

Product Details

<b>ISSUE AGES</b>	Available issue ages 0-79 (Qualified and Non-Qualified)										
<b>MINIMUM PREMIUM</b>	Flexible Premium, \$20,000 non-qualified and qualified (\$50/month TSA Salary Reduction)										
<b>SURRENDER CHARGE SCHEDULE (MAY VARY BY STATE)</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	<b>Year 6</b>	<b>Year 7</b>	<b>Year 8</b>	<b>Year 9</b>	<b>Year 10</b>	<b>Year 11+</b>
	10%	10%	9%	9%	8%	8%	7%	6%	4%	2%	0%
<b>PREMIUM BONUS</b>	<p><b>5% - \$20,000-\$74,999 Premium</b> <b>7% - \$75,000+ Premium</b></p> <p><b>Premium Bonus is applied to all premium payments received during first 7 contract years</b></p> <p>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 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.</p>										
<b>PREMIUM BONUS RECAPTURE (MAY VARY BY STATE)</b>	A premium bonus will be credited on premium received during the first seven contract years. During the surrender charge period, withdrawals in excess of the penalty-free allowance or a full surrender will incur a premium bonus recapture.										
	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	<b>Year 6</b>	<b>Year 7</b>	<b>Year 8</b>	<b>Year 9</b>	<b>Year 10</b>	<b>Year 11+</b>
	100%	90%	80%	70%	60%	50%	40%	30%	20%	10%	0%
	The premium bonus is not recaptured in the event of death of the Annuitant. No premium bonus recapture will occur on any penalty-free withdrawal amount, Required Minimum Distributions (by current company practice*) or under the Nursing Home Confinement Waiver.										
<b>ANNUITY PAYOUT OPTIONS</b>	By current company practice*, you may receive an income from the Accumulation Value after the first contract year (without surrender charges, premium bonus recapture, or Market Value Adjustment) if you choose a Life Income Option. You can also receive an income based on the Accumulation Value if your annuity has been in force for at least five years and payments will be over at least a five-year period. Once a payout option is elected it cannot be changed and all other rights and benefits under the annuity end.					<p>With the exception of Life Income options, income options are available for:</p> <ul style="list-style-type: none"> <li>• A minimum of 5 years, or</li> <li>• A maximum of 20 years.</li> </ul> <p>The following options are available:</p> <ul style="list-style-type: none"> <li>• Income for a Specified Period</li> <li>• Income for a Specified Amount</li> <li>• Life Income with a Period Certain</li> <li>• Life Income</li> <li>• Joint and Survivor Life Income</li> </ul>					
	<b>OTHER</b>										
<p><b>Market Value Adjustment:</b> Includes a Market Value Adjustment which may decrease or increase Surrender Value depending on the change in the Index Value of the Market Value Adjustment External Index since purchase. See brochure for further details.</p> <p><b>Penalty-Free Withdrawals:</b> After the first contract anniversary, a penalty-free withdrawal (also known as a Penalty-Free Partial Surrender), of up to 10% of the Accumulation Value may be taken each year. After the Surrender Charge period, Surrender Charges, Premium Bonus Recapture, and a Market Value Adjustment no longer apply to any withdrawals.</p> <p><b>RMDs:</b> Surrender charges, premium bonus recapture and Market Value Adjustments on any portion of an IRS-Required Minimum Distributions exceeding the available penalty-free withdrawal amount will be waived by current company practice.*</p> <p><b>Transfers:</b> After the first contract year and on an annual basis for all Annual Crediting Methods, or after the second contract year and every two years for the Two-Year Point-to-Point Crediting Method, you may elect to transfer between crediting methods and Index Account options, including the fixed account. By current company practice,* you will have 30 days following each contract anniversary to reallocate.</p> <p><b>Nursing Home Confinement Waiver:</b> You can withdraw up to 100% of your annuity's Accumulation Value without Surrender Charges or Market Value Adjustment, if you are confined to a qualified care facility, for at least 90 consecutive days any time after the first contract year. You cannot be confined at the time your contract is issued. This rider is automatically included with your annuity at no additional charge. If joint annuitants are named on the annuity, rider will apply to the first annuitant who qualifies for the benefit.</p> <p>Other riders may apply, ask for details.</p>											

\* A feature offered "by current company practice" is not a contractual guarantee of this annuity contract and can be removed or changed at any time. (Continued)

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

# North American Charter Plus 10 Product Details

## Diversify Your Premium Among the Following Index Account Options

	Daily Average (Subject to an Index Margin)	Monthly Point-to-Point (Subject to an Index Cap Rate)	Annual Point-To-Point (Subject to an Index Cap Rate)	Annual Point-To-Point (Subject to an Index Margin)	Annual Point-To-Point (Subject to a Participation Rate)	Two-Year Point-to-Point (Subject to an Index Margin)
<b>How is interest credit calculated?</b>	Averaged sum of daily index values	Sum of monthly change in index values	Annual change in index values	Annual change in index values	Annual change in index values	Two-year change in index values
<b>When is interest credit calculated/credited?</b>	Annually	Annually	Annually	Annually	Annually	Every two years
<b>When is the Index Cap Rate, Index Margin and/or Participation Rate applied?</b>	Annually For Index Margin	Monthly For Index Cap Rate	Annually For Index Cap Rate	Annually For Index Margin	Annually For Participation Rate	Every two years For Index Margin**
<b>When can the Index Cap Rate, Index Margin and/or Participation Rate change?</b>	Annually For Index Margin	Annually For Index Cap Rate	Annually For Index Cap Rate	Annually For Index Margin	Annually For Participation Rate	At the beginning of each 2-year term For Index Margin
<b>Index Availability*</b> <i>NOTE: Past Index performance is not intended to predict future performance and the Index does not include dividends.</i>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> </ul>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> <li>• Nasdaq-100®</li> </ul>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> </ul>	<ul style="list-style-type: none"> <li>• S&amp;P 500® Low Volatility Daily Risk Control 5% Index</li> </ul>	<ul style="list-style-type: none"> <li>• S&amp;P 500®</li> </ul>	<ul style="list-style-type: none"> <li>• S&amp;P 500® Low Volatility Daily Risk Control 8% Index</li> </ul>

\*Index(es) and strategies may not be available in all states.

\*\*For the Two-Year Point-to-Point, the declared annual Index Margin is multiplied by two when it is applied at the end of each two-year term.

## The North American Charter Plus 10 Offers A Variety Of Index Options Including

<b>S&amp;P 500® Index</b>	This index has been widely regarded as the best single gauge of the large cap U.S. equities market since the index was first published in 1957. The index includes 500 leading companies in leading industries of the U.S. economy.
<b>S&amp;P 500® Low Volatility Daily Risk Control 5% Index</b>	The S&P 500® Low Volatility Daily Risk Control 5% Index strives to create stable performance through managing volatility (i.e. risk control) on the S&P 500 Low Volatility Index. The S&P 500 Low Volatility Index measures performance of the 100 least volatile stocks in the S&P 500. The index adds an element of risk control by applying rules to allocate between stocks, as represented by the S&P 500 Low Volatility Index, and cash. The Index is managed to a 5% volatility level.
<b>S&amp;P 500® Low Volatility Daily Risk Control 8% Index</b>	The S&P 500® Low Volatility Daily Risk Control 8% Index strives to create stable performance through managing volatility (i.e. risk control) on the S&P 500 Low Volatility Index. The S&P 500 Low Volatility Index measures performance of the 100 least volatile stocks in the S&P 500. The index adds an element of risk control by applying rules to allocate between stocks, as represented by the S&P 500 Low Volatility Index, and cash. The Index is managed to an 8% volatility level.
<b>Nasdaq-100® Index</b>	The Nasdaq-100® index includes 100 of the largest domestic and international non-financial securities listed on The Nasdaq Stock Market based on market capitalization. The index reflects companies across major industry groups including computer hardware and software, telecommunications, retail/wholesale trade and biotechnology.

(Continued)

# North American Charter Plus 10 Product Details

## Crediting Methods

Daily Average with Index Margin	Daily Average	This method for determining any Interest Credit uses a Daily Average calculation to determine a percentage gain or loss in the Index Value during your reset period. This is done by comparing the difference between the Index Value on the first day of the contract year and the Daily Average Index Value during the year (usually 252 trading days), subject to an Index Margin. The Interest Credit will never be less than zero.
	Index Margin	Once a gain has been calculated using the Daily Average Index Account option, an Index Margin is subtracted. The Index Margin is guaranteed for the first year, but can be changed each year thereafter at the Company's discretion. The Index Margin is set in advance each contract year, however at no time will it be greater than the maximum Index Margin for the Daily Average Index Account.
Annual Point-To-Point with: <ul style="list-style-type: none"> <li>• Index Margin; or</li> <li>• Index Cap Rate; or</li> <li>• Participation Rate</li> </ul>	Annual Point-To-Point	This calculation method measures the change in index value using two points in time; the beginning index value and the ending index value for that year. Index linked gains are calculated based on the difference between these two values. The index change, if any, is then subject to an Index Margin, Index Cap Rate, and/or Participation Rate. The annual Interest Credit will never be less than zero.
	Index Margin	Once a gain has been calculated using the Annual Point-to-Point With Margin Index Account option, an Index Margin is subtracted. The Index Margin is guaranteed for the first year, but can change each year thereafter at the Company's discretion. The Index Margin is set in advance each contract year, however at no time will it be greater than the maximum Index Margin for the Annual Point-to-Point Index Account.
	Index Cap Rate	Your annuity applies an Index Cap Rate, or upper limit, to calculate your Interest Credits each year applied to the Annual Point-to-Point With Cap Index Account option. This cap is applied annually and may change annually. It is declared on the contract anniversary and is guaranteed for that year. The Index Cap Rate is set at the Company's discretion. However, at no time will this cap ever fall below the minimum guaranteed Index Cap Rate set for the Annual Point-to-Point Index Account.
	Participation Rate	Once a gain has been calculated using the Annual Point-to-Point Index Account option, a Participation Rate is applied. The Participation Rate is a percentage that is multiplied by the gain at the end of the contract year and is used to determine the Interest Credit to your contract. The Participation Rate is guaranteed for the first contract year, and can change each year thereafter on the contract anniversary. The Participation Rate is declared each year at the Company's discretion. However, at no time will this rate every fall below the minimum guaranteed Participation Rate set for the Annual Point-to-Point Index Account.
Monthly Point-to-Point with Index Cap Rate	Monthly Point-to-Point	This method for determining any Interest Credit uses the monthly changes in the Index Value, subject to a monthly Index Cap Rate. The Interest Credit is credited annually and is based on the sum of all the monthly percentage changes in the index value—which could be positive or negative. On each contract anniversary, these monthly changes, each not to exceed the monthly Index Cap Rate, are added together to determine the Interest Credit for that year. Negative monthly returns have no downside limit and will reduce the Interest Credit, but the Interest Credit will never be less than zero.
	Index Cap Rate	Your annuity applies a monthly Index Cap Rate, or upper limit, to calculate your Interest Credits each year for the Monthly Point-to-Point. This cap is applied monthly and may change annually. The Index Cap Rate will be declared on each contract anniversary and is guaranteed for that year. The Index Cap Rate is set at the Company's discretion, however, at no time will this cap ever fall below the minimum guaranteed Index Cap Rate set for the Monthly Point-to-Point Index Account.
Two-Year Point-to-Point with Index Margin	Two-Year Point-to-Point	This calculation method measures the change in index value using two points in time; the beginning index value and the ending index value for that two-year term. Index linked gains are calculated based on the difference between these two values. The index growth, if any, is then subject to an Index Margin. The annual Interest Credit will never be less than zero.
	Index Margin	Once a gain has been calculated using the Two-Year Point-to-Point Index Account option, the annual Index Margin is multiplied by two (which is the term length) and is subtracted from the gain. An annual Index Margin is set at the beginning of each two-year term and is guaranteed for that term. The Index Margin can change at the start of each new two-year term at the Company's discretion, however at no time will it be greater than the maximum Index Margin for the Two-Year Point-to-Point Index Account.
Fixed Account		Premium allocated to the Fixed Account will be credited interest at a declared Fixed Account interest rate and is credited daily. The initial premium interest rate is guaranteed for the first contract year. For each subsequent contract year, we will declare, at our discretion, a Fixed Account interest rate that will apply to the amount allocated to the Fixed Account as of the beginning of that contract year. A declared Fixed Account Interest rate will never fall below the minimum guaranteed fixed account interest rate.

Ask your sales representative for the current rates and minimum Index Cap Rates, maximum Index Margins, minimum Participation Rate and Fixed Account interest rate.

## Product Details

The North American Charter<sup>SM</sup> Plus 10 is issued on form NC/NA1007A (certificate/contract), AE576A, AE577A, AE578A, AE580A.PB, AE581A, AE582A, AE583A, AE584A, AE585A, AE586A and AE587A (riders/endorsements) or appropriate state variation by North American Company for Life and Health Insurance<sup>®</sup>, West Des Moines, IA. This product, its features and riders may not be available in all states.

Fixed Index Annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of premium due to market downturns or fluctuation. Although Fixed Index Annuities guarantee no loss of premium due to market downturns, deductions from your Accumulation Value for additional optional benefit riders could under certain scenarios exceed interest credited to your Accumulation Value, which would result in loss of premium. They may not be appropriate for all clients.

### Special Notice Regarding The Use Of A Living Trust As Owner Or Beneficiary Of This Annuity.

The use of living trusts in connection with an annuity contract can be a valuable planning mechanism. However, a living trust is not appropriate when mass-produced in connection with the sale of an insurance product. We strongly suggest you seek the advice of your qualified legal advisor concerning the use of a trust with an annuity contract.

### Premium Bonus

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 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.

Neither North American, nor any agents acting on its behalf, should be viewed as providing legal, tax or investment advice. Consult with and rely on a qualified advisor. Under current law, annuities grow tax deferred. Annuities may be subject to taxation during the income or withdrawal phase. The tax-deferred feature is not necessary for a tax-qualified plan. In such instances, you should consider whether other features, such as the Death Benefit, lifetime annuity payments, and any other features make the Contract appropriate for your needs.

Withdrawals taken prior to age 59 1/2 may be subject to IRS penalties.

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*Annuity*

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