



North American Company
for Life and Health Insurance

Income Rider or Immediate Annuity?

North American Offers Income Option Solutions

Let's compare the benefits of an Income Rider with an Immediate Annuity.

Income Pay®

For people age 40 and above interested in guaranteed income during their retirement, the Income Pay is an optional Guaranteed Lifetime Withdrawal Benefit (GLWB) Rider you can add to an annuity contract for an additional cost. Designed to generate a higher level of guaranteed lifetime income, the Income Pay allows the ability to control when income payments are received. Since this rider works in concert with the annuity, together the two can provide ways to enhance long-term income.

Income Pay - Income Flexibility

- **Client Profile** - Client wants guaranteed growth to increase the amount available at retirement, has time for value to grow, and wants to maintain control of underlying annuity.
- **Guarantees** - Guaranteed growth of the Rider's Guaranteed Minimum Withdrawal Benefit Value, potential growth with step-up feature¹.
- **Payment Flexibility** - After age 50, and one year after issue, start and stop payments anytime.
- **Payout Options** - Choose how frequently lifetime income payments may be received: monthly, quarterly, semi-annually or annually
- **Withdrawals** - Excess withdrawals available², withdrawals reduce Accumulation Value and excess withdrawals reduce lifetime payment amounts.
- **Death Benefit** - Accumulation Value, if any, paid to beneficiaries.
- **Fees** - Annual rider fees apply³.

North American Income®

The North American Income is a single premium immediate annuity which provides an immediate payout. The North American Income is an excellent retirement planning tool that combines guaranteed income with a variety of payout options. You can select the option that will best meet your financial goals.

North American Income - Guaranteed Income Stream

- **Client Profile** - Client has an immediate need for income and wants that income guaranteed for a set period of time, or for life.
- **Guarantees** - Payments are fixed at issue.
- **Payment Flexibility** - Payments can't be changed.
- **Payout Options** - Eight payout options are available and may be received: monthly, quarterly, semi-annually or annually.
- **Withdrawals** - Additional withdrawals not available.
- **Death Benefit** - None. Payments cease upon death of the annuitant (Period Certain payments continue to be paid to the beneficiary).
- **Fees** - No fee associated with annuity payout.

Give your clients options they can use when it comes to their retirement income.

North American gives you the options you need.

For more information, call Marketing Support at 866-322-7066!

FOR AGENT USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES. The 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) and the North American Income® annuity is issued on form LS116A or appropriate state variation by North American, West Des Moines, Iowa. Rider may not be appropriate for all clients or available in all states. The North American Income and its features may not be available in all states. 1. Choice of two Bonus Credit Options: 6.00% for life or 8.00% for first 10 contract years. 2. Withdrawals taken prior to age 59½ may be subject to IRS penalties. Withdrawals taken during the surrender charge period above the penalty-free amount will be subject to surrender charges and possibly an Interest Adjustment. 3. Annual rider fees are deducted from the Accumulation Value.