



Annuity

North American Income Pay[®]

OPTIONAL GUARANTEED LIFETIME
WITHDRAWAL BENEFIT RIDER – HIGHLIGHT SHEET

Product Highlight Sheet

Designed to generate guaranteed lifetime income; the Income Pay[®] allows your client the ability to control when they receive income payments.

- Roll Up Option: 6.00% for the First 10 Contract Years
- Offers Guaranteed Lifetime Income
- Available to Ages 40 and Above
- Affordably Priced
- Annual Step-Up Feature
- Opportunity for Increased Income While Confined to a Nursing Care Facility with the Optional Income Multiplier (x2) Feature

ROLL UPS The roll up credit is added only to the rider's GMWB Value and not their Contract's (to which this rider is attached) Accumulation Value. In contract years when a withdrawal is taken, no roll up will apply, unless the withdrawal is used to satisfy a Required Minimum Distribution (RMD)¹. Once they elect to take lifetime income payments, roll up credits will no longer be credited to the rider's GMWB Value.

GMWB VALUE The GMWB Value is used in determining your client's income payments, also called Lifetime Payment Amounts (LPAs). The GMWB Value initially equals 100% of premiums, plus any premium bonus that may be included with your client's Contract. From here, the GMWB Value can grow in two ways: roll ups and GMWB Step-Ups. When your client is eligible for a roll up, the credit will be added to their GMWB Value each year on the Contract anniversary. In the case that the Accumulation Value exceeds the GMWB Value on the Contract anniversary, the GMWB Value will "Step Up" to the Accumulation Value through age 80. The GMWB Value can not be used for surrenders, penalty-free withdrawals, or death benefit.

RIDER COST • 0.95% times their GMWB Value each contract year.

This cost is calculated by multiplying a charge percentage (called the GMWB Charge) by the available GMWB Value on the contract anniversary. This cost will be taken from your client's Contract Accumulation Value on each contract anniversary and will continue until either your client's Contract or rider terminates. The annual costs will be deducted every year—even in those years when a withdrawal is taken, when lifetime income payments have been elected, or when no interest is credited to the Contract. The charge percentage will not change.

(continued)

1. Applies only when the withdrawal is used to satisfy the RMD requirement for an annuity contract that includes the Income Pay optional rider.

LIFETIME INCOME PAYMENTS

Your client can begin taking income payments based on the rider benefit value after the first contract year and as early as age 50. Your client can choose how frequently they receive their lifetime income payments: monthly, quarterly, semi-annually or annually. When they first elect lifetime income payments, their payments will be based on their current GMWB Value multiplied by a percentage based on their age.

LIFETIME PAYMENT PERCENTAGE*							
Attained age of Annuitant	50-54	55-59	60-64	65-69	70-74	75-79	80+
Single Annuitant	4.00%	4.00%	4.50%	5.00%	5.50%	6.00%	6.50%
Joint Annuitants**	3.50%	3.50%	4.00%	4.50%	5.00%	5.50%	6.00%

* Your client's Lifetime Payment Percentage is determined by the attained age of the annuitant.
 ** Based on attained age of youngest joint annuitant.

Withdrawals from your client's Contract can reduce future lifetime income payments and, in some instances, may be subject to surrender charges and Market Value Adjustments (also known as Interest Adjustments). Your client can take their RMD for the Contract to which this rider is attached without reducing future lifetime income payments.

IMPACT OF WITHDRAWALS

Your client's GMWB Value will be reduced for any withdrawals taken either before or after lifetime income payments begin. If they take a withdrawal prior to beginning lifetime income payments, their GMWB Value will be reduced by the same percentage withdrawn from their Contract.

Withdrawals taken to satisfy their RMD will reduce the GMWB Value by the dollar amount withdrawn, instead of the percentage withdrawn. Once your client begins to take their Lifetime Income Payments, withdrawals taken in excess of their Lifetime Income Payment will reduce their GMWB Value by the same percentage withdrawn from their Contract.

If your client takes an excess withdrawal of 10% in addition to their Lifetime Income Payment, their GMWB Value will be reduced by 10% as well, even though this may represent a larger amount than what they had withdrawn.

Excess withdrawals may be subject to surrender charges, Market Value Adjustments and premium bonus recapture (if applicable). Excess withdrawals will ultimately impact your clients future lifetime income payments.

ELECTING LIFETIME INCOME PAYMENTS

Your client will need to notify us in writing to begin lifetime income payments. After this election is made, roll up credits will no longer be available.

INCOME MULTIPLIER (X2) FEATURE

The optional Income Multiplier (x2) feature guarantees your client access to double their Lifetime Payment Amount (LPA). It offers enhanced access to your client's money during confinement to a qualified nursing care facility which can help alleviate added stress and concern. This feature is available for an additional annual cost of 0.10% and as long as the following conditions are met:

- Wait at least two years after issue date before requesting the Confinement Benefit Lifetime Payment Amount.
- Client is confined to a qualified nursing care facility for at least 90 consecutive days after electing this feature and continues to remain confined.
- Written proof of confinement must be submitted annually.

The Income Multiplier (x2) can be paid out for a maximum of 60 months (5 years). After 60 months (5 Years), payments will revert back to the original Lifetime Payment Amount.

TAX TREATMENT OF INCOME PAYMENTS

Please have your client see their tax advisor. Under current tax law, income payments from Income Pay may be taxed as ordinary income. Additionally, if taken prior to 59½, income payments may be subject to a 10% IRS penalty tax.

RIDER TERMINATION

If your client's needs change, they can elect to terminate this rider at any time. Terminating this rider forfeits access to the GMWB Value, income payments and all roll up credits. Termination of the rider will not automatically terminate the Contract. Once terminated, this rider cannot be reinstated and they will not be reimbursed for charges previously incurred. The Income Multiplier (x2) feature will terminate upon termination of the Income Pay rider.

The Income Pay® and Income Multiplier (x2) are available in states where approved. Please check your state availability chart. Income Pay® GMWB Rider, is an optional guaranteed lifetime withdrawal benefit (GLWB) available for an additional cost issued on form AE513A (rider) and SP513B (spec page) or appropriate state variation by North American Company for Life and Health Insurance®, West Des Moines, IA. This rider may not be approved in all states, on all products or appropriate for all clients. Income Pay is not available on all products. Please refer to your state availability chart for product availability. Neither North American, nor any agents acting on its behalf, should be viewed as providing legal, tax or investment advice. Advise clients to consult with and rely on a qualified advisor.

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