

From: North American Marketing Communications <marketingcommunications@sfgmembers.com>
Sent: Tuesday, November 06, 2018 11:01 AM
To: Resource Support
Subject: Delivering the Difference Newsletter November 2018

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Delivering the Difference Newsletter November 2018



New at North American

North American is excited to announce the addition of accelerated death benefits for critical, chronic, and terminal illness on ADDvantage® term policies, as well as the addition of Premium Deposit Agreement, available on most single life indexed universal life insurance policies!

Learn more about [ADBE Term](#) and [Premium Deposit Agreement](#).

Website enhancements

We've improved some areas of the North American website to provide a better user experience.

Agent dashboard:

- Homepage icons are now customizable
- Homepage icon destinations now give more direct access to pages

eBusiness Solutions suite:

- Removal of max illustrated rate pop-up box
- Riders now carry over when switching products
- 0% commission now allowed on additional agents field
- New Jersey now using ICC forms on ADDvantage Term
- Corporate Resolution form available in e-app
- South Dakota suitability form now available

News bulletins

Stay informed!

[Caps, Participation, Spread, and Illustrated Rates for Indexed Universal Life Policies](#)

[Now available on ADDvantage Term: Critical, Chronic, and Terminal Illness Endorsements](#)

[Introducing: Premium Deposit Agreement](#)

ADDvantage Term stands out



See what makes ADDvantage Term different from the rest.

Above average future

End-of-year dates to remember

There's still time to finish strong in 2018! Don't forget these end-of-year dates as you are wrapping up your life insurance business before the new year.

New Business processing:

November 29: Last day to release a case from New Business for November cutoff.

December 10: Last day to release a large case on term products (\$10 million or more) for year-end commission close.

December 21: Last day to release a large case on permanent products (\$10 million or more) for year-end commission close.

December 28: Last day to release a case from New Business for year-end commission close. All delivery requirements received in the Sioux Falls office by 11 a.m. CST will be processed by end of the day for year-end commission close.

Policy Change processing

November 21: All delivery requirements received in the Sioux Falls office by 5 p.m. CST will be processed for commission cutoff.

December 19: All delivery requirements received in the Sioux Falls office by 11 a.m. CST will be processed for year-end.

Administrative office closings:

- November 22**
- November 23**
- December 24**
- December 25**
- January 1**

Live web training events

Time with Tom: Alphabet Soup
Thursday, November 8 at 2 p.m. CST



Above average future



Share this site with your clients to show them how they can help achieve an above average future.

Legacy Optimizer

Legacy Optimizer



Tools & resources to help you succeed

NA Microsite



Online product catalog

Time with Tom: To MEC, or Not to MEC

Thursday, November 15 at 2 p.m. CST

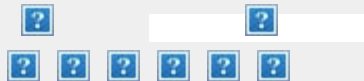


Mitigating Risk

Thursday, November 29 at 2 p.m. CST



Shop for apparel,
drinkware, stationery, and
more in the new North
American promotional
product catalog.



525 W Van Buren | Chicago IL 60607 northamericancompany.com

Indexed Universal Life products are not an investment in the "market" or in the applicable index and are subject to all policy fees and charges normally associated with most universal life insurance.

ADDvantage Term (policy form series LS174), Legacy Optimizer (policy form series LS180), Accelerated Death Benefit Endorsement for Critical, Chronic, and Terminal Illness for Term Life (form series LR508), and Premium Deposit Agreement (form series LR509) are issued by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Products, features, riders, endorsements, or issue ages may not be available in all jurisdictions. Limitations and restrictions may apply.

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