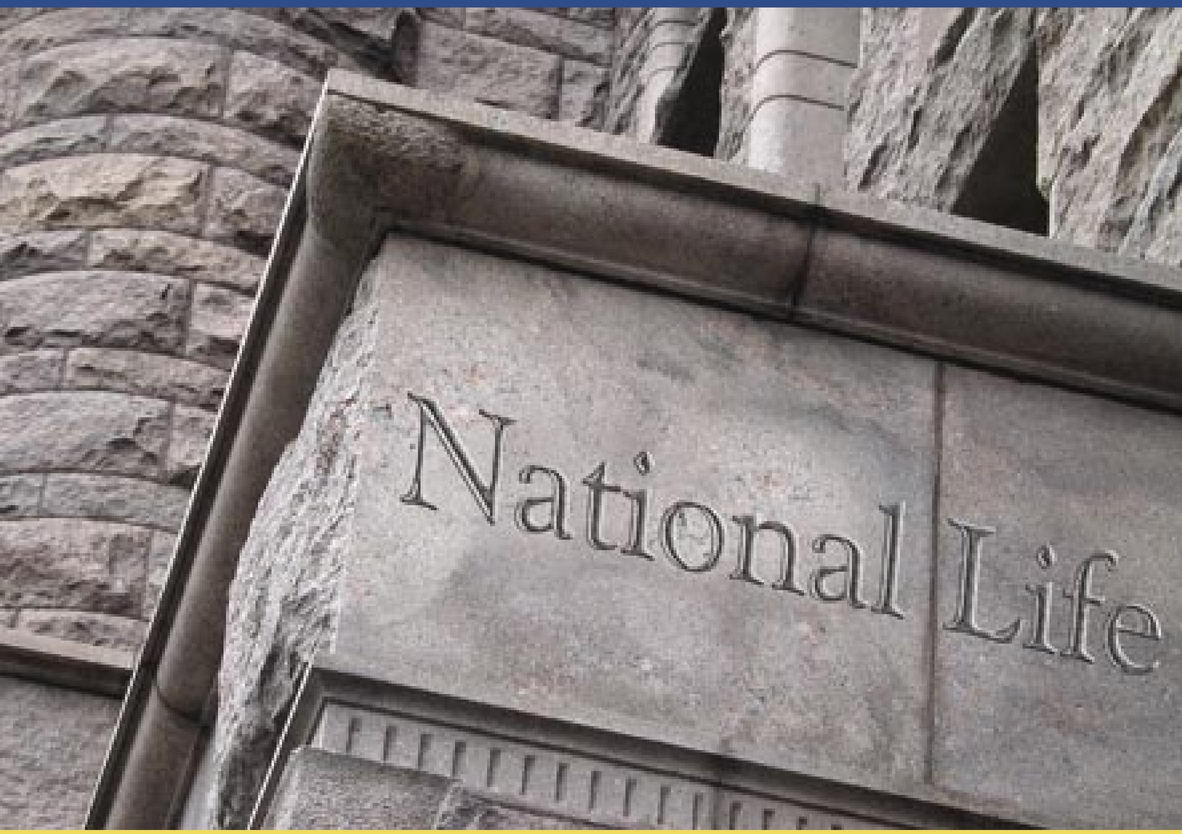
CORNERSTONE *SERIES*

NL LifeBuilder

Building a strong financial future



- Guarantees
- Flexibility
- Paid-Up Options
- Enhanced Benefits Through Optional Riders

QUICK REFERENCE GUIDE

NATIONAL LIFE INSURANCE COMPANY

A member of the

NATIONAL LIFE GROUP®

TC27896(0506)

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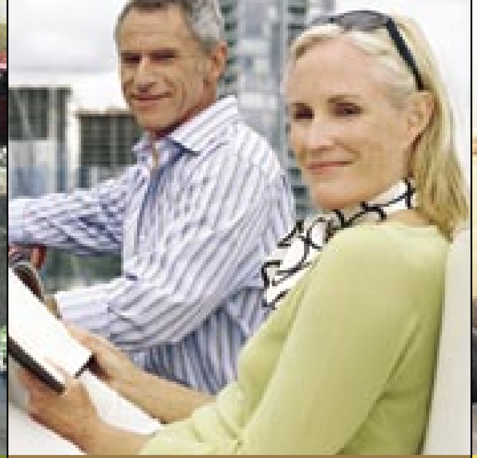


QUICK REFERENCE GUIDE

Introducing NL LifeBuilder – specifically designed for individuals who want the assurance and guarantees of a whole life contract, but with the flexibility and customization options available with universal life.

With NL LifeBuilder, you can offer your clients:

- ***Premium Flexibility*** **–** the unique ability to accommodate changing income or cash flow needs.
- ***Enhanced Cash Value Accumulation*** **–** through use of a new, innovative Excess Premium feature.
- ***Flexible Paid-Up Options*** **–** ability to "dial-in" the year the policy is paid-up.
- ***Waiver of Planned Premium*** **–** determine how much of the premium will be waived in the event of a disability.
- ***Extended Death Benefit Guarantees*** **–** Flex-Term rates are guaranteed for ten years.
- ***Living Benefits*** **–** through use of a no-cost Accelerated Benefits Rider for Terminal and Chronic Illness, and our low cost Long-Term Care riders.

	Survivor Needs	Retirement Planning	Long-Term Care	Beneficiary Insurance Option	Leveraged Asset Transfer
Objective:	Need for a substantial amount of death benefit to maintain family income needs in the event of a premature death.	Guaranteed cash value accumulation as a fixed component of an asset accumulation strategy or as part of a tax reduction strategy.	Protect against financial loss resulting from a long-term illness and maintain choice over how/where long-term care services are received.	Wait-and-see what future insurance needs are for a surviving spouse and postpone critical tax planning decisions until more complete information is available.	Leverage assets transferred to heirs in a tax-efficient manner through tax free dollars.
Solution: NL Life-Builder	NL LifeBuilder can be designed as a high death benefit contract that's ideal for individuals who need insurance protection at an affordable cost.	NL LifeBuilder can be structured as a high cash value contract that's ideal for individuals who need both death benefit protection and a strategy for accumulating assets in a tax-efficient manner.	NL LifeBuilder with Long-Term Care Riders offers protection against financial loss brought on as a result of a critical, chronic or terminal illness, especially if the illness lasts for an extended period of time.	NL LifeBuilder with the Beneficiary Insurance Option (BIO) rider guarantees that an insurance policy can be purchased on a second insured – most often the spouse – for up to five times the NL LifeBuilder death benefit value, regardless of health or insurability. With the BIO rider, your clients can postpone spending money today for coverage they may not need in the future.	NL LifeBuilder is an ideal contract to create an efficient leveraged asset transfer strategy. In fact, the reason many of today's whole life insurance buyers feel free to live on their current assets is because they plan on replacing those assets with their life insurance death benefit.
Policy Design:	Addition of the Flex-Term rider lowers the overall cost of the death benefit. Ability to convert Flex-Term during first ten policy years if premium cash flow improves. May also pay up Flex-Term death benefit with excess premium. Adding Waiver of Planned Premium helps control the level of benefits the policy provides, waiving such costs as Additional Insurance Option rider, allowing your client to purchase more insurance even if he/she becomes uninsurable.	Pay Excess Premium and use the Internal Paid-Up Insurance Dividend option: determine the year the policy is paid-up and maximize cash value as a tax efficient way to accumulate assets for future income needs.[1] With the flexible premium feature, clients can determine the amount of premium they pay to meet long-term financial goals, while maintaining the ability to make short term changes based on business or personal cash flow needs.	Addition of Long-Term Care riders or Accelerated Benefits rider (ABR) provide access to the death benefit to pay the cost associated with a long-term illness. There are no restrictions on the use of ABR proceeds. By paying Excess Premium, the base policy can become paid-up. Continuing the payment of the long-term care premium, your client can continue to receive a deduction (if eligible).	Fund for maximum death benefit to create premium source at first death to fund the new BIO policy on the surviving spouse. Additional discretionary dollars can be paid as excess premium, building-up cash values for income needs through policy loans and withdrawals.	Leverage the total value of assets that pass to beneficiaries by using dollars not needed for retirement income as premiums for an enhanced amount of death benefit. Flexible premium options maximize premium payment opportunities at age 70 ½ when taking RMDs or lower the premium payment in the event of increased medical costs.
IC Solutions:	ICS supplemental presentation pages for meeting the financial needs of beneficiaries.	ICS supplemental presentation pages showing total benefits – income and death benefit – for total premium paid.	ICS LTC output explains policy triggers and monthly benefit amounts.	ICS BIO Package demonstrates the insurance death benefit available at the first death and the power of using the death benefit to fund the BIO Rider for second death needs.	ICS Leveraged Asset Transfer package illustrates how life insurance is used to leverage benefits to heirs.

NL LifeBuilder –

Protection, Guarantees, Value, Flexibility and Choice.

For more detailed information please refer to the CornerStone Agent's Guide.

Specifications:

- Issue Ages: 0-85
- Minimum Face Amount: $25,000
- Rate Classifications:
  - Elite Preferred
  - Preferred Non-smoker
  - Standard Non-smoker
  - Preferred Smoker *(first 2 year preferred non-smoker premium discount available)*
  - Standard Smoker *(first 2 year standard non-smoker premium discount available)*

Focus on Guarantees / Other Policy Provisions:

- Flex-Term rates guaranteed for 10 years, convertible for 10 years
- Waiver of planned premium provision
- Additional Insurance provision
- Paid-up policy on guaranteed basis
- Cash value can provide guaranteed income stream during retirement
- Premium for LTC guaranteed level
- Guaranteed long-term care premium and lifetime benefits
- Guaranteed Insurance Option on other insured

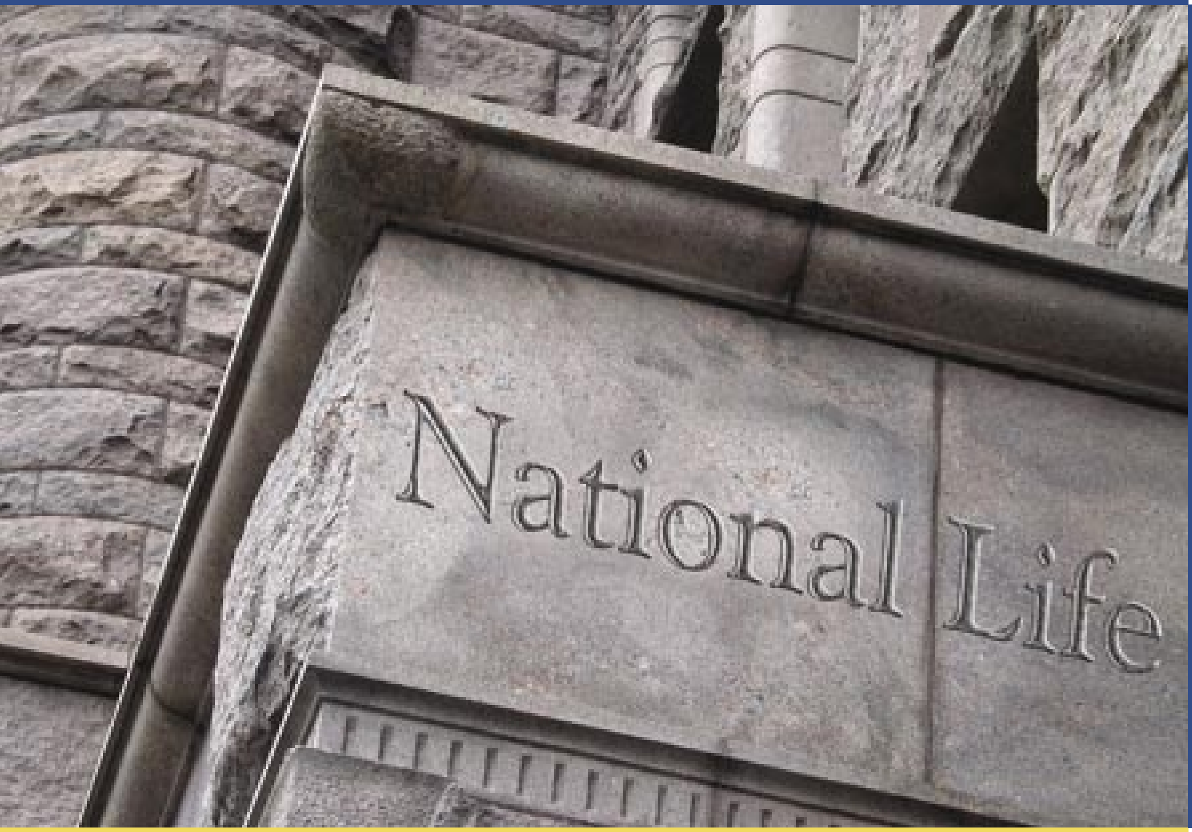
Riders:

- Accelerated Benefits Rider (ABR)
- Long-Term Care Riders (ACR/CCP)
- Accidental Death Benefit Rider (ADB)
- Additional Insurance Option (AIO)
- Additional Premium Adds Rider (APAR/SPAR)
- Beneficiary Insurance Option (BIO)
- Exchange to New Insured (ENIR)
- Flex-Term I & II
- Qualified Plan Exchange Privilege (QPEP)
- Term Riders
- Waiver of Planned Premium (WPP)

Riders are optional and available at additional cost. Riders are not available in all states.

Policy loans and withdrawals and the use of ABR or LTC riders will reduce the policy's cash value and death benefit and may result in a taxable event.

[1]Dividends are not guaranteed. Use of policy values to pay premiums will reduce cash value and death benefit and may affect policy's paid-up status or cause the policy to lapse.



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