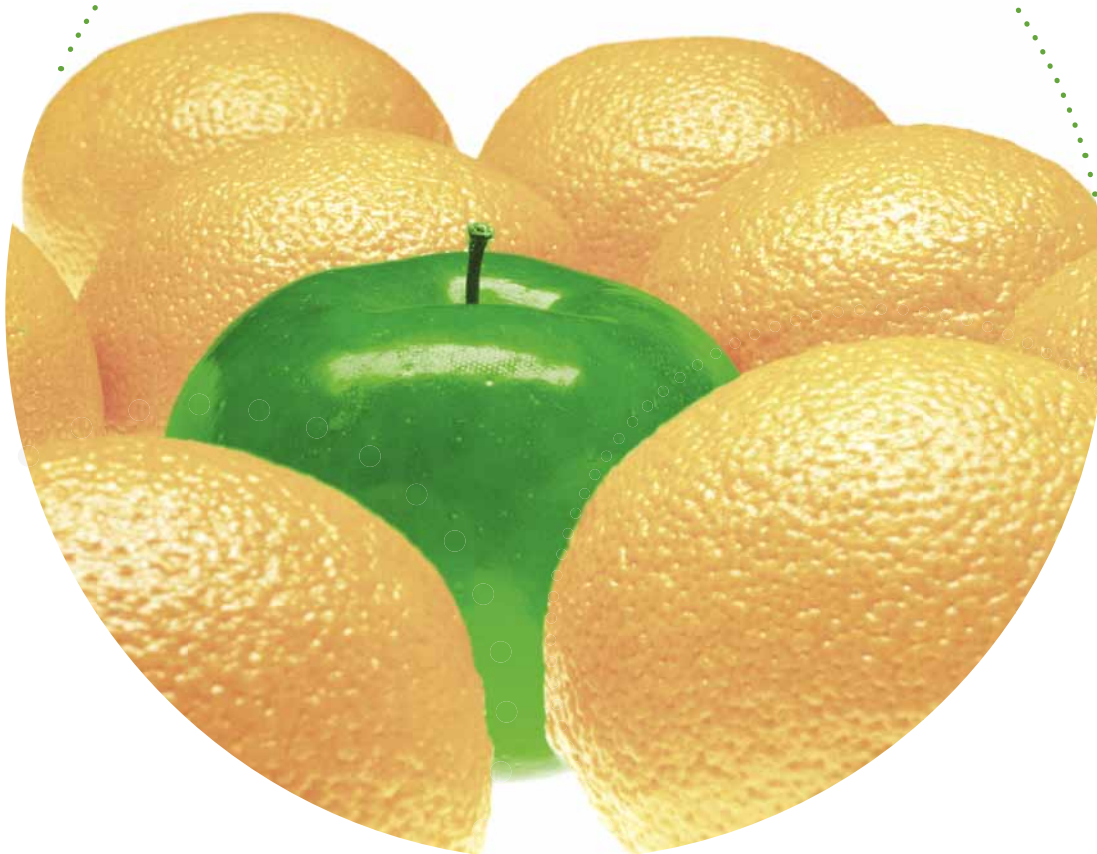




Life Product

Quick Reference Chart



Products issued by

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

Experience Life®

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Centralized Mailing Address: One National Life Drive, Montpelier, VT 05604 | 800-906-3310 | www.NationalLifeGroup.com

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Life Product Quick Reference Chart

| Indexed Universal Life | | | | | Universal Life | | Variable Universal Life | Whole Life | Survivor Whole Life | | | |
|----------------------------------|---|---|--|--|---|--|---|---|---|---|--|---|
| Name | NL Ultra Select <small>National Life form #8385/8386</small> | NL/LSW FlexLife <small>National Life form #8971/8972 LSW form #8973/8974</small> | LSW SecurePlus Provider <small>LSW form #8212/8734</small> | LSW SecurePlus Advantage 79 <small>LSW form #8593/8594</small> | NL AssurePlus Protector <small>National Life form #8522/8523</small> | LSW Foundation <small>LSW form # 8640</small> | LSW IncomeBuilder <small>LSW form # 8796/8797</small> | NL Investor Select <small>National Life form # 7206/7207</small> | NL LifeBuilder <small>National Life form #8310/8311</small> | NL LifeBuilder 1 <small>National Life form #8310/8311</small> | LSW ProtectorLife <small>LSW form #20064/20065</small> | NL ValuGuard <small>National Life form #20073/20074</small> |
| Product Focus | For clients seeking opportunities for interest growth based on changes in the S&P 500 and/or the MSCI Emerging Markets Index. | For clients seeking opportunities for interest growth based on the S&P 500 and/or the MSCI Emerging Markets Index. Designed for competitive income distribution opportunities. | With a lower required face amount than FlexLife, Provider offers competitive lifetime rolling target premiums & additional interest credits beginning in year 10. | Specifically designed for funding Section 79 permanent benefit plans. Exempt from minimum face amount reduction requirements. | Affordable death benefit protection & flexibility. | Lowest initial premium permanent protection with Traditional Universal Life flexibility. | Death Benefit guarantees with potential for efficient cash value accumulation. | An individual variable life policy providing death benefit coverage for those willing to accept market risk. Wide range of sub-accounts from which to choose. | A flexible premium product allowing for extra payments to be applied to the policy, creating the ability to convert to a paid-up policy in later years. Low premium, strong death benefit, cash value guarantees. | An alternative to a single premium annuity. Ideal for a single premium intended for heirs. Provides strong guaranteed cash value & death benefit. Net amount at risk underwriting. Avail. under age 70. Early cross-over point, where cash value is greater than premium paid. | Provides strong guaranteed death benefit protection for life, guaranteed level premiums and guaranteed cash value accumulation. Designed to fit into any budget. | Designed to provide guaranteed death benefit protection and guaranteed level premium for two insured's lifetimes; an appropriate option for estate planning situations. |
| Marketing Strategies | Available for Section 79 Plans and Qualified Plans | <ul style="list-style-type: none">Income for life option with the Lifetime Income Benefit RiderSystematic Allocation rider for large annual premium distribution amongst index strategies4th face amount band added for competitive advantage in larger cases | Perfect for all markets, especially the juvenile market. | Designed to provide maximum tax benefits under Section 79 plan. | Fully funding policy can grow cash value based on fixed interest rate return. | Low cost alternative to term. Provides at least 20 years of coverage if minimum premiums are paid based on current rates, which are not guaranteed. Unlike traditional mortgage plans, Foundation doesn't decrease death benefit & offers the potential for cash value growth. | Fully or over-fund policy for supplemental retirement income potential or minimally fund for zero cash or endow at age 100 for survivor protection. | Funding at guideline/MEC level provides optimal cash value accumulation potential. | <ul style="list-style-type: none">Flex Term rates guaranteed & convertible for 10 years.Combine with Term Rider as an alternate to Return Of Premium (ROP). NS rates available to tobacco users for the first two policy years.LifeSelect Strategy - Combine with UltraSelect for upside potential. | Leverage money intended for heirs while maintaining lifetime access to ABRs. | Automatic Conversion Rider lowers initial premiums. Ideal for consumers in a younger stage of life with a new family or business who need permanent protection at a price that works with their budget. | Especially suitable for estate planning situations, where the goal is to provide for a spouse or business partner and some of the main concerns are the effect of taxes when transferring assets. |
| Issue Ages | 0-85 (age nearest birthday) | 0-85 (age nearest birthday) | 0-85 (age last birthday) | 20-85 (age nearest birthday) | 0-85 (age nearest birthday) | 0-85 (age last birthday) | 0-85 (age nearest birthday) | 0-85 (age nearest birthday) | 0-85 (age nearest birthday) | 0-85 (age nearest birthday) | 0-85 (age nearest birthday) | 20-85 |
| Minimum Face | \$25,000; \$10,000 Base + \$90,000 APB, if APB is used. | NL: \$25,000 LSW: \$100,000 | \$25,000 | \$100,000 | \$25,000 | \$25,000 or coverage less than \$25,000, but not less than \$10,000, may be purchased if min. monthly premium for entire policy is at least \$100. | \$100,000 | \$50,000 | \$25,000 | \$25,000 | Without ACR: \$25,000 With ACR: Overall minimum face of \$50,000. In other words, we will allow a \$5,000 base face amount with a \$45,000 Automatic Conversion Rider. | \$100,000 |
| Additional Pro. Benefit (APB) | Only available with Section 79. Will be equal to nine times the base policy face amount. | Will be equal to 3 times the base policy face amount. | N/A | Will be equal to nine times the base policy face amount. | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Minimum Guaranteed Interest Rate | Cash value growth guaranteed to be at least 2.5% over life of the contract. | Cash value growth guaranteed to be at least 2.5% over life of the contract. | Cash Value growth guaranteed to be at least 2%. | Cash value growth guaranteed to be at least 2.5% over life of the contract. | 3% | 4% | 3% | 3% (General Account Only) The fixed account guarantees are dependent upon the claims-paying ability of the insurer and do not protect the value of the variable product portfolios, which may fluctuate. Variable contract holders are subject to investment risks, including the possible loss of principle invested. | Whole Life insurance doesn't credit interest directly to account values. For all life insurance, cash values must be greater than statutory minimum cash values determined by formulas & parameters explained in Standard Nonforfeiture Law. Part of the formula for determining minimum values is interest & mortality basis. For NL LifeBuilder that basis is 4% interest & 2001 Commissioners Standard Ordinary (CSO) mortality. | Whole Life insurance doesn't credit interest directly to account values. For all life insurance, cash values must be greater than statutory minimum cash values determined by formulas & parameters explained in Standard Nonforfeiture Law. Part of the formula for determining minimum values is interest & mortality basis. For NL LifeBuilder 1 that basis is 4% interest & 2001 Commissioners Standard Ordinary (CSO) mortality. | Whole Life insurance doesn't credit interest directly to account values. For all life insurance, cash values must be greater than statutory minimum cash values determined by formulas & parameters explained in Standard Nonforfeiture Law. Part of the formula for determining minimum values is interest & mortality basis. For LSW ProtectorLife that basis is 4% interest & 2001 Commissioners Standard Ordinary (CSO) mortality. | Whole Life insurance doesn't credit interest directly to account values. For all life insurance, cash values must be greater than statutory minimum cash values determined by formulas & parameters explained in Standard Nonforfeiture Law. Part of the formula for determining minimum values is interest & mortality basis. For NL ValuGuard that basis is 4% interest & 2001 Commissioners Standard Ordinary (CSO) mortality. |
| Interest Rate Credit Method | Six interest credit strategies with choice of fixed interest strategy & 5 indexed strategies. | Six interest credit strategies with choice of fixed interest strategy & 5 indexed strategies. | Five interest credit strategies with choice of fixed interest strategy & 4 indexed strategies. | Six interest credit strategies with choice of fixed interest strategy & 5 indexed strategies. | New Money ¹ | Portfolio ² | Portfolio ² | New Money ¹ (General Account Only) | See minimum guaranteed interest rate. | See minimum guaranteed interest rate. | See minimum guaranteed interest rate. | See minimum guaranteed interest rate. |
| Surrender Schedule | 10 year | 10 year | 10 year | 5 year | 19 year, age 99 if sooner | 15 year | 15 year | 10 year | N/A | N/A | N/A | N/A |
| Riders | ABR Terminal, Chronic Accidental Death Benefit Additional Protection Benefit Balance Sheet Benefit Enhanced Policy Protection Period Guaranteed Insurability Lifetime Income Benefit Overloan Protection Systematic Allocation Rider Waiver of Monthly Deductions Waiver of Specified Premium | ABR Terminal, Chronic, Critical Accidental Death Benefit Additional Protection Benefit Balance Sheet Benefit Children's Term Death Benefit Protection Guaranteed Insurability Lifetime Income Benefit Other Insured Overloan Protection Qualified Plan Exchange Privilege Systematic Allocation Rider Waiver of Monthly Deductions Waiver of Specified Premium | ABR Terminal, Chronic, Critical Accidental Death Benefit Children's Term Disability Income Riders: 2 year, 5 year Enhanced Policy Protection Period Guaranteed Insurability Lifetime Income Benefit Other Insured Overloan Protection Systematic Allocation Rider Unemployment Waiver of Target Premium | ABR Terminal, Chronic, Critical Accidental Death Benefit Additional Protection Benefit Children's Term Disability Income Riders: 2 year, 5 year Guaranteed Insurability Lifetime Income Benefit Other Insured Overloan Protection Qualified Plan Exchange Privilege Systematic Allocation Rider Waiver of Specified Premium | ABR Terminal, Chronic Accidental Death Benefit Children's Term Death Benefit Protection Guaranteed Insurability Other Insured Overloan Protection Qualified Plan Exchange Privilege Waiver of Monthly Deductions Waiver of Specified Premium | ABR Terminal, Chronic, Critical Accidental Death Benefit Children's Term Disability Income Riders: 2 year, 5 year Guaranteed Insurability Other Insured Unemployment Waiver of Target Premium | ABR Terminal, Chronic, Critical Accidental Death Benefit Children's Term Death Benefit Protection Disability Income Riders: 2 year, 5 year Guaranteed Insurability Other Insured Overloan Protection Unemployment Waiver of Target Premium | ABR Terminal, Chronic Accidental Death Benefit Balance Sheet Benefit Children's Term Guaranteed Insurability Other Insured Overloan Protection Qualified Plan Exchange Privilege Waiver of Monthly Deductions Waiver of Specified Premium | ABR Terminal, Chronic, Critical Accidental Death Benefit Additional Insurance Option Annual/Single Premium Additions Beneficiary Insurance Option Exchange to New Insured Flex Term Qualified Plan Exchange Privilege Term Riders Waiver of Planned Premium | ABR Terminal, Chronic, Critical Flex Term Term Riders | Accelerated Benefit Riders Accidental Death Benefit Rider Additional Paid-Up Life Insurance Rider Automatic Conversion Rider Children's Term Rider Guaranteed Insurability Rider Other Insured Rider Term Purchase Provision Rider Unemployment Rider Qualified Plan Exchange Privilege Rider Waiver of Premiums Rider | Accelerated Benefits Riders Annual Premium Additions Rider (APAR) Single Premium Additions Rider (SPAR) Business Exchange Rider Flex Term Riders I&II Policy Split Options Rider |

| | Survivor Universal Life | Survivor Indexed Universal Life |
|----------------------------------|--|---|
| Name | NL Estate Provider National Life form #7656/7657 | NL/LSW LifeCycle Solution NL form # 8918/8919; LSW form# 8935/8936 |
| Product Focus | A survivorship universal life product with low minimum premium designed for estate planning & possible use in an Irrevocable Life Insurance Trust (ILIT). | Meets lifetime needs, not just for estate preservation planning; cash value accumulation; first-to-die rider; retirement income; additional interest credits beginning in year 11. |
| Marketing Strategies | <ul style="list-style-type: none"> • Reduce cost through blend coverage to age 100. • Pay premiums for a limited number years if sufficient policy values have accumulated to cover cost of insurance. | <ul style="list-style-type: none"> • Works to meet needs throughout entire lifecycle. • Retirement income with the Lifetime Income Benefit Rider • Option to provide DB at first death • Ideal for spouses and business partners |
| Issue Ages | Individual 15-90; Joint 15-90 | 0-90 (age nearest birthday) |
| Minimum Face | \$100,000 | \$250,000 |
| Additional Pro. Benefit (APB) | Minimum \$50,000; Maximum 3X base policy face amount. | \$25,000 up to nine times the base policy face amount |
| Minimum Guaranteed Interest Rate | 4% | Cash value growth guaranteed to be at least 2.5% over the life of the contract. |
| Interest Rate Credit Method | New Money ¹ | Six interest crediting strategies with choice of fixed interest strategy & 5 Indexed strategies |
| Surrender Schedule | 15 years | 10 year |
| Riders | ABR Terminal, Chronic Additional Protection Benefit Automatic Increase Continuing Coverage Enhanced Death Benefit Estate Preservation Individual Term Policy Split Option | ABR Terminal, Chronic, Critical Additional Protection Benefit Balance Sheet Benefit Death Benefit Protection Estate Preservation Lifetime Income Benefit Overloan Protection Policy Split Option Survivor Protection Systematic Allocation Rider |

| Name | Term | | |
|--|---|---|--|
| | NL Level Term National Life form #28-86, 0028(0199), 7382-7386, 7719-7723 | NL Annual Renewable Term NL form #7387, 9482 | LSW Level Term LSW form #8115-8117, 8119, ICC13-8119(0613), 8120, ICC13-8120(0613), 20173, ICC13-20173(0613), 20172, ICC13-20172(0613) |
| Product Focus | <p>Guaranteed - Low premiums guaranteed level during the guarantee period (10, 15, or 20 years).</p> <p>Non-Guaranteed - Choose 15 or 20 year term. Lower initial premiums than the guaranteed plans, guaranteed level for first 10 years.</p> <p>Premiums may increase substantially thereafter.</p> | <p>Low initial premiums that increase every year.</p> <p>Conversion period 10 years for most issue ages.</p> | <p>Guaranteed - Low premiums guaranteed level during the guarantee period (10, 15, 20, or 30 years).</p> <p>Non-Guaranteed - Choose 15, 20, or 30 year term. Lower initial premiums than the guaranteed plans, guaranteed level for first 10 years.</p> <p>Premiums may increase substantially thereafter.</p> |
| Marketing Strategies and Riders | <p>ABRs for Terminal, Chronic and Critical Illness.</p> <p>Competitive premiums.</p> <p>Conversion privileges with conversion credit.</p> <p>Waiver of Premium Rider waives premium on converted policy.</p> | <p>ABRs for Terminal & Chronic Illness.</p> <p>Conversion privileges with conversion credit.</p> <p>Waiver of Premium Rider waives premium on converted policy.</p> | <p>ABRs for Terminal, Chronic and Critical Illness.</p> <p>Conversion privileges.</p> <p>Commissionable policy fee.</p> <p>Waiver of Premium Rider waives premium on converted policy.</p> |
| Issue Ages | 18, maximum issue age varies with term product (age nearest birthday) | 20-85 (age nearest birthday) | 18, maximum issue age varies with term product |
| Minimum Face | \$100,000 | \$100,000 | \$50,000 |

State specials and other limits may apply. For more information, contact Product Sales 800-906-3310.

¹ New Money rates reflect credited rates at the time of premium payment.

² Portfolio crediting pools all assets and credits all policyholders a single rate based on the returns of the pool.

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Riders are optional and may require additional cost. Riders may not be available on all products. The use of riders may reduce or eliminate other benefits or riders. Insurance riders have exclusions, limitations, reductions of benefits, and/or terms under which the rider may be continued in force or discontinued.

Guarantees are dependent upon the claims-paying ability of the issuing company.

Policy loans and withdrawals will reduce the cash value and death benefit and may result in a taxable event.

Investor Select Variable Universal Life Insurance underwritten by National Life and distributed by Equity Services, Inc., Registered Broker/Dealer Affiliate of National Life Insurance Company, One National Life Drive, Montpelier, Vermont 05604. All entities referenced are affiliated.

Variable life insurance contract holders are subject to investment risks, including the possible loss of principal invested.

Investor Select is sold by prospectus. For more complete information, please request a prospectus from your registered representative or call 802-229-3900. Please read it and consider carefully a Fund's objectives, risks, charges and expenses before you invest or send money. The prospectus contains this and other information about the investment company.

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