

New Minimum Face Amount Requirements

349NB

Date: March 22, 2021**Effective:** April 24, 2021

As we continue to navigate the current economic environment with a long-term focus in mind, we remain committed to making decisions that will benefit our producers and policyholders for years to come. As a result of our continued analysis, we will be adjusting our minimum face amount requirements on universal life (UL) and indexed universal life (IUL) insurance products with applications signed **April 24, 2021 or after**. The minimum face amounts will change as follows:

New Minimum Face Amount Requirements*:

- Custom Guarantee[®] UL 9
 - Ages 60-70: changing from \$25,000 to \$50,000
 - Ages 71-85: changing from \$25,000 to \$100,000
- Protection Builder IUL[®]
 - Ages 60-70: changing from \$25,000 to \$50,000
 - Ages 71-85: changing from \$25,000 to \$100,000
- Builder Plus IUL[®] 2
 - Ages 71-75: changing from \$50,000 to \$100,000
- Smart Builder IUL
 - No changes

***Please note that per our temporary COVID-19 guidelines, we do not currently accept application submissions for ages 80 and above.**

Illustrations and SimpleSubmit[®] e-app

Beginning April 24, 2021, SimpleSubmit and Web-based Illustrations will be updated with the minimum face amounts. Any electronic application that is locked for the first time or unlocked after April 24, 2021 will be required to follow the updated minimum face amounts.

To receive a revised illustration with the previous face amount minimums, please contact Sales Support at 800-800-3656 Option 2, or SalesSupport@nacolah.com.

For additional questions, please contact your managing general agency (MGA).

Life



Field Bulletin

Indexed Universal Life Insurance 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.

Life insurance products are issued by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Product, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.

Custom Guarantee UL (policy form series LS185), Protection Builder IUL (policy form series LS186), Builder Plus IUL 2 (policy form series LS183), and Smart Builder (policy form series LS187), or state variations, are issued by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Product, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply. North American is not licensed in New York.

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