



NORTH AMERICAN  
**CHARTER<sup>SM</sup> SERIES**

FIXED INDEX ANNUITIES



# CHARTER<sup>SM</sup> SERIES

The **Charter<sup>SM</sup> Series** are flexible premium, fixed index annuities that offer you the ability to apply all or a portion of your premium among two accounts: an Index Account or a Fixed Account. Your premium may be allocated to these two accounts as you wish and can be transferred between accounts once each contract anniversary for the life of your annuity. Additionally, you have the ability to choose between three unique options, each having a distinct surrender charge period and premium bonus that may be applied depending on the option chosen.

The **Charter<sup>SM</sup> Series** fixed index annuities are *not* investments in the stock market or in the applicable indices. Rather they are long-term fixed annuities that allow you to benefit from the advantages that a fixed annuity offers such as: tax-deferred growth, the potential to avoid probate, safety of premium and income for life. Additionally, these annuities offer an Index Account that provides enhanced growth potential without experiencing loss of premium from market loss or fluctuations with the market. If surrendered early, surrender charges may apply. Your Index Account returns are based on three distinct crediting methods, allowing an Index Credit to be earned based on the annual performance of the indices and crediting methods you select.

The **Charter<sup>SM</sup> Series** is a long-term annuity product that offers several different options, allowing you the flexibility to choose the option that is best for your situation. Listed below are three surrender charge options you can choose from. You may elect one of the following:

## ELECT THE OPTION THAT BEST FITS YOUR NEEDS

ISSUE  
AGES\*  
0-85

The **7-year option** offers:

- A 7-year surrender charge schedule with access to the full Accumulation Value after the seventh contract year.
- The opportunity to elect a life annuity payout option based on the Accumulation Value after the first contract year or you may elect at least a 5-year annuity payout option after the fifth contract year. These payout options are available by current Company practice.

ISSUE  
AGES\*  
0-79

The **10-year option** offers:

- A 10-year surrender charge schedule with access to the full Accumulation Value after the tenth contract year.
- A **6% premium bonus** on all premiums received in the first seven contract years.
- The opportunity to elect a life annuity payout option based on the Accumulation Value after the first contract year or you may elect at least a 5-year annuity payout option after the fifth contract year. These payout options are available by current Company practice.

ISSUE  
AGES\*  
0-75

The **14-year option** offers:

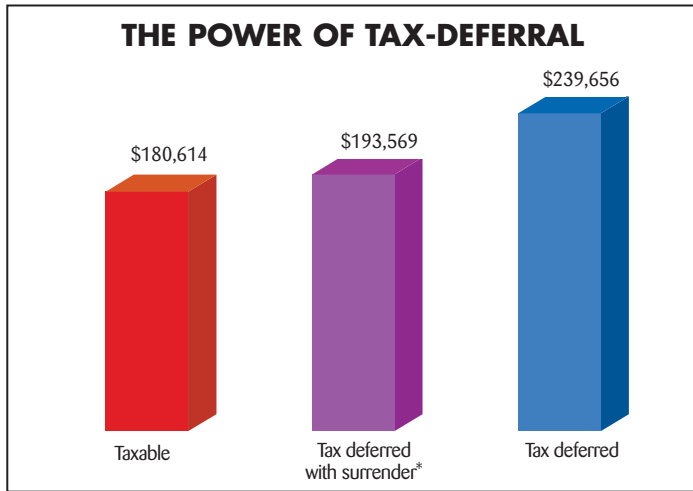
- A 14-year surrender charge schedule with access to the full Accumulation Value after the fourteenth contract year.
- An **11% premium bonus** on all premiums received in the first seven contract years.
- The opportunity to create a life annuity payout option based on the Accumulation Value after the first contract year or you may elect at least a 10-year annuity payout option after the fifth contract year. These payout options are available by current Company practice.
- Longer Term—Ideal for people with long-term objectives looking for highest premium bonus who are comfortable with 14-year surrender charge.

**All options offer:**

• **Full Accumulation Value at death** • **Safety of premium from market risk** • **Lifetime income options**

*\*Issue ages may vary by state.*

**BENEFITS OF OWNING A DEFERRED ANNUITY**



*Chart is a hypothetical illustration of tax-deferral and assumes an initial premium of \$100,000 earning 6.00% compounded annual rate of return for 15 years. Not intended to predict or project performance. \*Tax deferred with surrender represents the surrender value less taxes at an assumed rate of 33%.*

**TAX-DEFERRED GROWTH**

Tax-deferred growth allows your money to grow faster because you earn interest on dollars that would otherwise be paid in taxes. Your premium earns interest, the interest compounds within the contract and the money you would have paid in taxes earns interest. This chart details the potential of a tax-deferred annuity.

**GUARANTEES**

All North American tax-deferred annuities are backed by the financial strength of the Company’s investment portfolio, which emphasizes high-quality bonds that provide safety, liquidity and competitive interest rates. In states where these products are approved, North American maintains reserves equal to those required by state regulation.

**DEATH BENEFIT**

North American will pay out, as the Death Benefit, the Accumulation Value to your beneficiary upon the death of the annuitant or an owner. Your beneficiary may choose to receive the payouts in either a lump sum or a series of income payments. If joint annuitants are named, the Death Benefit will be paid on the death of the second annuitant. If joint owners are named, the Death Benefit will be paid on the death of the owner.

**LIFETIME INCOME**

North American can provide you with a guaranteed income stream with the purchase of your tax-deferred annuity. You have the ability to choose from several different annuity payout options, including life or a specified period.

**MAY AVOID PROBATE**

By naming a beneficiary, you may minimize the delays, expense and publicity often associated with probate. Your designated beneficiary receives death proceeds in either a lump sum or a series of income payments. Please consult with and rely on your own legal or tax advisor.





## JUMP START TO YOUR SAVINGS

### PREMIUM BONUS

To get a head start on your retirement savings, North American awards you a premium bonus based on the surrender charge schedule chosen.

YOU CHOOSE  
FROM THE  
FOLLOWING  
BONUS/  
SURRENDER  
CHARGE OPTIONS:

#### 7-YEAR

No  
Premium  
Bonus

#### 10-YEAR

6%  
on all premium  
payments received  
during first seven  
contract years

#### 14-YEAR

11%  
on all premium  
payments received  
during first seven  
contract years

### ANNUITY PAYMENT BONUS

By current Company practice, if you elect an annuity payout option of at least five years any time after an appropriate time period has elapsed, the following bonus will be added to your Accumulation Value.

#### 7-YEAR

1%  
after the eighth  
contract year

#### 10-YEAR

1%  
after the tenth  
contract year

#### 14-YEAR

2%  
after the fourteenth  
contract year

## ACCESS YOUR MONEY IN SEVERAL DIFFERENT WAYS

Emergencies do arise, and access to your money is always an important concern. The **Charter<sup>SM</sup> Series** offers a variety of liquidity features.

### ANNUITY PAYOUT OPTIONS

Should you decide to receive an income from your annuity after the surrender charge period, you will have several annuity payout options from which to choose. Annuity payout options are a benefit of deferred annuities, but annuitization is not a requirement with the **Charter<sup>SM</sup> Series**.

With the exception of the Life Income options, annuity payout options are for a minimum of five years and a maximum of 20 years. The following options are available:

Income for a Specified Period	Life Income
Income of a Specified Amount	Joint and Survivor Life Income
Life Income with a Period Certain	

With non-qualified plans, a portion of each income payment represents a return of premium that is not taxable, thus reducing your tax liabilities.

By current Company practice, you may receive an income from the Accumulation Value after the first contract year (without surrender charges or Interest Adjustment) if you choose a Life Income option. Please see your Annuity Disclosure Statement for more details regarding the annuity payout options available to you.

## PENALTY-FREE WITHDRAWALS<sup>1</sup>

The Charter<sup>SM</sup> Series allows you to take a Penalty-Free Withdrawal (Partial Surrender) of up to 10% of your current Accumulation Value once each contract year after the first contract anniversary, without incurring any surrender charges or Interest Adjustment. Any amount withdrawn in excess of 10% will be assessed a surrender charge and possibly an Interest Adjustment. Surrender charges and Interest Adjustments on IRS-Required Minimum Distributions exceeding the 10% Penalty-Free Withdrawal amount will be waived by current Company practice.

## NURSING HOME CONFINEMENT RIDER<sup>2</sup>

After the first contract anniversary, should the annuitant become confined to a qualified nursing home facility for at least 90 consecutive days, we will increase the Penalty-Free Withdrawal amount to 20% of the Accumulation Value each year while the annuitant is confined. For issue ages 75 and younger, this rider is automatically included with your annuity at no additional charge.

## SURRENDER CHARGES

Surrender charges allow the Company to invest your money on a long-term basis and credit higher yields than possible with a similar annuity of shorter term. A surrender charge is assessed on any amount withdrawn, whether as a partial withdrawal or full surrender, that exceed the penalty-free amount applicable. However, surrender charges on any portion of an IRS-Required Minimum Distribution exceeding the 10% penalty-free amount are waived by current Company practice. These tables detail the declining charges by the option chosen. Additional premiums deposited into existing contract will maintain the surrender charge schedule set forth by the initial premium.

### ELECT THE OPTION THAT BEST FITS YOUR NEEDS

#### 7-YEAR

Year	Surrender Charge
1	10%
2	9%
3	8%
4	7%
5	6%
6	4%
7	2%

#### 10-YEAR

Year	Surrender Charge
1	15%
2	14%
3	13%
4	12%
5	11%
6	10%
7	8%
8	6%
9	4%
10	2%

#### 14-YEAR

Year	Surrender Charge
1	18%
2	18%
3	17%
4	15%
5	15%
6	15%
7	15%
8	14%
9	12%
10	10%
11	8%
12	6%
13	4%
14	2%

*Note: Please keep in mind that a surrender during the surrender charge period could result in a loss of premium. Surrender charge structure may vary by state. Consult your Annuity Disclosure Statement for details specific to your state.*

## INTEREST ADJUSTMENT<sup>3</sup>

The Charter<sup>SM</sup> Series also includes an Interest Adjustment, which generally allows the Company to credit higher interest rates than on those products without an Interest Adjustment. This adjustment may increase or decrease your surrender value, depending on the change in interest rates since your annuity purchase.

Due to the mechanics of an Interest Adjustment feature, the cash surrender value generally increases as interest rates fall. Likewise, when interest rates have increased over a period of time, the surrender value generally declines. However, the Interest Adjustment can never cause the surrender value to be less than total net premiums.

This adjustment is applied only during the surrender charge period to surrenders that exceed the applicable penalty-free amount. Interest Adjustments on any portion of IRS-Required Minimum Distributions in excess of the 10% penalty-free amount are waived by current Company practice.



## PRODUCT FEATURES

### ACCUMULATION VALUE

The Accumulation Value is 100% of premium, plus any applicable bonus, allocated to the Fixed and Index Accounts, plus any Index Credit or interest earned. It will be reduced by the amount of any withdrawals, but cannot decrease due to negative index performance.

### INDEX ACCOUNT

The **Charter<sup>SM</sup> Series** fixed index annuities are *not* an investment in the stock market or in the applicable indices. Some or all of your premiums may be allocated between several different indices and/or crediting methods. This annuity offers enhanced growth potential associated with the annual changes in several distinct indices without the risk of directly participating in stock, bond or equity investments. These indices are recognized worldwide as prominent benchmarks for stock market and bond performance. This is truly a fixed annuity using an interest crediting strategy of indexing to determine the credited rate. The Index Credits will not mirror the exact performance of any stock market or bond index. The Index Credits will never be less than zero.

### ANNUAL RESET

The Annual Reset allows an Index Credit, if any, to be added to the Index Account on each contract anniversary. That amount, when added, becomes “locked-in” because it can never be taken away due to negative index performance. Once added, the “locked-in” Index Credit will participate in future growth, giving you the advantage of compounding in subsequent years.

This feature also resets your starting index point each year on your contract anniversary. Annual Reset minimizes your risk when the index experiences a severe downturn during the year. You then can take advantage of gains from that point forward. Without this feature, you would have to wait for the index to climb up to its original level before any gains could be realized.

### INDEX CAP RATE

Your annuity applies an Index Cap Rate, or upper limit, to each of the Index Accounts. This rate may change each year and is declared on each contract anniversary. The Index Cap Rate is based on current economic conditions and is guaranteed for the next contract year. At no time will this rate ever fall below the minimum guaranteed:

- 4% annual Index Cap Rate for the Annual Point-to-Point Crediting Method. (3% for the Lehman Brothers U.S. Aggregate Index)
- 3% annual Index Cap Rate for the Hindsight Index Strategy;
- 1% monthly Index Cap Rate for the Monthly Point-to-Point Crediting Method.
- 4% annual Index Cap Rate for the Daily Average Crediting Method.

The Index Cap Rate does not apply to the Fixed Account.

**DIVERSIFY YOUR PREMIUM AMONG THE FOLLOWING OPTIONS**

	DAILY AVERAGE	ANNUAL POINT-TO-POINT		MONTHLY POINT-TO-POINT*
How is Index Credit Calculated?	Averaged sum of daily closes in index	Annual change in index or index combination		Sum of monthly performance subject to a monthly Index Cap Rate
When is Index Credit Calculated/Credited?	Annually	Annually		Annually
When is the Index Cap Rate Applied?	Annually	Annually		Monthly
Index Availability <b>NOTE: Past Index performance is not intended to predict future performance and the Index does not include dividends.</b>	<ul style="list-style-type: none"> <li>• S&amp;P 500<sup>®</sup></li> <li>• (DJIA) Dow Jones Industrial Average<sup>SM</sup></li> <li>• S&amp;P MidCap 400<sup>®</sup></li> <li>• Russell 2000<sup>®</sup> Index</li> </ul>	<ul style="list-style-type: none"> <li>• S&amp;P 500<sup>®</sup></li> <li>• Dow Jones Euro STOXX 50<sup>®</sup></li> <li>• (DJIA) Dow Jones Industrial Average<sup>SM</sup></li> <li>• S&amp;P MidCap 400<sup>®</sup></li> <li>• Russell 2000<sup>®</sup> Index</li> <li>• NASDAQ-100<sup>®</sup></li> <li>• Lehman Brothers U.S. Aggregate Index</li> </ul>	<p><b>HINDSIGHT INDEX STRATEGY<sup>SM*</sup></b></p> <p>Combination of:</p> <ul style="list-style-type: none"> <li>• S&amp;P 500<sup>®</sup></li> <li>• Dow Jones Euro STOXX 50<sup>®</sup></li> <li>• Russell 2000<sup>®</sup> Index</li> </ul>	<ul style="list-style-type: none"> <li>• S&amp;P 500<sup>®</sup></li> <li>• NASDAQ-100<sup>®</sup></li> </ul>

\* Indices and Strategies may not be available in all states.

**DAILY AVERAGE**

This method for determining any Index Growth uses a Daily Average calculation to determine a percentage gain or loss in the index during your reset period (see Annual Reset). This is done by comparing the difference between the index on the first day of the contract year and the Index Daily Average during the year (usually 252 trading days), subject to an Index Cap Rate.

**MONTHLY POINT-TO-POINT**

This method is determined using the monthly changes in the index, subject to a monthly Index Cap Rate. **The Index Growth, if any, is credited annually** and is based on the sum of all of the monthly percentage changes in the index - which could be positive or negative. On **each contract anniversary** these changes, not to exceed the monthly Index Cap Rate, are added together to determine the Index Credit for that year. Negative monthly returns have no downside limit and will reduce the Index Credit, but the Index Credit calculation will never be less than zero.

**ANNUAL POINT-TO-POINT**

This calculation method for determining any Index Growth uses two “points” in the index during your reset period (see Annual Reset). The Index Growth for each year is determined by the change in the index values on the contract anniversary at the beginning and end of the contract year, subject to an annual Index Cap Rate.

**HINDSIGHT INDEX STRATEGY:** This is a Multi-Index Annual Point-to-Point crediting method, which uses a combination of three separate indices. Individual changes for each index are based on the changes in the index values on the contract anniversary at the beginning and end of the contract year. The individual changes, which can be positive or negative, are ranked by their performance and multiplied by an index weight (50% for best performing, 30% for next best performing and 20% for lowest performing\*\*). These subsequent values are then added together to determine the Index Growth for the year, subject to an annual Index Cap Rate. Negative returns on any of the three indices have no downside limit and will reduce the Index Credit, but the Index Credit calculation will never be less than zero.

\*\*Please note the weighting percentages are subject to change for newly issued contracts. Ask your sales representative for current index weighting percentages.



### **FIXED ACCOUNT**

Premium allocated to this account will earn the current Fixed Account interest rate. This rate will be guaranteed for the entire contract year and the rate will renew annually thereafter, but will never fall below the minimum guaranteed fixed interest rate. Ask your sales representative for both the current and minimum interest rates.

### **SURRENDER VALUE**

The surrender value is the amount that is available at the time of surrender. The surrender value is equal to the Accumulation Value, subject to the Interest Adjustment, less applicable surrender charges and state premium taxes. The surrender value will never be less than the minimum requirements set forth by state laws at the time of issue in the state where the contract is delivered.

### **SUBSEQUENT PREMIUMS**

All subsequent premiums are deposited into the Fixed Account and will earn the then-current Fixed Account interest rate until the contract anniversary date. On each contract anniversary, North American will allocate any premiums received since the prior contract anniversary among the Fixed Account and Index Account Crediting Methods according to your most recent instructions.

### **TRANSFER OPTIONS**

Each year, you may elect to transfer your values between the Fixed Account and Index Account options. You may also elect to transfer between crediting methods within the Index Account on an annual basis. By current Company practice, you will have 30 days following each contract anniversary to reallocate. 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. (Please refer to your **Charter<sup>SM</sup> Series** annuity contract for minimum transfer amounts.)



## PLEASE NOTE:

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. 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 optional riders make the contract appropriate for your needs. Premium taxes: Accumulation Value will be reduced for premium taxes as required by the state of residence. The **Charter<sup>SM</sup> Series** annuities are issued on form LC156A (group certificate), LS156A (individual contract), LR342A, LR398A and LR445A (riders/endorsements) or appropriate state variation by North American Company for Life and Health Insurance, West Des Moines, Iowa. This products, its features and riders may not be available in all states.

1. Withdrawals taken prior to age 59½ may be subject to IRS penalties. Under current law, annuities grow tax deferred. An annuity is not required for tax deferral in qualified plans.
2. In states where rider is approved. Please contact your sales representative for state availability. If joint annuitants are named on the annuity, rider will apply to the first annuitant who qualifies for the benefit.
3. Interest Adjustment is not available in all states.

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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.

### **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 always 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.

Products that have premium bonuses may offer lower credited interest rates and/or lower Index Cap Rates 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 interest rates and/or lower Index Cap Rates.



## GETTING STARTED

### SUMMARY OF CHOICES FOR YOU TO MAKE.

#### CHOOSE ONE TIME:

- 1 Surrender charge period**
- 7 year (no premium bonus)  
OR
  - 10 year (6% premium bonus)  
OR
  - 14 year (11% premium bonus)

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#### CHOOSE EACH YEAR:

- 2 Interest crediting method**
- Daily Averaging (DA)  
AND/OR
  - Annual Point-to-Point (APP)  
AND/OR
  - Monthly Point-to-Point (MPP)
- 3 How to allocate your premium**
- \_\_\_\_\_ % S&P 500<sup>®</sup>
  - \_\_\_\_\_ % S&P MidCap 400<sup>®</sup>
  - \_\_\_\_\_ % DJIA<sup>SM</sup>
  - \_\_\_\_\_ % NASDAQ-100<sup>®</sup> (only available with APP & MPP)
  - \_\_\_\_\_ % Russell 2000<sup>®</sup>
  - \_\_\_\_\_ % Dow Jones Euro STOXX 50<sup>®</sup> (only available with APP)
  - \_\_\_\_\_ % Lehman Brothers U.S. Aggregate Index  
(only available with APP)
  - \_\_\_\_\_ % Hindsight Index Strategy (only available with APP)
  - \_\_\_\_\_ % Fixed Account

**Note: This page is for your reference only. It does not need to be returned to North American.**



## PORTRAIT OF FINANCIAL STABILITY

A.M. Best	A+ (Superior) <sup>1,2</sup>	2nd highest out of 15 categories	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 contract holders.
Standard & Poor's Corporation	AA- (Very Strong) <sup>2</sup>	4th highest out of 22 categories	Standard & Poor's Corporation is an independent third-party rating firm that rates on the basis of financial strength.
Fitch Ratings	AA- (Very Strong)	4th highest out of 24 categories	Fitch is a leading global rating agency committed to providing the world's credit markets with independent, timely and prospective credit opinions.

<sup>1</sup> A.M. Best rating assigned on January 4, 2008 For the latest rating, access [www.ambest.com](http://www.ambest.com).

<sup>2</sup> Awarded to North American as part of Sammons Financial Group, which consists of Midland National Life Insurance Company and North American Company for Life and Health Insurance.

Ratings shown reflect the opinions of the rating agencies and are not implied warranties of the company's ability to meet its financial obligations. Ratings are current as of the date of this brochure.

