



National Life
Group®

FIT Select Income

FLEXIBLE PREMIUM INDEXED ANNUITY

Helping you grow and protect your retirement savings.

Products issued by:

Life Insurance Company of the Southwest®

National Life Group® is a trade name representing various affiliates, which offer a variety of financial service products. Life Insurance Company of the Southwest, Addison, TX, is a member of National Life Group.

No bank or credit union guarantee | Not a deposit | Not FDIC/NCUA insured | May lose value | Not insured by any federal or state government agency

Guarantees are dependent upon the claims-paying ability of the issuing company.

LiveFIT

Live Financially Fit for Life

A key concern across all generations is having retirement savings that will allow them to retire comfortably. This becomes even more important as we live longer!



Are You Financially Fit?

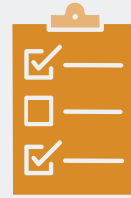
Just like physical fitness relies on eating well and exercising, financial fitness relies on you doing a few important things.

Your Retirement Workout Routine



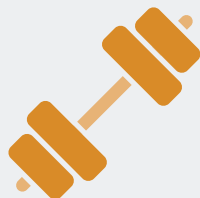
Step 1

Set a goal.



Step 2

Make a plan for reaching your goal.



Step 3

Figure out what you need to get the most out of your efforts.



Step 4

Commit to the steps in your plan to achieve your goal.

Helping to Achieve Financial Fitness

Feature	Result
Tax Deferral	Helps your savings grow faster than if you paid taxes on your earnings each year.
Guarantees	You can be assured that your premiums paid and interest earned will never lose value. ¹
Index Strategies	With several index strategies to choose from, your account can benefit from interest crediting tied in part to the change in a major market index. ²

Exercise the features of FIT Select Income
to ensure you are financially fit for the future.

¹ Guarantees are dependent upon the claims-paying ability of the issuing company.

² Indexed annuities do not directly participate in any stock or equity investments.

FIT Select Income Can Help

Build your retirement savings with a Fixed Indexed Annuity that offers guaranteed lifetime income to help you realize a Financially Independent Tomorrow.

Choice

FIT Select Income has a Guaranteed Lifetime Income Rider to help turn what you've saved for retirement into guaranteed income for life.

Never Lose a Penny³

Premiums paid and interest credited are not subject to market risk with our 0% floor guarantee.

Flexibility

You have control with flexible premium options, withdrawal features and a wide choice of crediting strategies to allocate your values.

A closer look at Fixed Indexed Annuities (FIAs)

A fixed indexed annuity is a type of annuity contract that can credit interest based on the performance of an index, like the S&P 500, without participating in the stock market.

Fixed Indexed Annuities Can Provide:

- Tax Deferral
- Guaranteed Accumulation Value
- Guaranteed safety of premiums paid and interest earned
- Potential for higher interest crediting than traditional fixed annuities
- Death Benefit Protection – upon death, the accumulated value passes to your beneficiaries

Already saving pre-tax?

If you are already saving through an IRA, 403(b) or 457, these plans allow you to save pre-tax and defer taxes on interest you earn.⁴

The FIT Select Income annuity may be a good choice for your qualified retirement plan. Remember, annuities offer the benefit of guaranteed accumulation and guaranteed safety of premiums and earnings.

The Power of Tax Deferral

Annuities receive a tax benefit in the form of tax deferral on earnings. The the interest you are credited today won't be taxed until you decide to withdraw it and can help further build your retirement savings.

³ Assuming no withdrawals during withdrawal charge period. Rider charges continue to be deducted regardless of whether interest is credited.

⁴ Buying an annuity within a tax-deferred retirement plan doesn't offer extra tax benefits. If considering an annuity within a retirement plan, base your purchase decision on the annuity's other features and benefits, as well as its risks and costs, not its tax benefits.





How Your Annuity Grows



Step 1: You pay a premium to the insurance company.



Step 2: Each month your premiums are held at interest until they are swept into the crediting strategies of your choice. The Participation Rates, Caps, and Declared Rate applicable for the next year is determined at this time.



Step 3: For the Declared crediting strategy, interest is credited daily for the following year. For the other crediting strategies, on the first anniversary of the sweep date, we determine if any indexed interest will be credited based on movements in that index over the one-year period and adjusted for the Participation Rates and Caps determined at the beginning of the year.

For all of our indexed interest crediting strategies, you can never earn less than zero percent interest.

Increases in your interest accounts are locked-in every year and you can never lose interest previously credited.

How Does Indexed Interest Crediting Work?

If the index goes up, you may earn interest, but if the index goes down, your principal and interest earned are protected from loss. Indexed interest accounts calculate interest using a Participate Rate or Cap that is declared in advance.



The Participation Rate

The percentage of the change of the index that you will participate in when calculating the interest that you will earn – for example, 70% of the index increase.



The Cap

A maximum amount of interest that will be credited to a strategy.

Annual Cap – For example, on a strategy that has an annual cap of 3%, if the index goes up between 0% to 3%, then you are credited interest equal to that rise. If the index rises over 3% you are credited the maximum cap of 3%.

Monthly Sum Cap – As an example, for strategies using the Monthly Sum method with a 1.25% monthly cap, the monthly index change used to determine the annual interest credit is capped at +1.25%. There is no negative monthly cap, but the sum of the 12 months is protected by the 0% floor.

What is a market index?

A market index is a metric that tracks the performance of a group of stocks or other investments to give an indication of the overall performance of the market. An investment cannot be made directly into an index.

Common Market Indexes

- S&P 500
- NASDAQ
- Dow Jones Industrial Average
- Russell Index
- MSCI

Interest Crediting and Indexed Strategies

Interest Crediting Strategies

Declared Crediting Strategy

Interest is credited daily at a declared effective annual interest rate. We set the rate in advance of each one-year crediting period.

Annual Point-to-Point

Interest is credited based in part on the change in the index from the beginning of the year to the end of the year. Interest is determined by applying the cap or participation rate on the index

Annual Monthly Sum Cap

Interest is credited based in part on the 12 monthly changes in the S&P 500 during the year. Interest is determined by applying the cap to each monthly change then totaling the 12 capped monthly changes (both positive and negative).

Indexed Strategies

The US Fundamental Balanced Index


This index aims to minimize volatility through a blend of US Equities, US Treasuries, and Cash. The asset classes are rebalanced daily to seek to minimize risk and the mix of US Equities is revised quarterly. This index was created and is owned by PIMCO.

The Global Balanced Index

This index aims to enhance risk-adjusted returns by tracking a blend of global asset classes: equities, bonds, and commodities. The index composition is rebalanced among asset classes monthly based on the SG Sentiment Indicator. This indicator is made up of six cross-asset market risk measures. The overall allocation is then reviewed daily to reduce market exposure in case of high volatility. This index was created and owned by Société Générale.

S&P 500

The S&P 500 is a weighted index of 500 leading US publicly traded companies by market value and is one of the most common benchmarks for the broader US equity markets.



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



Peace of Mind Comes from Knowing You Have Income for Life

Retirement is about more than what you save – it's about making your income last a lifetime. FIT Select Income with the Guaranteed Lifetime Income Rider can help your savings become retirement income that you can never outlive while still retaining access to the remaining cash value.

How does the Guaranteed Lifetime Income Rider (GLIR) work?

FIT Select Income offers two unique Guaranteed Lifetime Income Riders with a bonus feature that lets you choose how to optimize your income, the Max Bonus GLIR and the Split Bonus GLIR.

When the GLIR benefit is activated, you are guaranteed a stream of income for the rest of your life!

Which GLIR⁵ is right for you?

The Max Bonus GLIR

The Max Bonus GLIR provides a one-time Activation Bonus that scales up your payments when you are ready to start receiving income. The activation bonus effectively increases the amount of income you receive. If you are focused on receiving the maximum income in retirement, the Max Bonus GLIR may be for you.

Max Bonus GLIR Schedule

Policy Year Income Elected	Activation Bonus	Policy Year Income Elected	Activation Bonus
2-5	115%	16-20	170%
6-10	125%	21+	200%
11-15	145%		



Meet Susan

Susan purchased a FIT Select Income policy to maximize her potential lifetime income. Now at age 65, she is ready to begin receiving income in the 20th policy year.

Her Max Bonus GLIR Calculation

Accumulation Value at Distribution:	\$275,000
X Activation Bonus:	170%
X Withdrawal Percentage:	5%
Annual Lifetime Income:	\$23,375

Split Bonus GLIR Option

The Split Bonus GLIR provides a 5% Immediate Interest Credit to all premium payments in the first eight policy years and one-time Activation Bonus that scales up your payments when you are ready to start receiving income. If you are focused on boosting your accumulation value and receiving lifetime income, the Split Bonus GLIR may be for you.

Split Bonus GLIR Schedule

Policy Year Income Elected	Activation Bonus	Policy Year Income Elected	Activation Bonus
2-5	100%	16-20	145%
6-10	110%	21+	170%
11-15	125%		



Meet Michael

Michael purchased a FIT Select Income policy for lifetime income but also wants a higher accumulation value, so his accumulation value will last longer after income begins. Now at age 65, he is ready to begin receiving income in the 20th policy year.

His Split Bonus GLIR Calculation

Accumulation Value at Distribution:	\$290,000
X Activation Bonus:	145%
X Withdrawal Percentage:	5%
Annual Lifetime Income:	\$21,025

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

⁵ Electing this rider incurs an additional cost. Guaranteed Withdrawal Payments reduce the policy's accumulated value, but you will continue to receive these payments during your lifetime even if your accumulation value declines to zero.

Double Your Income When it Matters Most

Should you become incapacitated, both GLIR options offer the Income Doubler.

(Income Doubler is not available in California.)

Your income can be doubled for up to five years if:

- Your policy has been in force for two years
- You cannot perform two of the six activities of daily living without the assistance of another individual permanently: bathing, dressing, transferring, toileting, continence and eating
- Your policy has an accumulation value greater than zero
- Elected income is based on one life only
- No withdrawals in excess of the current lifetime income have been taken in the current policy year

Your current lifetime income will double until the sooner of five years or the accumulation value of the policy reaching zero. When the doubler period ends, your lifetime income will go back to your income prior to qualification.

Level or Increasing Income, It is Your Choice

When you activate your Guaranteed Lifetime Income Rider, you can choose to have a level payment for life or an amount that will increase over time. If you select increasing income, your initial income will be lower than level income but will increase by 2.5% per year until your accumulation value reaches zero dollars. At that time, your income will lock in at the current amount.

If Susan qualifies for the Income Doubler her income would go from **\$23,375** to **\$46,750**



Additional Benefits

Your FIT Select Income Annuity provides many other benefits at no additional cost, such as:

Nursing Care and Terminal Illness Riders

(in states where approved)

These riders give you peace of mind knowing that in case of a qualifying medical event, you can access up to \$250,000 of your money at any time without paying a withdrawal charge.

10% Free Withdrawal in Policy Years 2+

We know there are times when you may need to access your policy values. That is why you can take up to 10% per year from your policy without a withdrawal charge, if available by law.⁶

Required Minimum Distributions

Surrender charges will not be applied to any amounts withdrawn from your policy to satisfy IRS required minimum distributions.

FIT Select Income Special Features

Emergency Access Waiver

Available on FIT Retirement Series products currently in 403(b) or 457(b) status (types of retirement plans) and policy is eligible for a distribution.

For 403(b) Hardship or 457(b) Unforeseen Emergency distributions

- Policy must be in force for one year and distribution payable to the annuitant is approved by the Plan/ Third Party Administrator (TPA)
- All Withdrawal Charges and Market Value Adjustment (MVA) are waived

For separation from service or disability

- Policy must be in force for one year and the policy owner must be separated from service from the plan sponsor or disabled
- Distributions payable to the annuitant will have the Withdrawal Charge and MVA waived on
 - 20% of the accumulation value in years 2-4
 - 100% of the accumulation value in years 5+

Distribution is subject to IRS taxes and, if applicable, IRS 10% early distribution penalty

Policy Loans

If you own FIT Select Income within an employer's retirement plan, and if your plan allows for policy loans, you may take a loan from your FIT Select Income policy in accordance with the provisions of the plan.

⁶ Withdrawals from an annuity within a retirement plan may be subject to plan restrictions. Withdrawals prior to age 59 ½ may be subject to a 10% Federal Tax Penalty.





Live the full,
purposeful and
active life you want.

Plan for a Financially Independent Tomorrow
with FIT Select Income

LiveFIT with National Life Group



FIT Select
Income

Helping You
be Financially Fit
in Retirement

FIT Select Income Product and Rider Details

Type	Flexible premium deferred indexed annuity																						
Plan Options	403(b) TSA, ROTH 403(b), IRA, SEP IRA, SIMPLE IRA, ROTH IRA, 457(b), Roth 457(b), Pension/Profit Sharing and Non-Qualified																						
Interest Crediting Options	S&P 500 annual point to point with a cap S&P 500 monthly sum cap US Fundamental Balanced Index annual point to point with a participation rate Global Balanced Index annual point to point with a participation rate Declared rate																						
Rate Booster	A Rate Booster strategy is optional for all indexing strategies. Money allocated to a Rate Booster strategy has 1% annual charge deducted from it's accumulation value. ⁷																						
Account Reallocation	Allowed on each contribution anniversary (with written notification to 15 days prior to anniversary)																						
Issue Age	18-75																						
Minimum Premium	<ul style="list-style-type: none"> • Monthly Salary Reduction/Deduction or PACP: \$100 • or Lump Sum: \$5,000 Only salary reduction/deduction or auto bank draft accepted after 5th policy year subject to \$50,000 annual limit.																						
Maximum Premium	\$1,000,000 age 18-70; \$750,000 age 71-75, larger amounts with home office approval																						
Free Look	30 days																						
Free Withdrawals	10% of accumulation value available after the first policy year as permitted by law. You must maintain at least \$5,000 in the annuity to keep it in force.																						
Withdrawal charges	<table border="1"> <tr> <td>Annuity year</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> </tr> <tr> <td>Withdrawal Charge %</td> <td>8.25%</td> <td>8%</td> <td>7%</td> <td>6%</td> <td>5%</td> <td>4%</td> <td>3%</td> <td>2%</td> <td>1%</td> <td>0%</td> </tr> </table>	Annuity year	1	2	3	4	5	6	7	8	9	10	Withdrawal Charge %	8.25%	8%	7%	6%	5%	4%	3%	2%	1%	0%
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Market Value Adjustment	A Market Value Adjustment will apply to withdrawals in excess of the penalty free withdrawal amount for the first 10 policy years.																						
Riders	Nursing Care & Terminal Illness at no additional cost in approved states. Emergency Access Waiver for 403(b) and 457(b) policies at no additional cost. Max Bonus or Split Bonus GLIR required for policy issue at an annual charge (see below for rider details).																						
Loans	\$500 minimum for 403(b) and 457(b) if the plan permits																						
Death Benefit	Full accumulation value at death of the annuitant																						

Rider Type	Max Bonus GLIR	Split Bonus GLIR																								
Immediate Interest Credit	N/A	5% applied to the accumulation value for each premium payment for policy years 1-8																								
Activation Bonus	<table border="1"> <tr> <th>Policy Year Income Elected</th> <th>Activation Bonus</th> </tr> <tr> <td>2-5</td> <td>115%</td> </tr> <tr> <td>6-10</td> <td>125%</td> </tr> <tr> <td>11-15</td> <td>145%</td> </tr> <tr> <td>16-20</td> <td>170%</td> </tr> <tr> <td>21+</td> <td>200%</td> </tr> </table>	Policy Year Income Elected	Activation Bonus	2-5	115%	6-10	125%	11-15	145%	16-20	170%	21+	200%	<table border="1"> <tr> <th>Policy Year Income Elected</th> <th>Activation Bonus</th> </tr> <tr> <td>2-5</td> <td>100%</td> </tr> <tr> <td>6-10</td> <td>110%</td> </tr> <tr> <td>11-15</td> <td>125%</td> </tr> <tr> <td>16-20</td> <td>145%</td> </tr> <tr> <td>21+</td> <td>175%</td> </tr> </table>	Policy Year Income Elected	Activation Bonus	2-5	100%	6-10	110%	11-15	125%	16-20	145%	21+	175%
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YR	1	2	3	4	5	6	7	8	9																	
%	90%	80%	70%	60%	50%	40%	30%	20%	0%																	
Income Availability	Policy in force 1 year and annuitant age 55	Policy in force 1 year and annuitant age 55																								
Income Doubler	Yes, if unable to perform 2 of 6 activities of daily living permanently	Yes, if unable to perform 2 of 6 activities of daily living permanently																								
Increasing Income Option	Yes	Yes																								
Joint Income	Yes	Yes																								
Rider Cancellation	After 10th policy year	After 10th policy year																								
Rider Charge	1% of accumulation value annually deducted from accumulation value	1% of accumulation value annually deducted from accumulation value																								

⁷ Rate Booster only benefits interest crediting during periods where interest is credited to that strategy. If no indexed interest is credited for that period, Rate Booster will have no effect. The charge for Rate Booster occurs for every crediting period regardless of whether interest is credited.

FIT Select Income fixed indexed annuity form series 20375(0418)/ICC-18-20375(0418), Guaranteed Lifetime Income Rider form series 20367(0518)/ICC-18-20367(0518), Nursing Care Rider form series 7648 and Terminal Illness Rider form series 7649 are issued by Life Insurance Company of the Southwest. The Guaranteed Lifetime Income Rider (GLIR) incurs an additional cost. Once GLIR is exercised, the Guaranteed Withdrawal Payments will reduce the policy's accumulated value, but you will continue to receive these payments during your lifetime even if your accumulation value declines to zero. This advertising material is used by multiple states, some with varying form number requirements; therefore, all required variations are provided. Not all policies or riders are available in all states – please check with your agent regarding availability in your state.

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All withdrawals made from annuities with pre-tax contributions are taxed as ordinary income. All withdrawals from an annuity purchased with non-qualified monies are taxable as ordinary income only to the extent there is a gain in the policy. In addition, withdrawals prior to age 59 ½ may be subject to a 10% Federal Tax Penalty.