



Changes to Custom Guarantee[®] UL and Guarantee Builder IUL[®]

Announcing Changes to Custom Guarantee[®] Universal Life and Guarantee Builder IUL[®]

As one of the leading providers of life insurance and annuities in the United States, we have continuously fulfilled commitments to our customers since 1886. Today, we remain focused on our commitment to our policyowners and our distribution partners and continue to make decisions for the long-term. With this focus in mind and the continuing low interest rate environment, we are making rate changes to our Custom Guarantee UL and Guarantee Builder IUL products. We believe these updates will help better position us to maintain long-term viability and ensure we continue to fulfill the commitments made to your clients. On **October 8, 2016**, North American will offer new versions of Custom Guarantee UL and Guarantee Builder IUL.

Applications signed on or before **October 7, 2016** AND received by the Administrative Office on or before **October 21, 2016** will receive the current product. If the application is signed on or after **October 8, 2016**, the new Custom Guarantee UL and Guarantee Builder IUL must be used, regardless of the date received.

How are the Custom Guarantee UL and Guarantee Builder IUL different?

Rates: Custom Guarantee UL and Guarantee Builder IUL products will reflect higher premiums to guarantee the death benefit to maturity. The magnitude of the change will depend on a number of factors including the issue age, underwriting class, face amount, and funding pattern.

Illustration Software

The Custom Guarantee UL and Guarantee Builder IUL will be available on North American's NACIS illustration software, and will be available for download on **September 27, 2016** to reflect the premium changes. You will still have the ability to illustrate the current rates by using the radio button to select which rates you wish to use. The "Sept" will be the current rates and the "Oct" will be the new rate.

On October 8, NACIS will default to the new October rate. Then on October 11, the radio buttons will be removed via a new software release.

Please watch for these updates to ensure your illustrations are correct. In order to receive the old rates the application must be signed by all signing parties by **October 7, 2016** AND be received by the Administrative Office by **October 21, 2016**. Cases signed after October 7, 2016 will receive the revised product, regardless of the date received.



SimpleSubmit® e-app

In order to receive the current version of the Custom Guarantee UL or Guarantee Builder IUL, be advised that regardless of signature method, the case must be locked and signed by all signing parties by **October 7, 2016** AND be received by the Administrative Office by **October 21, 2016**. Cases signed after October 7, 2016 will receive the revised product, regardless of the date received.

More Information

For further information on these changes, please contact Sales Development at 800-800-3656 Ext. 10411 or SalesSupport@nacolah.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.

Custom Guarantee (policy form series LS170) and Guarantee Builder IUL (policy form series LS175) are issued by North American Company for Life and Health Insurance, Administrative Office, Sioux Falls, SD 57193. Products, features, riders, endorsements or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.