

Learn how Leonard is using the NWL Income+ to help keep up with inflation

Meet Leonard



Leonard is 65 and is a recently retired school teacher



He has annual bills of \$21,000 and is looking for an option that would allow him to receive steady annual income payments he cannot outlive



If inflation increases by an average of 2% each year for the next 10 years, and assuming Leonard's annual bills also increase by 2% each year, in year 10 Leonard would need to receive \$25,096 to cover his annual bills



Leonard is worried that inflation could negatively impact his ability to cover these monthly bills in the future

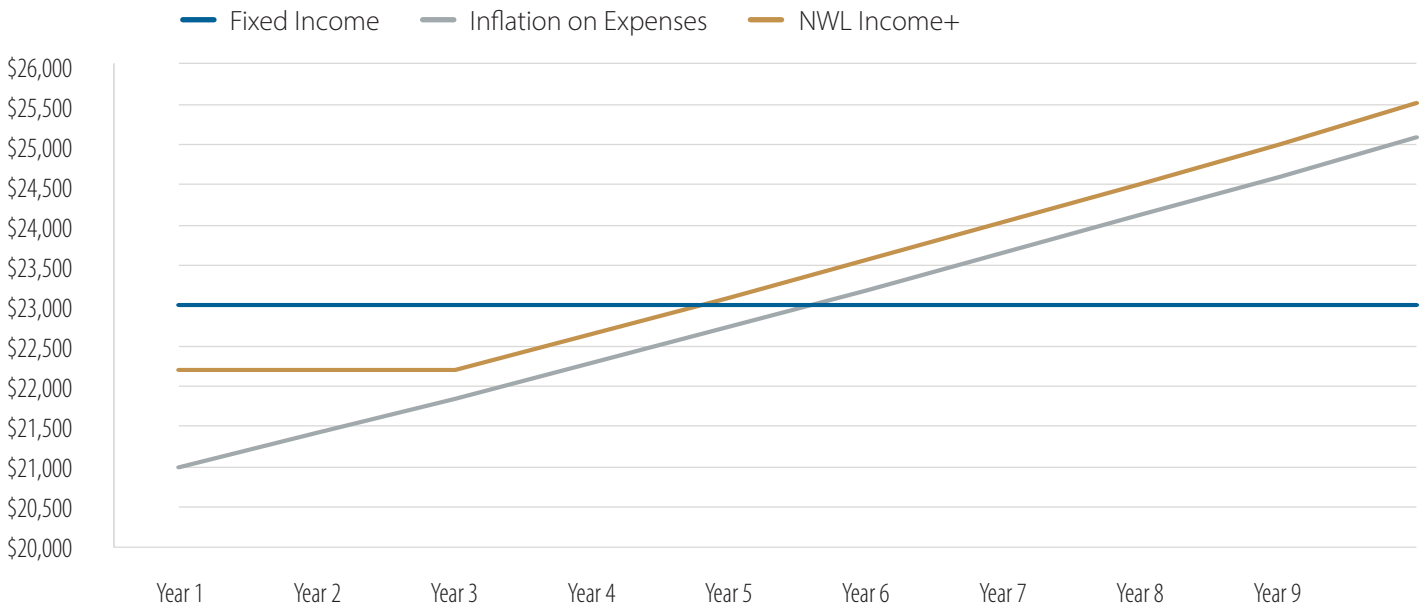
Leonard's plan

- Leonard purchases the NWL Income+ with a one-time premium of \$500,000
- The unique design of the NWL Income+ offers:
 - A steady stream of income Leonard can't outlive
 - Features designed to provide potential increases in Income Payments
 - Unique opportunity to receive increased payments up to the lesser of the Inflation Rate or the Option Growth Rate

Leonard's plan in action

- Leonard receives \$22,200 Income Payments annually in the first 3 years of owning his annuity, which covers his annual bills and provides him with a little extra income.
- After year 3, Leonard's payments may increase at a rate up to the Inflation Rate, depending on the calculation of the S&P MARC 5% indexed option and the resulting Option Growth Rate. His payments will never decrease.
- Leonard will receive payment increases, if any, based on the index component rather than the Inflation Rate if the performance of the S&P MARC 5% in a given year results in the inflation component being greater than the index component.
- Any increase in payments becomes the new guaranteed floor below which payments can never fall. PLUS, the opportunity for additional future increases exists. Those increases could help offset the impacts of inflation, or cover unplanned expenses.

Leonard's *Plan* in action



Assumptions*

- 1 NWL Income+ based on a 65-year-old male with initial premium of \$500,000 providing \$22,200 a year at issue
- 2 S&P MARC 5% three-year point to point strategy with a Participation Rate of 35%. The minimum Guaranteed Participation Rate is 10%.
- 3 Average Inflation Rate of 2% annually for expenses
- 4 Fixed Income is based on a 65-year male with initial premium of \$500,000 providing \$23,000 a year using a Life Only immediate annuity

Consumer prices were up 8.5% for year ended July 2022. What cost you \$20,000 in 2021 will now cost you \$21,70 in 2022.**

*This example is hypothetical only and does not reflect any specific outcomes. Returns are not guaranteed.

**According to Bureau of Labor Statistics, <https://www.bls.gov/news.release/pdf/cpi.pdf>

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NWL® Income+ base policy form ICC22 01-1192-22, 01-1192-22, and state variations. Cash surrender rider form 01-3189-22, associated forms 01-3189(55C)-22, and state variations. Commutation Rider ICC21 01-3188-21, and state variations.

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