ of the third best performing Index growth equals the Multi-Index change. The Multi-Index change is subject to the Index Cap Rate and any earnings are credited and locked in at the end of the 12 month Index Period. The rate credited will never be less than zero percent.

## Index Selection

The combination of an Index and an Index Crediting Method.

## Index Segment

An account that earns an Index Credit based on an Index Selection. An Index Segment is created on each date when a premium payment (net of the premium load) or a transfer is allocated to an Index Selection. An Index Segment will end when its value reaches zero. The policy may contain multiple Index Segments at one time. For example, if the payment mode is monthly, the policy could have a minimum of 12 Index Segments.

## Index Credit

The actual amount credited to an Index Segment. The Index Credit is calculated and added to an Index Segment at the end of an Index Period. No Index Credit will be given if an Index Segment ends before the end of the Index Period.

## Index Participation Rate

The portion of the Index change that is in the calculation of the Index Credit. The Index Participation Rate will be declared for each Index Segment in advance of each Index Period, but it will never be less than the Minimum Index Participation Rate shown in your policy.

## Monthly Index Date

The Monthly Index Date is the same day of the month as the date on which the Index Segment was created.

## Monthly Index Return

The Monthly Index Return is based on the percentage increase or decrease in the Index. See the policy for more details.

## Builder IUL7 - Cash Value Accumulation Test

A Universal Life Insurance Policy Illustration

Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.52

1035: \$0.00 (Month 1 )
Rating: None

## Illustrated Rate for Index Selections

The chart on the following page shows historical returns for the various Index Selections that are available, based on the current Index Cap Rate, Index Floor Rate and Index Participation Rate for each Index Selection as shown in the "Index Selections and Initial Premium Allocation" section of this illustration. Also shown is the Maximum Illustrated Rate that can be used in this illustration for each of the available Index Selections, and it is equal to that Index's 30 Year Average Rate of Return. For those indices without 30 years of historical data, the Maximum Illustrated Rate is equal to the Average Rate of Return since the inception of the index. These calculations assume that premium is paid on each business day of the year. The Rate of Return can vary significantly for individual business days. If you allocate premium payments to more than one Index Selection, the Maximum Illustrated Rate that is used will be a weighted average of each of the Maximum Illustrated Rates for the indices you chose, taking into account the percentage of premium you allocated to each Index. Those percentage allocations are shown in the "Index Selections and Initial Premium Allocation" section of this illustration. The Maximum Illustrated Rate is not an expected rate for any given year. It is an average based on past performance and is not intended to predict future performance.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

When premium payments are allocated to one or more Index Selections, the amount credited to your policy will depend on the actual change in the selected Index. The actual credited rate for any given year will almost certainly be different from the illustrated rate, as it is not possible to know in advance what the actual credited rate will be.

| Index Selection | Index | Index Crediting Method | 5 Year | 10 Year | $\begin{aligned} & \text { Average I } \\ & 20 \text { Year } \end{aligned}$ | of Return 25 Year | 30 Year | 40 Year | Maximum Illustrated Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | S\&P 500® | Annual Point-to-Point | 6.00\% | 7.40\% | 7.80\% | 7.80\% | 8.30\% | 7.50\% | 8.30\% |
| 2 | S\&P 500® | Monthly Point-to-Point | 5.20\% | 6.80\% | 7.90\% | 7.60\% | 8.30\% | 7.00\% | 8.30\% |
| 3 | S\&P 500® | Daily Averaging | 5.50\% | 5.50\% | 6.20\% | 6.10\% | 6.90\% | 6.20\% | 6.90\% |
| 4 | DJIA(sm) | Annual Point-to-Point | 6.10\% | 6.60\% | 7.10\% | 7.20\% | 7.60\% | 6.70\% | 7.60\% |
| 5 | DJIA(sm) | Daily Averaging | 5.30\% | 5.10\% | 6.00\% | 6.00\% | 6.90\% | 6.00\% | 6.90\% |
| 6 | NASDAQ-100® | Annual Point-to-Point | 6.60\% | 6.80\% | 7.10\% | 7.10\% | NA | NA | 7.20\% ${ }^{1}$ |
| 7 | S\&P MidCap 400® | Annual Point-to-Point | 5.00\% | 6.80\% | 7.10\% | 7.20\% | 7.30\% | NA | 7.30\% |
| 8 | S\&P MidCap 400® | Daily Averaging | 6.10\% | 6.20\% | 6.10\% | 6.20\% | 6.70\% | NA | 6.70\% |
| 9 | Russell 2000® | Annual Point-to-Point | 4.80\% | 6.40\% | 6.30\% | 6.20\% | 6.50\% | NA | 6.50\% |
| 10 | Russell 2000® | Daily Averaging | 5.60\% | 6.20\% | 5.70\% | 5.70\% | 6.30\% | NA | 6.30\% |
| 11 | EURO STOXX 50® | Annual Point-to-Point | 3.10\% | 6.00\% | 7.00\% | 6.80\% | NA | NA | 6.80\% ${ }^{2}$ |
| 12 | Uncapped S\&P 500® | Annual Point-to-Point | 5.30\% | 5.70\% | 6.80\% | 6.70\% | 7.50\% | 6.60\% | 7.50\% |
| 13 | Multi-Index Group | Multi-Index Annual Point-to-Point | 4.50\% | 6.50\% | 7.00\% | 6.90\% | NA | NA | 6.90\% ${ }^{3}$ |

The Average Rate of Return uses the current Index Cap Rate, Index Participation Rate and Index Floor Rate and assumes money is deposited on each business day of the year.
${ }^{1}$ History of NASDAQ-100® is only available since 1985, and the Maximum Illustrated Rate is based on the Average Rate of Return since that time.
${ }^{2}$ History of EURO STOXX $50 ®$ is only available since 1987, and the Maximum Illustrated Rate is based on the Average Rate of Return since that time.
${ }^{3}$ History of Multi-Index Group is only available since 1987, and the Maximum Illustrated Rate is based on the Average Rate of Return since that time.
Past performance does not predict the future performance of any index.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

## Index Selections and Initial Premium Allocation

The chart below shows the current and minimum Index Cap Rate, Index Floor Rate, and Index Participation Rate for each available Index Selection. The current rates are subject to change. It also shows the percentage of your premium outlay that you have chosen to allocate, on this illustration, to each Index Selection and the Fixed Account.

| Index Selection | Index | Index Crediting Method | Minimum Index Par Rate | Current Index Par Rate | Minimum Index Cap Rate | $\begin{array}{r} \text { Current } \\ \text { Index } \\ \text { Cap Rate } \\ \hline \end{array}$ | Minimum Index Floor | Current Index Floor | Initial Premium Allocation |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | S\&P 500® | Annual Point-to-Point | 100\% | 100\% | 4\% | 13.5\% | 0\% | 0\% | 100\% |
| 2 | S\&P 500® | Monthly Point-to-Point | 100\% | 100\% | 1.25\% | 4.25\% | 0\% | 0\% | 0\% |
| 3 | S\&P 500® | Daily Averaging | 40\% | 102.5\% | None | None | 0\% | 0\% | 0\% |
| 4 | DJIA(sm) | Annual Point-to-Point | 100\% | 100\% | 4\% | 12.5\% | 0\% | 0\% | 0\% |
| 5 | DJIA(sm) | Daily Averaging | 40\% | 102.5\% | None | None | 0\% | 0\% | 0\% |
| 6 | NASDAQ-100® | Annual Point-to-Point | 100\% | 100\% | 3\% | 10.5\% | 0\% | 0\% | 0\% |
| 7 | S\&P MidCap 400® | Annual Point-to-Point | 100\% | 100\% | 3\% | 10.5\% | 0\% | 0\% | 0\% |
| 8 | S\&P MidCap 400® | Daily Averaging | 30\% | 82.5\% | None | None | 0\% | 0\% | 0\% |
| 9 | Russell 2000® | Annual Point-to-Point | 100\% | 100\% | 3\% | 10.5\% | 0\% | 0\% | 0\% |
| 10 | Russell 2000® | Daily Averaging | 30\% | 82.5\% | None | None | 0\% | 0\% | 0\% |
| 11 | EURO STOXX 50® | Annual Point-to-Point | 100\% | 100\% | 3\% | 12.5\% | 0\% | 0\% | 0\% |
| 12 | Uncapped S\&P 500® | Annual Point-to-Point | 10\% | 57.5\% | None | None | 0\% | 0\% | 0\% |
| 13 | Multi-Index Group | Multi-Index Annual Point-to-Point | 100\% | 100\% | 3\% | 10.5\% | 0\% | 0\% | 0\% |

Fixed Account Premium Allocation

This illustration assumes that the premium allocation percentages shown above are used for the life of the policy. However, you may change the percentage allocation of future premium payments at any time while the policy is in force.
"Standard \& Poor's®", "S\&P®", "S\&P 500®", "Standard \& Poor's 500" and "500" are trademarks of The McGraw-Hill Companies, Inc. and have been licensed for use by North American Company for Life and Health Insurance.
"S\&P MidCap 400®", "Standard \& Poor's MidCap 400®" are trademarks of The McGraw-Hill Companies, Inc. and have been licensed for use by North American Company for Life and Health Insurance. This product is not sponsored, endorsed, sold or promoted by Standard \& Poor's $®$ and Standard \& Poor's $®$ makes no representation regarding the advisability of purchasing this product.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.52

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

The Dow Jones Industrial Average(SM) is a product of Dow Jones Indexes, the marketing name and a licensed trademark of CME Group Index Services LLC ("CME Indexes"), and has been licensed for use. "Dow Jones®", "Dow Jones Industrial Average(SM)", "DJIASM" and "Dow Jones Indexes" are service marks of Dow Jones Trademark Holdings, LLC ("Dow Jones"), have been licensed to CME Indexes and sublicensed for use for certain purposes by North American Company for Life and Health Insurance. North American's Indexed Universal Life Insurance products, based on the Dow Jones Industrial Average(SM), are not sponsored, endorsed, sold or promoted by Dow Jones, CME Indexes or their respective affiliates and none of them makes any representation regarding the advisability of investing in such products.

The EURO STOXX $50 ®$ is the intellectual property (including registered trademarks) of STOXX Limited, Zurich, Switzerland and/or its licensors the ("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 Builder IUL7 from North American Company for Life and Health Insurance is not sponsored, endorsed, sold or promoted by Standard \& Poor's® or Dow Jones, and Standard \& Poor's® or Dow Jones makes no representation regarding the advisability of purchasing this contract or investing in this product.

Russell 2000 ( Index is a trademark of Russell Investments, and has been licensed for use by North American Company for Life and Health Insurance. The products are not sponsored, endorsed, sold or promoted by Russell Investments and Russell Investments makes no representation regarding the advisability of purchasing this life insurance policy.

The NASDAQ-100®, NASDAQ-100 INDEX® and NASDAQ® are registered marks of the NASDAQ Stock Market Inc. (which with its affiliates are the "Corporations") and are licensed for use by North American Company for Life and Health Insurance. 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.

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.52

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

## Hypothetical Example

(Assuming 20\% allocated to Fixed Account and 80\% allocated to Index Selection \#1)

- November 1, 2011 (Policy Anniversary)

Premium of $\$ 1,250$, net of the premium load, is received. $\$ 250(20 \%)$ is allocated to the Fixed Account, and $\$ 1,000(80 \%)$ is allocated to Index Selection \#1. Index Segment A is created with a value of $\$ 1,000$. Total Account Value is $\$ 1,250$.

- December 1, 2011

The monthly policy charge for the preceding month is $\$ 20$. Since this is less than the Fixed Account Value, it will be taken out of the Fixed Account on December 1 . The Fixed Account Value becomes $\$ 230(\$ 250-\$ 20)$. The Fixed Account accumulates its balance at a pre-defined credited rate. Assuming the Fixed Account interest rate is established at an annual effective rate of $5.00 \%$, the Fixed Account Value on December 1 would be $\$ 230.94$. The Fixed Account would continue to grow with interest and charges would continue to be deducted. (For the remainder of this example, we will not show the details of the Fixed Account calculations). The value of Index Segment A would remain at $\$ 1,000$ on December 1. Total Account Value is $\$ 1,230.94$.

- March 1, 2012

The Fixed Account Value is now $\$ 173.28$ (reflecting charges of $\$ 20$ per month and credited interest). Premium of $\$ 500$ is received. $\$ 100$ ( $20 \%$ ) is allocated to the Fixed Account, and $\$ 400(80 \%)$ is allocated to Index Selection \#1. The Fixed Account Value becomes $\$ 273.28$. Index Segment B is created with a value of $\$ 400$. The value of Index Segment A would remain at $\$ 1,000$ on March 1. Total Account Value is $\$ 1,673.28$.

- November 1, 2012

An Index Credit is given to Index Segment A. If we assume the Index change is $8 \%$, then the Index Credit is $\$ 80(\$ 1,000$ * $8 \%)$. The value in Index Segment $A$ is now $\$ 1,080$. The value in Index Segment B is still \$400. The value in the Fixed Account is now $\$ 119.34$ (reflecting charges of $\$ 20$ per month and credited interest). Total Account Value is \$1,599.34.

- March 1, 2013

An Index Credit is given to Index Segment B. If we assume the Index change is $6 \%$, then the Index Credit is $\$ 24$ ( $\$ 400$ * $6 \%$ ). The value in Index Segment B is now $\$ 424$. The value in Index Segment A is still $\$ 1,080$. The value in the Fixed Account is now $\$ 40.46$ (reflecting charges of $\$ 20$ per month and credited interest). Total Account Value is \$1,544.46.

Any additional premium received would create additional Index Segments that would receive Index Credits at the end of the Index Period

## North American Company for Life and Health Insurance

## Builder IUL7 - Cash Value Accumulation Test

A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1)

NUMERIC SUMMARY


The guaranteed values are based on the minimum guaranteed interest rate of $3.00 \%$ for the Fixed Account and the highest possible cost of insurance rates and poilcy charges. Actual credited interest rates may be higher; actual cost of insurance rates may be lower.

The midpoint values are based on an interest rate which is midway between the guaranteed and non-guaranteed rates used in this illustration, and an average of nonguaranteed and guaranteed charges.

The non-guaranteed values are based on the non-guaranteed cost of insurance rates and policy charges and the following interest rates for the Index Selections:

```
8.30% years 1-10, 9.05% thereafter
```

The interest rate for years 11 and beyond includes an Index Bonus of $0.75 \%$.
I have received a copy of this illustration and understand that this illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur, and actual results may be more or less favorable than those shown

Applicant/Policyowner $\qquad$ Date $\qquad$
I have not made any statements to the applicant as to the likelihood of the non-guaranteed elements actually being paid or credited.
Agent $\qquad$ Date $\qquad$

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

This illustration is based on the following initial premium allocations:

| S\&P 500® | Annual Point-to-Point | 100\% | S\&P MidCap 400® | Daily Averaging | 0\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| S\&P 500® | Monthly Point-to-Point | 0\% | Russell 2000® | Annual Point-to-Point | 0\% |
| S\&P 500® | Daily Averaging | 0\% | Russell 2000® | Daily Averaging | 0\% |
| DJIA(sm) | Annual Point-to-Point | 0\% | EURO STOXX 50® | Annual Point-to-Point | 0\% |
| DJIA(sm) | Daily Averaging | 0\% | Uncapped S\&P 500® | Annual Point-to-Point | 0\% |
| NASDAQ-100® | Annual Point-to-Point | 0\% | Multi-Index Group | Multi-Index Annual Point-to-Point | 0\% |
| S\&P MidCap 400® | Annual Point-to-Point | 0\% | Fixed Account |  | 0\% |

## TABULAR DETAIL

|  |  |  | Guaranteed |  |  | Non-Guaranteed Alternate |  |  | Non-Guaranteed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3.00\% Interest Rate |  |  | 6.30\% Interest Rate for Index Selections |  |  | 8.30\% Interest Rate for Index Selections |  |  |
| End of | End of | Premium | Account | Surrender | Death | Account | Surrender | Death | Account | Surrender | Death |
| Year | Yr Age | Outlay | Value | Value | Benefit | Value | Value | Benefit | Value | Value | Benefit |
| 1* | 26** | 10662.24 | 9342 | 1842 | 509342 | 9342 | 1842 | 509342 | 9342 | 1842 | 509342 |
| 2 | 27 | 10662.24 | 18934 | 11584 | 518934 | 19100 | 11750 | 519100 | 19337 | 11987 | 519337 |
| 3 | 28 | 10662.24 | 28786 | 21586 | 528786 | 29546 | 22346 | 529546 | 30218 | 23018 | 530218 |
| 4 | 29 | 10662.24 | 38902 | 32002 | 538902 | 40620 | 33720 | 540620 | 41971 | 35071 | 541971 |
| 5 | 30 | 10662.24 | 49230 | 42630 | 549230 | 52300 | 45700 | 552300 | 54606 | 48006 | 554606 |
|  |  | 53,311.20 |  |  |  |  |  |  |  |  |  |
| 6 | 31 | 10662.24 | 59835 | 53685 | 559835 | 64684 | 58534 | 564684 | 68257 | 62107 | 568257 |
| 7 | 32 | 10662.24 | 70726 | 65026 | 570726 | 77813 | 72113 | 577813 | 83002 | 77302 | 583002 |
| 8 | 33 | 10662.24 | 81850 | 76600 | 581850 | 91671 | 86421 | 591671 | 98868 | 93618 | 598868 |
| 9 | 34 | 10662.24 | 93272 | 88472 | 593272 | 106365 | 101565 | 606365 | 116000 | 111200 | 659229 |
| 10 | 35 | 10662.24 | 104942 | 100742 | 604942 | 121928 | 117728 | 668895 | 134463 | 130263 | 737665 |
|  |  | 106,622.40 |  |  |  |  |  |  |  |  |  |

* Non-Guaranteed Alternate values shown for this year are based on use of the Minimum Account Value.
** Non-Guaranteed values shown for this year are based on use of the Minimum Account Value.


## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5 1035: \$0.00 (Month 1) Non-1035: \$0.00 (Month 1)

TABULAR DETAIL (CONT.)

|  |  |  | Guaranteed |  |  | Non-Guaranteed Alternate |  |  | Non-Guaranteed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3.00\% Interest Rate |  |  | 6.30\% Interest Rate for Index Selections |  |  | 8.30\% Interest Rate for Index Selections |  |  |
| End of | End of | Premium | Account | Surrender | Death | Account | Surrender | Death | Account | Surrender | Death |
| Year | Yr Age | Outlay | Value | Value | Benefit | Value | Value | Benefit | Value | Value | Benefit |
| 11 | 36 | 10662.24 | 116925 | 113325 | 619351 | 140695 | 137095 | 745259 | 156794 | 153194 | 830536 |
| 12 | 37 | 10662.24 | 129158 | 126158 | 660516 | 160675 | 157675 | 821692 | 181007 | 178007 | 925669 |
| 13 | 38 | 10662.24 | 141630 | 139380 | 699510 | 182007 | 179757 | 898930 | 207340 | 205090 | 1024053 |
| 14 | 39 | 10662.24 | 154407 | 152907 | 736676 | 204783 | 203283 | 977020 | 235983 | 234483 | 1125873 |
| 15 | 40 | 10662.24 | 167430 | 166680 | 771350 | 229200 | 228450 | 1055923 | 267249 | 266499 | 1231217 |
|  |  | 159,933.60 |  |  |  |  |  |  |  |  |  |
| 16 | 41 | 10662.24 | 180776 | 180776 | 804636 | 255177 | 255177 | 1135791 | 301147 | 301147 | 1340404 |
| 17 | 42 | 10662.24 | 194383 | 194383 | 835651 | 283035 | 283035 | 1216769 | 338164 | 338164 | 1453766 |
| 18 | 43 | 10662.24 | 208254 | 208254 | 864881 | 312794 | 312794 | 1299032 | 378441 | 378441 | 1571668 |
| 19 | 44 | 10662.24 | 222399 | 222399 | 892264 | 344591 | 344591 | 1382497 | 422281 | 422281 | 1694190 |
| 20 | 45 | 10662.24 | 236823 | 236823 | 918162 | 378692 | 378692 | 1468190 | 470153 | 470153 | 1822782 |
|  |  | 213,244.80 |  |  |  |  |  |  |  |  |  |
| 21 | 46 | 10662.24 | 252067 | 252067 | 944493 | 415132 | 415132 | 1555501 | 522261 | 522261 | 1956911 |
| 22 | 47 | 10662.24 | 267536 | 267536 | 968748 | 453946 | 453946 | 1643737 | 578823 | 578823 | 2095917 |
| 23 | 48 | 10662.24 | 283237 | 283237 | 991614 | 495436 | 495436 | 1734521 | 640414 | 640414 | 2242089 |
| 24 | 49 | 10662.24 | 299177 | 299177 | 1013014 | 539633 | 539633 | 1827198 | 707277 | 707277 | 2394840 |
| 25 | 50 | 10662.24 | 315364 | 315364 | 1033131 | 586725 | 586725 | 1922110 | 779879 | 779879 | 2554884 |
|  |  | 266,556.00 |  |  |  |  |  |  |  |  |  |

* Non-Guaranteed Alternate values shown for this year are based on use of the Minimum Account Value.
** Non-Guaranteed values shown for this year are based on use of the Minimum Account Value.


## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None
Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5 1035: \$0.00 (Month 1) Non-1035: \$0.00 (Month 1)

TABULAR DETAIL (CONT.)

|  |  |  | Guaranteed |  |  | Non-Guaranteed Alternate |  |  | Non-Guaranteed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3.00\% Interest Rate |  |  | 6.30\% Interest Rate for Index Selections |  |  | 8.30\% Interest Rate for Index Selections |  |  |
| End of | End of | Premium | Account | Surrender | Death | Account | Surrender | Death | Account | Surrender | Death |
| Year | Yr Age | Outlay | Value | Value | Benefit | Value | Value | Benefit | Value | Value | Benefit |
| 26 | 51 | 10662.24 | 331721 | 331721 | 1051556 | 636902 | 636902 | 2018979 | 858714 | 858714 | 2722124 |
| 27 | 52 | 10662.24 | 348258 | 348258 | 1068802 | 690369 | 690369 | 2118742 | 944319 | 944319 | 2898115 |
| 28 | 53 | 10662.24 | 364981 | 364981 | 1085089 | 747345 | 747345 | 2221855 | 1037278 | 1037278 | 3083827 |
| 29 | 54 | 10662.24 | 381820 | 381820 | 1099641 | 808064 | 808064 | 2327225 | 1138228 | 1138228 | 3278098 |
| 30 | 55 | 10662.24 | 398782 | 398782 | 1113400 | 872598 | 872598 | 2436293 | 1247606 | 1247606 | 3483317 |
|  |  | 319,867.20 |  |  |  |  |  |  |  |  |  |
| 31 | 56 | 10662.24 | 415881 | 415881 | 1126206 | 941388 | 941388 | 2549278 | 1366408 | 1366408 | 3700234 |
| 32 | 57 | 10662.24 | 433131 | 433131 | 1137836 | 1014521 | 1014521 | 2665147 | 1495157 | 1495157 | 3927777 |
| 33 | 58 | 10662.24 | 450464 | 450464 | 1148684 | 1092487 | 1092487 | 2785843 | 1635006 | 1635006 | 4169265 |
| 34 | 59 | 10662.24 | 467897 | 467897 | 1158513 | 1175403 | 1175403 | 2910298 | 1786600 | 1786600 | 4423622 |
| 35 | 60 | 10662.24 | 485449 | 485449 | 1167505 | 1263609 | 1263609 | 3038980 | 1950968 | 1950968 | 4692077 |
|  |  | 373,178.40 |  |  |  |  |  |  |  |  |  |
| 36 | 61 | 10662.24 | 503060 | 503060 | 1175651 | 1357247 | 1357247 | 3171887 | 2128878 | 2128878 | 4975187 |
| 37 | 62 | 10662.24 | 520752 | 520752 | 1183148 | 1456900 | 1456900 | 3310076 | 2321834 | 2321834 | 5275207 |
| 38 | 63 | 10662.24 | 538551 | 538551 | 1189660 | 1562742 | 1562742 | 3452098 | 2530762 | 2530762 | 5590453 |
| 39 | 64 | 10662.24 | 556483 | 556483 | 1195883 | 1675419 | 1675419 | 3600476 | 2757407 | 2757407 | 5925667 |
| 40 | 65 | 10662.24 | 574427 | 574427 | 1201127 | 1795157 | 1795157 | 3753674 | 3002905 | 3002905 | 6279074 |
|  |  | 426,489.60 |  |  |  |  |  |  |  |  |  |

* Non-Guaranteed Alternate values shown for this year are based on use of the Minimum Account Value.
** Non-Guaranteed values shown for this year are based on use of the Minimum Account Value.


## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

TABULAR DETAIL (CONT.)

|  |  |  | Guaranteed |  |  | Non-Guaranteed Alternate |  |  | Non-Guaranteed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3.00\% Interest Rate |  |  | 6.30\% Interest Rate for Index Selections |  |  | 8.30\% Interest Rate for Index Selections |  |  |
| End of | End of | Premium | Account | Surrender | Death | Account | Surrender | Death | Account | Surrender | Death |
| Year | Yr Age | Outlay | Value | Value | Benefit | Value | Value | Benefit | Value | Value | Benefit |
| 41 | 66 | 10662.24 | 592492 | 592492 | 1205721 | 1922448 | 1922448 | 3912182 | 3268908 | 3268908 | 6652228 |
| 42 | 67 | 10662.24 | 610569 | 610569 | 1209537 | 2057806 | 2057806 | 4076514 | 3557186 | 3557186 | 7046786 |
| 43 | 68 | 10662.24 | 628699 | 628699 | 1212759 | 2201547 | 2201547 | 4246784 | 3869258 | 3869258 | 7463798 |
| 44 | 69 | 10662.24 | 646777 | 646777 | 1215941 | 2354005 | 2354005 | 4425529 | 4206756 | 4206756 | 7908701 |
| 45 | 70 | 10662.24 | 664862 | 664862 | 1218026 | 2515559 | 2515559 | 4608504 | 4571474 | 4571474 | 8374941 |
|  |  | 479,800.80 |  |  |  |  |  |  |  |  |  |
| 46 | 71 | 10662.24 | 682808 | 682808 | 1219496 | 2687576 | 2687576 | 4800011 | 4967106 | 4967106 | 8871252 |
| 47 | 72 | 10662.24 | 700676 | 700676 | 1220578 | 2869998 | 2869998 | 4999537 | 5394877 | 5394877 | 9397875 |
| 48 | 73 | 10662.24 | 718259 | 718259 | 1221041 | 3063589 | 3063589 | 5208101 | 5857657 | 5857657 | 9958017 |
| 49 | 74 | 10662.24 | 735227 | 735227 | 1235227 | 3268870 | 3268870 | 5426324 | 6357984 | 6357984 | 10554254 |
| 50 | 75 | 10662.24 | 751495 | 751495 | 1251495 | 3486450 | 3486450 | 5651535 | 6898698 | 6898698 | 11182789 |
|  |  | 533,112.00 |  |  |  |  |  |  |  |  |  |
| 51 | 76 | 10662.24 | 766861 | 766861 | 1266861 | 3716951 | 3716951 | 5887651 | 7482814 | 7482814 | 11852778 |
| 52 | 77 | 10662.24 | 781240 | 781240 | 1281240 | 3961043 | 3961043 | 6135656 | 8113597 | 8113597 | 12567961 |
| 53 | 78 | 10662.24 | 794423 | 794423 | 1294423 | 4219496 | 4219496 | 6392537 | 8794684 | 8794684 | 13323946 |
| 54 | 79 | 10662.24 | 806195 | 806195 | 1306195 | 4493091 | 4493091 | 6663253 | 9529922 | 9529922 | 14132875 |
| 55 | 80 | 10662.24 | 816397 | 816397 | 1316397 | 4782738 | 4782738 | 6944535 | 10323640 | 10323640 | 14989925 |
|  |  | 586,423.20 |  |  |  |  |  |  |  |  |  |

* Non-Guaranteed Alternate values shown for this year are based on use of the Minimum Account Value.
** Non-Guaranteed values shown for this year are based on use of the Minimum Account Value.


## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1)
Non-1035: \$0.00 (Month 1)

TABULAR DETAIL (CONT.)

|  |  |  | Guaranteed |  |  | Non-Guaranteed Alternate |  |  | Non-Guaranteed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3.00\% Interest Rate |  |  | 6.30\% Interest Rate for Index Selections |  |  | 8.30\% Interest Rate for Index Selections |  |  |
| End of | End of | Premium | Account | Surrender | Death | Account | Surrender | Death | Account | Surrender | Death |
| Year | Yr Age | Outlay | Value | Value | Benefit | Value | Value | Benefit | Value | Value | Benefit |
| 56 | 81 | 10662.24 | 824498 | 824498 | 1324498 | 5088942 | 5088942 | 7236476 | 11179504 | 11179504 | 15897254 |
| 57 | 82 | 10662.24 | 829835 | 829835 | 1329835 | 5411233 | 5411233 | 7543258 | 12099207 | 12099207 | 16866295 |
| 58 | 83 | 10662.24 | 832209 | 832209 | 1332209 | 5750567 | 5750567 | 7861026 | 13087732 | 13087732 | 17890929 |
| 59 | 84 | 10662.24 | 831360 | 831360 | 1331360 | 6107543 | 6107543 | 8196323 | 14149440 | 14149440 | 18988549 |
| 60 | 85 | 10662.24 | 826774 | 826774 | 1326774 | 6482335 | 6482335 | 8550200 | 15287929 | 15287929 | 20164778 |
|  |  | 639,734.40 |  |  |  |  |  |  |  |  |  |
| 61 | 86 | 10662.24 | 818350 | 818350 | 1318350 | 6876808 | 6876808 | 8919220 | 16510978 | 16510978 | 21414738 |
| 62 | 87 | 10662.24 | 805255 | 805255 | 1305255 | 7291014 | 7291014 | 9303334 | 17822359 | 17822359 | 22741329 |
| 63 | 88 | 10662.24 | 786267 | 786267 | 1286267 | 7724574 | 7724574 | 9702066 | 19224993 | 19224993 | 24146592 |
| 64 | 89 | 10662.24 | 760861 | 760861 | 1260861 | 8178438 | 8178438 | 10116728 | 20725231 | 20725231 | 25637110 |
| 65 | 90 | 10662.24 | 728866 | 728866 | 1228866 | 8653822 | 8653822 | 10557663 | 22330371 | 22330371 | 27243053 |
|  |  | 693,045.60 |  |  |  |  |  |  |  |  |  |
| 66 | 91 | 10662.24 | 691748 | 691748 | 1191748 | 9151479 | 9151479 | 11009229 | 24046872 | 24046872 | 28928387 |
| 67 | 92 | 10662.24 | 649429 | 649429 | 1149429 | 9669924 | 9669924 | 11478200 | 25875589 | 25875589 | 30714324 |
| 68 | 93 | 10662.24 | 598848 | 598848 | 1098848 | 10207670 | 10207670 | 11942974 | 27817352 | 27817352 | 32546301 |
| 69 | 94 | 10662.24 | 537225 | 537225 | 1037225 | 10765866 | 10765866 | 12402277 | 29880124 | 29880124 | 34421903 |
| 70 | 95 | 10662.24 | 461461 | 461461 | 961461 | 11341170 | 11341170 | 12872227 | 32059584 | 32059584 | 36387628 |
|  |  | 746,356.80 |  |  |  |  |  |  |  |  |  |

* Non-Guaranteed Alternate values shown for this year are based on use of the Minimum Account Value.
** Non-Guaranteed values shown for this year are based on use of the Minimum Account Value.


## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5

1035: \$0.00 (Month 1) Non-1035: \$0.00 (Month 1)

TABULAR DETAIL (CONT.)

|  |  |  | Guaranteed |  |  | Non-Guaranteed Alternate |  |  | Non-Guaranteed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3.00\% Interest Rate |  |  | 6.30\% Interest Rate for Index Selections |  |  | 8.30\% Interest Rate for Index Selections |  |  |
| End of | End of | Premium | Account | Surrender | Death | Account | Surrender | Death | Account | Surrender | Death |
| Year | Yr Age | Outlay | Value | Value | Benefit | Value | Value | Benefit | Value | Value | Benefit |
| 71 | 96 | 10662.24 | 369715 | 369715 | 869715 | 11941140 | 11941140 | 13362136 | 34382175 | 34382175 | 38473653 |
| 72 | 97 | 10662.24 | 261435 | 261435 | 761435 | 12579242 | 12579242 | 13862324 | 36892757 | 36892757 | 40655818 |
| 73 | 98 | 10662.24 | 140925 | 140925 | 640925 | 13247360 | 13247360 | 14519107 | 39575149 | 39575149 | 43374363 |
| 74 | 99 | 10662.24 | 12118 | 12118 | 512118 | 13944763 | 13944763 | 15213736 | 42434958 | 42434958 | 46296539 |
| 75 | 100 | $\begin{array}{r} 10662.24 \\ 799,668.00 \end{array}$ | 0 | 0 | 0 | 14676006 | 14676006 | 15923467 | 45493847 | 45493847 | 49360824 |
| 76 | 101 | 0.00 | 0 | 0 | 0 | 15728774 | 15728774 | 16971347 | 49682439 | 49682439 | 53607351 |
| 77 | 102 | 0.00 | 0 | 0 | 0 | 16837653 | 16837653 | 18066802 | 54178700 | 54178700 | 58133745 |
| 78 | 103 | 0.00 | 0 | 0 | 0 | 18024707 | 18024707 | 19232363 | 59081872 | 59081872 | 63040357 |
| 79 | 104 | 0.00 | 0 | 0 | 0 | 19295449 | 19295449 | 20491767 | 64428781 | 64428781 | 68423366 |
| 80 | 105 | 0.00 | 0 | 0 | 0 | 20655778 | 20655778 | 21833158 | 70259586 | 70259586 | 74264382 |
|  |  | 799,668.00 |  |  |  |  |  |  |  |  |  |
| 81 | 106 | 0.00 | 0 | 0 | 0 | 22112011 | 22112011 | 23283947 | 76618079 | 76618079 | 80678837 |
| 82 | 107 | 0.00 | 0 | 0 | 0 | 23670908 | 23670908 | 24807111 | 83552015 | 83552015 | 87562511 |
| 83 | 108 | 0.00 | 0 | 0 | 0 | 25339707 | 25339707 | 26479993 | 91113472 | 91113472 | 95213578 |
| 84 | 109 | 0.00 | 0 | 0 | 0 | 27126156 | 27126156 | 28238328 | 99359241 | 99359241 | 103432970 |
| 85 | 110 | 0.00 | 0 | 0 | 0 | 29038550 | 29038550 | 30142015 | 108351253 | 108351253 | 112468600 |
|  |  | 799,668.00 |  |  |  |  |  |  |  |  |  |

* Non-Guaranteed Alternate values shown for this year are based on use of the Minimum Account Value.
** Non-Guaranteed values shown for this year are based on use of the Minimum Account Value.


## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

Valued Client
Female, Age 25 (Based on Last Birthday), Super Preferred Non-Tobacco
Riders: None
Rating: None

Death Benefit: \$500,000 Initial DB Option: Increasing Initial Monthly EFT Premium: \$888.5 1035: \$0.00 (Month 1) Non-1035: \$0.00 (Month 1)

TABULAR DETAIL (CONT.)

|  |  |  | Guaranteed |  |  | Non-Guaranteed Alternate |  |  | Non-Guaranteed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3.00\% Interest Rate |  |  | 6.30\% Interest Rate for Index Selections |  |  | 8.30\% Interest Rate for Index Selections |  |  |
| End of | End of | Premium | Account | Surrender | Death | Account | Surrender | Death | Account | Surrender | Death |
| Year | Yr Age | Outlay | Value | Value | Benefit | Value | Value | Benefit | Value | Value | Benefit |
| 86 | 111 | 0.00 | 0 | 0 | 0 | 31085768 | 31085768 | 32204855 | 118157041 | 118157041 | 122410694 |
| 87 | 112 | 0.00 | 0 | 0 | 0 | 33277314 | 33277314 | 34408743 | 128850253 | 128850253 | 133231162 |
| 88 | 113 | 0.00 | 0 | 0 | 0 | 35623365 | 35623365 | 36798936 | 140511201 | 140511201 | 145148071 |
| 89 | 114 | 0.00 | 0 | 0 | 0 | 38134812 | 38134812 | 39393261 | 153227465 | 153227465 | 158283971 |
| 90 | 115 | 0.00 | 0 | 0 | 0 | 40823316 | 40823316 | 42129663 | 167094550 | 167094550 | 172441576 |
|  |  | 799,668.00 |  |  |  |  |  |  |  |  |  |
| 91 | 116 | 0.00 | 0 | 0 | 0 | 43701360 | 43701360 | 45099804 | 182216607 | 182216607 | 188047538 |
| 92 | 117 | 0.00 | 0 | 0 | 0 | 46782306 | 46782306 | 48279340 | 198707210 | 198707210 | 205065841 |
| 93 | 118 | 0.00 | 0 | 0 | 0 | 50080459 | 50080459 | 51632953 | 216690212 | 216690212 | 223407609 |
| 94 | 119 | 0.00 | 0 | 0 | 0 | 53611131 | 53611131 | 55112243 | 236300677 | 236300677 | 242917096 |
| 95 | 120 | 0.00 | 0 | 0 | 0 | 57390716 | 57390716 | 58538530 | 257685888 | 257685888 | 262839606 |
|  |  | 799,668.00 |  |  |  |  |  |  |  |  |  |

Non-Guaranteed Alternate interest rates for Index Selections (including bonuses): 6.30\% years 1-10, 7.05\% thereafter Non-Guaranteed interest rates for Index Selections (including bonuses): 8.30\% years 1-10, 9.05\% thereafter

* Non-Guaranteed Alternate values shown for this year are based on use of the Minimum Account Value.
** Non-Guaranteed values shown for this year are based on use of the Minimum Account Value.


## North American Company for Life and Health Insurance

## Builder IUL7 - Cash Value Accumulation Test

## A Universal Life Insurance Policy Illustration

## TRADITIONAL UNDERWRITING REQUIREMENTS

The underwriting requirements based on this illustration are:
NOTE: In addition to the requirements below, please complete Part A of the application and Part B.
Paramed
Blood/HOS
Motor Vehicle Reports will be ordered for all applicants that are of driving age and have a valid driver's license.
The Home Office reserves the right to order additional requirements deemed necessary.

## North American Company for Life and Health Insurance

## Builder IUL7 - Cash Value Accumulation Test

A Universal Life Insurance Policy Illustration

## TRADITIONAL REQUIRED FORMS

| Standard Form(s) | ADBE Summary Disclosure L-3199NS (8-13) <br> Civil Union NoticeLR353A12 (01-12) <br> Consumer Protection Notice L-2978 (01-09) <br> Disclosure for IUL <br> L-3190 (4-13) <br> IUL Application Supplement <br> Life Agent Report O-2724 (06-10) <br> Life Insurance Application ICC13L3208 (8-13) <br> Life Insurance Buyers Guide BYG76NA (12) (06-06) <br> NAC HIPAA Authorization L-3100 (11-11) <br> Transmittal Report O-922 (R11) (09-11) |
| :---: | :---: |
| Supplemental Form(s) | 1035 Exchange L-2008 (R9) (7-13) <br> Certificate of Trust Agreement L-3172A (R2) (8-13) <br> COLI Consent Form L-3168 (11-09) <br> Credit Card Billing Authorization L-2856 (6-13) <br> Electronic Fund Transfer Authorization L-1683 (R11) (07-10) <br> IUL Authorization O-2758 (07-06) <br> L-3204 and DD Form 2885 Military Sales Disclosures L-3204 and DD Form 2885 <br> Non-Resident Verification Form O-2824 (04-12) <br> Pension Max Disclosure Statement O-2792 (07-08) <br> Policy Change Application ICC13L3187B (8-13) <br> Replacement Form (External Replacement 2) O-2328 (R3) (10-09) <br> Replacement Form (External Replacement) O-2309(12) (10-09) <br> Replacement Form (Internal Replacement 2) O-2328 (R3) (10-09) <br> Replacement Form (Internal Replacement) O-2309(12) (10-09) <br> Request to Exchange Coverage O-2793 (R1) (12-11) <br> Temporary Life Insurance Agreement L-2977B (8-13) |

