



Q4 Incentive:
FIT Series

Finish Strong, Start Stronger

THE FINAL COUNTDOWN IS ON FOR 2022!

It's time to drop the hammer on your single (lump sum) premium business to get rewarded more.

Our Finish Strong, Start Stronger campaign runs through Q4 and kicks off Q1 in 2023 to help you close this year out with a big push that jumpstarts your new year.

Earn bonus commissions on all single premium dollars paid to any National Life annuity, including multiyear guaranteed annuities (MYGA). Bonuses will be paid after the end of Q4 and Q1 based on the premiums paid and applied during the quarter.

The more that pays the more you earn!

Quarterly Production Requirement	Bonus Commission
\$500,000 – \$999,999	0.50%
\$1,000,000 – \$1,749,999	0.75%
\$1,750,000 – \$2,499,999	1.00%
\$2,500,000 +	1.25%

Example: Total quarterly single (lump sum) premium production: \$1,850,000
 $\$1,850,000 \times 1.00\% = \$18,500$ in bonus commission paid

Products issued by

National Life Insurance Company® | Life Insurance Company of the Southwest®

Incentive Dates: October 15, 2022 to March 31, 2023

Policy Eligibility:

- All single premium deferred annuities ("SPDA") and MYGAs: policies paid and issued from October 15 to December 31, 2022 and January 1 to March 31, 2023
- All flexible premium deferred annuities ("FPDA"): single premiums paid into a FPDA policy within in the first policy year, premium must be applied to the policy from October 15 to December 31, 2022 and January 1 to March 31, 2023

Agent Eligibility: All agents actively writing and in good standing with National Life Group as of the date of bonus payment. Bonuses earned by agents contracted as Non Commission Agents (NCA) will be paid to their agency and disbursed following agency agreements.

National Life Group® is a trade name of National Life Insurance Company (NLIC), Montpelier, VT, Life Insurance Company of the Southwest (LSW), Addison, TX and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. Life Insurance Company of the Southwest is not an authorized insurer in New York and does not conduct insurance business in New York.

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.