



NAC VersaChoiceSM 10

Fixed Index Annuity

Get the versatility you want
and the flexibility life demands



Annuity

Enhanced liquidity for whatever the future holds

We can never know exactly what's around the next bend, but if we spend all our time worrying about the what-ifs in life, we'll surely miss out on some of the good stuff. You want to protect yourself, just in case, but otherwise get on with enjoying life.

What if you could increase the growth potential of your retirement savings while maintaining some access to your money in case the unexpected happens?

**That's the promise of
NAC VersaChoiceSM 10 with
the optional enhanced liquidity
rider from North American**



| *Annuity*

Know the lingo

Key terms to help you understand how your annuity works

An annuity represents a simple promise. It's an insurance contract. For your money and the time you leave it with us, we promise to offer both growth potential and downside protection from market drops. In explaining the fine details, though, you might see some terms that are new to you. Look for boxes like this if you run into a word you'd like to better understand.

Premium

The amount paid to the insurance company to fund an annuity.

\$20,000 minimum for qualified or non-qualified premium.



What sets NAC VersaChoice 10 apart?

NAC VersaChoice 10 is a modified single premium, fixed index annuity with an optional rider for an additional fee that allows you access to more of your money, sooner.

This annuity has a \$20,000 minimum premium and offers better rates for premiums over \$75,000.

The value will grow at a rate based on the fixed or index account (or index accounts) you choose. Index accounts are tied to market performance, but they are not an actual investment in the stock market. We'll go more in depth in the "how your value can grow" section.

In other words, you'll get credit for some of the market's growth in up times. In down times, when the market sees zero gains or actually loses value, your premium will never be at risk of decreasing due to those losses.





Key benefits of NAC VersaChoice 10

Multiple options for liquidity

When you choose the optional enhanced liquidity benefit (ELB) rider, you'll have several ways to access more of your money, earlier, should the need arise.

Choose a strategy that suits you

NAC VersaChoice 10 offers a selection of index strategies, allowing you to find a comfortable fit, no matter your personal financial approach.

Lock in interest credits each contract anniversary

One advantage of fixed index annuities is an annual reset feature, which applies to this annuity no matter which crediting method you choose. With the annual reset, any interest credits are added, or credited, to your accumulation value on each contract anniversary. Once credited, they are locked in. That means they can't be taken away due to negative index performance. At that point, they are included in your accumulation value, giving you the advantage of compounding interest in subsequent years.

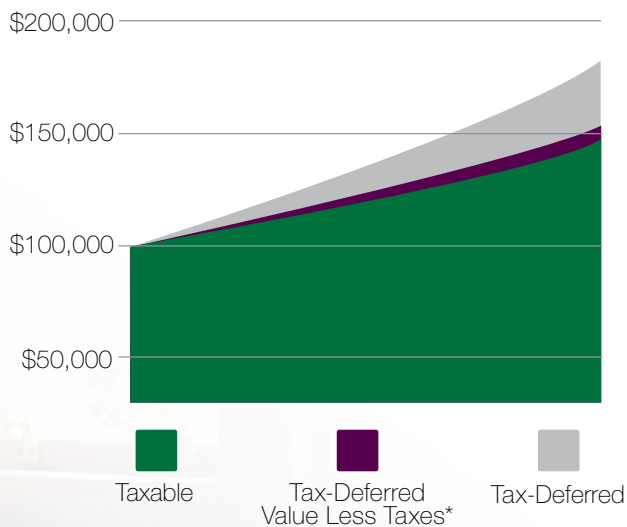
Also, by resetting your starting index value at the same time, this feature can help minimize your risk if the index experiences a severe downturn. Without it, you'd have to wait for the index value to climb up to its original level before any interest credit could be realized.

Tax deferral improves growth potential

Your money grows on a tax-deferred basis, meaning more of it is working for you. Growing your money tax-deferred means you don't owe taxes until you access your money, allowing more time for growth potential. Work with your tax advisor to find out how this might work for you.

Under current law, annuities grow tax-deferred. An annuity is not required for tax deferral in qualified plans. Annuities may be subject to taxation during the income or withdrawal phase. Please note that 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 your own qualified advisor.

The power of tax deferral



*The chart is a hypothetical example of tax deferral and assumes an initial premium of \$100,000 earning 4.00% compounded annual rate of return for 15 years. It is not intended to predict or project performance. *The tax-deferred value less taxes represents the increase in value, due to tax deferral, less taxes at an assumed rate of 33% with no surrender charge or market value adjustment (MVA) applied.*

Provide a lasting legacy

Your beneficiaries will get the remaining accumulation value of your annuity as a death benefit – either in an immediate lump sum or in installments. And, because annuities may avoid the costs and delays of probate, they may not have to wait.

Please consult with and rely on your own legal or tax advisor.

Take advantage of flexible payout options

Whether you need to start drawing income soon after purchasing your annuity or you'd prefer to wait and build your lifetime income potential, there's an option for you. Learn more in the payout option section.

Why choose North American?

In good times and in bad, we've remained one of the most highly rated insurance companies in the U.S., rated "A+" (Superior) by A.M. Best.^a

(See back cover for details)

How the enhanced liquidity benefit works

The optional enhanced liquidity benefit (ELB) doesn't require underwriting or any upfront medical exams but through four features, offers you the versatility you may need to navigate whatever life has in store. You'll pay an annual fee equivalent of 0.50 percent of your accumulation value.

More generous versions of two basic annuity features

Access more of your money sooner.

1. Enhanced penalty-free withdrawals

After your one-year contract anniversary, you'll be able to take out up to 20 percent of your beginning-of-year accumulation value penalty-free if no withdrawals other than ELB charges were taken in the prior year.

2. Return of premium

Any time after your second contract year concludes, you may terminate the contract and receive no less than your contract's net premium paid. The net premium is equal to your initial and subsequent premiums minus any withdrawal amounts (excluding the rider cost) you have received (after any surrender charges or market value adjustment).

Further flexibility when you need it most

Potentially activate two additional features based on activities of daily living (ADLs).

3. ADL-based surrender charge waiver

If you're unable to complete two of the six ADLs after the issue date and otherwise qualify, up to 100 percent of your accumulation value is available immediately with no surrender charges.

4. ADL-based payout benefit

If after your second contract anniversary you're unable to complete two of the six ADLs and otherwise qualify, you may choose to draw an income over five years that is based on an enhanced accumulation value amount (percentage varies by contract year, see chart). This accumulation value multiplier increases the longer you keep your money in the annuity, maxing out after six years.

Contract years	Accumulation value multiplier
1	N/A
2	N/A
3	110%
4	115%
5	120%
6+	125%

Once elected, all other rights and benefit under the contract are terminated.

ELB considerations

While there are a number of valuable benefits to NAC VersaChoice fixed index annuity and the ELB rider, there are several things to consider.

To qualify for ADL-based rider benefits

At the time the rider becomes effective, you'll have to be able to perform all six activities of daily living. The six ADLs include:

- 1. Bathing** - Washing yourself by sponge bath in a tub or shower, including getting in or out.
- 2. Continence** - Bowel and bladder control or, when unable to maintain control, the ability to perform associated personal hygiene.
- 3. Dressing** - Includes putting on and taking off clothing and any necessary braces, fasteners or artificial limbs.
- 4. Eating** - Being able to feed yourself or manage a feeding tube or intravenous feeding.
- 5. Toileting** - Getting to and from the toilet, getting on and off it and performing associated personal hygiene.
- 6. Transferring** - Moving into or out of a bed, chair or wheelchair.

We will need to receive written proof, acceptable to us, from a physician who has determined, in a manner consistent with accepted standards and practice for the diagnosis, that you are unable to meet two of six ADLs with an expectation the condition(s) are permanent.

To take advantage of the benefits, additional conditions have to be met:

- The waiting period for that specific benefit has to have expired (if applicable, see Page 6).
- You'll have to notify us of your election to take either waiver of surrender charge based on activities of daily living or the payout benefit.

For full ADL definitions, please refer to the disclosure.



Know the lingo

Accumulation value

Stick to the terms of your annuity contract, and the accumulation value is the number you're going to get to work from at the end. It's equal to the sum of 100 percent of premium, any fixed and index account interest you are credited minus any withdrawals taken.

Interest credits

When you choose the fixed account or one or more index accounts, the actual amount of interest credited to you is determined by a formula. We call that amount your contract earns its credited interest.



How your annuity can grow

NAC VersaChoice 10 has a strategy and index account option to suit your style:

- Whether you like to take charge of your financial choices or prefer to set it and forget
- Whether you're interested in a fixed return, hoping for more growth potential or a combination

Set your strategy

You have total control over how your initial premium is allocated between our fixed account or index accounts. Choose from several crediting methods (more details on the following pages):

- Monthly Point-to-Point with Index Cap Rate
- Annual Point-to-Point with Index Cap Rate
- Annual Point-to-Point with Index Margin
- Annual Point-to-Point with Participation Rate
- Fixed Account

Each crediting method and the index account options on the next page may perform differently in various market scenarios.

Did you know?

How subsequent premiums are applied

Premiums are only allowed during the first contract year. All subsequent premiums will initially be credited a fixed interest rate. We'll declare this interest rate for each subsequent premium at the time it's received.

The interest rate applicable to each subsequent premium is guaranteed until the end of the contract year. On the first contract anniversary, North American will allocate any premiums received since the issue date according to your most recent instructions.

Pick from a wide variety of index* options

S&P 500® Index

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.

S&P Multi-Asset Risk Control 5% Excess Return Index (S&P MARC 5% ER)

The S&P MARC 5% ER Index is a multi-asset excess return index that strives to create more stable index performance through diversification, an excess return methodology, and volatility management. The index manages volatility by adjusting the allocations among multiple asset classes and by allocating to cash in certain market environments. The index is managed to a 5% volatility level.

** NOTE: Past index performance is not intended to predict future performance and the index does not include dividends.*

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 allocating between stocks, as represented by the S&P 500 Low Volatility Index, and cash. This index is managed to a 5% volatility level.

Did you know?

How transfers work

You may elect to transfer your values each year between the fixed account and index account options. You may also elect to transfer between crediting methods within the index account options on an annual basis.

Transfers are not allowed until your first contract anniversary. Based on current tax laws, these transfers between options will not be taxable or subject to surrender penalties.

By current company practice, you will have 30 days following each contract anniversary to reallocate. 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.

Diversify your premium among the following index account options

Crediting methods <i>(Subject to factor below)</i>	Index availability <i>Index(es) and strategies may not be available in all states.</i>
Monthly Point-to-Point <i>(Subject to an index cap rate)</i>	<ul style="list-style-type: none"> • S&P 500®
Annual Point-to-Point <i>(Subject to an index cap rate)</i>	<ul style="list-style-type: none"> • S&P 500®
Annual Point-to-Point <i>(Subject to an index margin)</i>	<ul style="list-style-type: none"> • S&P 500® Low Volatility Daily Risk Control 5% • S&P MARC 5% ER
Annual Point-to-Point <i>(Subject to participation rate)</i>	<ul style="list-style-type: none"> • S&P 500®



Crediting methods

Monthly Point-to-Point with Index Cap Rate	Monthly Point-to-Point	<p>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.</p>
	Index Cap Rate	<p>Your annuity applies an 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.</p>
Annual Point-To-Point with - Index Cap Rate; - Index Margin; or - Participation Rate	Annual Point-To-Point	<p>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 cap rate and/or index margin. The annual interest credit will never be less than zero.</p>
	Index Cap Rate	<p>Your annuity applies an index cap rate, or upper limit, to calculate your interest credits each year applied to the Annual Point-to-Point 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.</p>
	Index Margin	<p>Once a gain has been calculated using the annual point-to-point 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.</p>
	Participation Rate	<p>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 ever fall below the minimum guaranteed participation rate set for the annual point-to-point index account.</p>
Fixed Account	<p>Premium allocated to the fixed account will be credited interest at a declared fixed account interest rate, and fixed account interest is credited daily. The interest rate on the initial premium allocated to the fixed account 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.</p>	

Know the lingo

Market value adjustment

This refers to a feature which may decrease or increase your surrender value depending on the change in the market value adjustment reference rate since you purchased your annuity.

See the “finer points” section for more details.

Surrender charge

If you need your money before you planned, you may run the risk of incurring what’s called a surrender charge. You don’t have to worry about it if you keep your premium with us for the full duration of the contract. Charges like these, which decrease the longer you keep your annuity, allow the company to invest your money long-term and, in turn, let us potentially offer you better returns.

Surrender value

This number could be less than your accumulation value. It’s what you’d get if you ended your contract today. Here’s how the math works:

Accumulation value

- /+ Market value adjustment (if applicable)
- Surrender charges (if applicable)
- State premium taxes (if applicable)

Surrender value

After your surrender charge period, you’d potentially only be responsible for state premium taxes. After the second contract year, if you have elected the ELB rider, your surrender value will be no less than your net premium.

+

** 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.*

Options for accessing your money

How withdrawals work for the base contract

Like most annuities, the base NAC VersaChoice 10 contract (without the rider) limits when and how much you can withdraw from your annuity penalty-free. However, it does allow you access to a portion of your money each year.

Taking out more money than what’s available penalty-free will incur a surrender charge. A market value adjustment may also apply.

Withdrawals may be treated by the government as ordinary income. If taken prior to age 59½, a withdrawal could also be subject to a 10 percent IRS penalty. Withdrawals will reduce your accumulation value accordingly.

Penalty-free withdrawals under the base contract

After the issue date, you may choose to take a penalty-free withdrawal (also known as a penalty-free partial surrender) of up to 10 percent of the beginning-of-year accumulation value each year. If you withdraw more than that, a surrender charge and market value adjustment may apply.

After the surrender charge period, surrender charges and a market value adjustment will no longer apply.

ELB rider provides more generous access

When you add the ELB rider, you’ll get enhanced access to your money. In some cases, the rules above are simply modified to give you more or earlier access. When you meet certain conditions, the restrictions are eliminated. See Pages 6-7 for more details.

RMD-friendly withdrawals

The IRS requires everyone with savings in certain tax-deferred retirement accounts to begin drawing down their savings the year they turn 70 ½ years old. These are called required minimum distributions (RMDs).

By current company practice*, we’ll waive surrender charges and market value adjustments on any portion of an IRS-required minimum distribution that goes beyond what’s available to you penalty-free.

Your payout options

You may decide to begin receiving income payments from your annuity at the end of the first contract year based on the surrender value. These optional payouts are available in deferred annuities like NAC VersaChoice 10 but are not required.

Once a payout option is elected, however, it can't be changed, and all other rights and benefits under the annuity end.

In a non-qualified annuity, generally, your premium has already been taxed. A portion of each income payout from a non-qualified plan would be considered a return of premium. That amount would not be taxable, but any credited gains would be.

In all states except **Florida**, by current company practice*, you may receive an income from the accumulation value after the first contract year (without surrender charges 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 you elect to receive payments over at least a 5-year period.

** 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.*

In all states but Florida:

With the exception of life income options, income options are available from 5 to 20 years.

Choose from:

- Income for a specified period
- Income for a specified amount
- Life income with a period certain
- Life income
- Joint and survivor life income

For Florida:

You may select an annuity payout option based on the accumulation value at any time after the first contract year. The following options are available:

- Life income
- Life income with a 10-year or 20-year period certain
- Joint and survivor life income
- Joint and survivor life income with a 10-year or 20-year period certain



The finer points of some other features

Issue ages (may vary by state)

The NAC VersaChoice 10 is available at issue ages 0-79 (qualified and non-qualified).

For issue ages 0-17, a Uniform Gift to Minors Act (UGMA) or Uniform Transfers to Minors Act (UTMA) custodial account must be established.

Market value adjustment

Due to the mechanics of a market value adjustment, the surrender value generally decreases as the reference rates rise or remain constant. Likewise, when reference rates decrease enough over a period of time, the surrender value generally increases. However, the market value adjustment is limited to the interest credited to the accumulation value.

This adjustment is applied only during the surrender charge period to surrenders exceeding the applicable penalty-free allowance.

See the "Understanding the Market Value Adjustment" brochure for more information.

Surrender charges

During the surrender charge period, a surrender charge is assessed on any amount withdrawn, as a partial or full surrender, that exceeds the available penalty-free amount and may result in a loss of premium. Additional premiums deposited into existing contracts will maintain the surrender charge schedule set forth at contract issue date. Electing an annuity payout option before the end of the surrender charge period may incur a surrender charge.

Surrender charge schedule

Contract Year	Percentage
1	10%
2	10%
3	9%
4	9%
5	8%
6	8%
7	7%
8	6%
9	4%
10	2%
11+	0%

A surrender during the surrender charge period could result in a loss of premium. Surrender charges may vary by state.

Surrender charge schedule state variations

Contract Year	AK, CT, DE, HI, IL, MA, MD, MN, MO, NV, NJ, OH, OK, OR, PA, SC, TX, UT, VA, WA
1	9%
2	8.5%
3	7.5%
4	6.5%
5	5.5%
6	4.5%
7	3.5%
8	3%
9	2%
10	1%
11+	0%

A surrender during the surrender charge period could result in a loss of premium. Surrender charges may vary by state.

This brochure is for solicitation purposes only. Please refer to your Contract for any other specific information. With every Contract that North American issues there is a free-look period. This gives you the right to review your entire Contract and if you are not satisfied, return it and have your premium returned. 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 the Accumulation Value, which would result in loss of premium. They may not be appropriate for all clients.

The NAC VersaChoice 10 is issued on form NA1012A/ICC17-NA1012A.MVA (contract), AE616A/ICC17-AE616A, AE577A/ICC15-AE577A, AE579A/ICC15-AE579B, AE581A/ICC15-AE581A, AE583A/ICC15-AE583A and AE584A/ICC15-AE584A (riders/endorsements) or appropriate state variation by North American Company for Life and Health Insurance®, West Des Moines, IA. This product, its features and riders may not be available in all states.

Premium taxes: Accumulation Value and Surrender Value will be reduced for premium taxes as required by the state of residence.

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.

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 59½ may be subject to IRS penalties.

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Protect your assets and those you love with an industry leader

North American Company for Life and Health Insurance® is a leading insurance company in the U.S. Throughout our 100+ year history, we've focused on providing growth, income, and financial protection to the clients we serve. Our insurance and annuity products have consistently provided value to our clients - in all types of market and economic environments.

For nearly 30 years, North American has continued to earn high ratings, based on our financial strength, operating performance, and ability to meet obligations to our policyholders and contract holders. North American currently holds the following ratings:

A.M. BEST ^{A,B}	S&P GLOBAL RATINGS ^{B,C}	FITCH RATINGS ^D
<p>“A+” (Superior) (2nd category of 15) Superior ability to meet ongoing obligations to policyholders</p>	<p>“A+” (Strong) (5th category of 22) Very strong financial security characteristics</p>	<p>“A+” (Stable) (5th category of 19) Strong business profile, low financial leverage</p>

A.M. Best is a large third-party independent reporting and rating company that rates an insurance company on the basis of the company's financial strength, operating performance, and ability to meet its obligations to policyholders. S&P Global Ratings is an independent, third-party rating firm that rates on the basis of financial strength. Ratings shown reflect the opinions of the rating agencies and are not implied warranties of the company's ability to meet its financial obligations. The ratings above apply to North American's financial strength and claims-paying ability. **a)** A.M. Best rating affirmed on July 6, 2017. For the latest rating, access ambest.com. **b)** Awarded to North American as part of Sammons® Financial Group Inc., which consists of Midland National® Life Insurance Company and North American Company for Life and Health Insurance®. **c)** Standard & Poor's rating assigned Feb. 26, 2009 and affirmed on Oct. 19, 2016. **d)** Fitch Ratings, a global leader in financial information services and credit ratings, on May 2, 2017, assigned an Insurer Financial Strength rating of A+ Stable for North American. This rating is the fifth highest of 19 possible rating categories. The rating reflects the organization's strong business profile, low financial leverage, very strong statutory capitalization and strong operating profitability supported by strong investment performance. For more information access fitchratings.com.



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