



Welcome in the New Survivorship GIUL

Comprehensive Protection for Future Generations

North American's portfolio is now complete with a competitive survivor product to help your clients plan for future generations!

It's here! The survivor product you've been waiting for is now available. Survivorship GIUL is an indexed universal life insurance product that is issued on two individuals and pays a death benefit upon death of the second insured.

Survivorship GIUL is a competitive choice to help your clients plan for the future. With its available riders, you'll find Survivorship GIUL to be highly customizable to fit a variety of your clients' needs. Markets for Survivorship GIUL include estate planning, supplemental retirement income, along with business succession planning and premium financing.

The new Survivorship GIUL is available for sale effective with applications dated on or after **January 4, 2010** in states where approved.

A solution for several markets!

Survivorship GIUL Highlights

- Comprehensive death benefit protection covering two lives
- Survivor Premium Guarantee Rider that offers guaranteed death benefit protection up to age 120¹
- Waiver of Surrender Charge Option—waives surrender charges in all years²
- Return of Premium Death Benefit Option
- Several Index Options and Index Crediting Methods provide opportunity for cash value accumulation—new options include the S&P 500[®] *Monthly* Point-to-Point, the S&P MidCap 400[®] along with the Russell 2000[®]

Key Features

- Issue Ages: Issue ages are determined on an Age Nearest Birthday basis.

Individual Issue Ages

Super Preferred NT: 20-80

Standard NT: 20-90

Preferred NT: 20-85

Standard Tobacco: 20-90

Preferred Tobacco: 20-85

Survivorship GIUL uses a joint equal age (JEA) calculation to combine the two insureds into a single joint equal age. The joint equal age is used for determining no-lapse guarantee premiums, target premiums, expense charges, surrender charges, endorsement and rider charges. North American's illustration software automatically calculates the joint equal age and rates. Joint equal age limit for issue is 20-90.

- Minimum Face Amount: \$200,000
- Interest Rates on the Fixed Account
 - Current: 4.0% (Current rate is not guaranteed for the first policy year.)
 - Guaranteed: 3.0%
- Underwriting Classes
 - Super Preferred NT, Preferred NT, Standard NT, Preferred Tobacco and Standard Tobacco

NA UPDATE



We're Here for Life[®]

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- No Lapse Guarantee Period: The no-lapse guarantee (NLG) period is based upon the age of the younger insured. The no-lapse guarantee periods below apply only when the Survivor Premium Guarantee Rider is not selected and the no lapse guarantee minimum premium is paid. (When the Survivor Premium Guarantee Rider is selected, the no-lapse guarantee period is three years for all issue ages.)

Age	NLG Period
20-50	20 years
51-65	To age 70
66-90	5 years

Product Strengths

Survivorship GIUL offers comprehensive death benefit protection and is a highly customizable solution for a variety of needs.

- Solid survivorship features including an Estate Preservation Rider and Survivorship Policy Split Exchange.
- Strong cash-value accumulation opportunity with several index options and index crediting methods.
- Accelerated Death Benefit Endorsements—there are two Accelerated Death Benefit Endorsements available with Survivorship GIUL. The first endorsement includes both Chronic Illness and Terminal Illness benefits and will be provided on policies that qualify for Chronic Illness coverage. The second endorsement will include the Terminal Illness benefit and is available on all other policies where the Chronic Illness criteria are not met. ***Please note: State availability is limited as of the product launch date. Please be sure to verify state availability when submitting a case. Version 12.0 of the illustration software does not include the Accelerated Benefit Endorsements for Survivorship GIUL.***

Underwriting

One uninsurable is allowed with Survivorship GIUL. An uninsurable is defined as an individual who is rated higher than Table 16, but has a minimum life expectancy of 18 months. An uninsurable is allowed as long as the other applicant is rated at Table 6 or better. A flat extra of \$200 per \$1,000 of specified amount is added to the cost of insurance for the uninsurable. Be sure to review the updated underwriting guide within this launch kit for underwriting details.

Application Requirement

When putting together a Survivorship GIUL case, you will need to complete two applications, one for each proposed insured. In the “Additional Insured” section of the application, please be sure to cross-reference the name of the second applicant.

There are two policy forms for Survivorship GIUL depending on whether or not the Waiver of Surrender Charge Option is selected.

- Survivorship GIUL without the Waiver of Surrender Charge is issued on policy form series LS171
- Survivorship GIUL with the Waiver of Surrender Charge is issued on policy form series LS171W

Survivorship GIUL Availability

The new Survivorship GIUL is available for sale effective with applications dated on or after **January 4, 2010** in states where approved.

State Approvals

Survivorship GIUL state approvals as of 12/18/2009:

Alabama	Illinois	Mississippi	Rhode Island
Alaska	Indiana	Montana	South Carolina
Arizona	Iowa	Nebraska	South Dakota
Arkansas	Kansas	New Hampshire	Tennessee
California	Kentucky	New Jersey	Texas
Colorado	Louisiana	New Mexico	Utah
Connecticut	Maine	North Carolina	Vermont
District of Columbia	Maryland	North Dakota	Virginia
Florida	Massachusetts	Ohio	Washington
Georgia	Michigan	Oklahoma	West Virginia
Hawaii	Minnesota	Oregon	Wisconsin
Idaho	Missouri	Pennsylvania	Wyoming

Be sure to check our Producer's InfoNet site, at www.producersinfonet.com (PIN), for the most up-to-date state approvals.

Software

The new Survivorship GIUL will be available on North American Company Illustration Software (NACIS) version **12.0**, which will be available **January 4, 2010**. The version 12.0 release will be available three ways:

- 1) As an update as long as your current installed version is 11.0 or higher.
- 2) As a full download from the PIN site. To download, follow these quick steps:
 - a) Visit www.producersinfonet.com.
 - b) Access Sales Support in the top navigational bar and select Life Illustrations from the drop-down menu.
 - c) Choose Software Download.
- 3) You may also install the version 12.0 CD.

WinFlex

You will be able to illustrate and compare Survivorship GIUL on WinFlex! Look for Survivorship GIUL to be available on WinFlex Web the week of January 4th at www.winflexweb.com and later on the desktop version.

Commission Information

There is a commission chargeback on all Survivorship GIUL plans—base, Waiver of Surrender Charge Option, and Survivor Premium Guarantee Rider. If a full surrender or lapse occurs during the first three policy years, a portion of the compensation paid will be charged back. Chargeback percentages: 100% in year 1, 75% in year 2, 25% in year 3 and 0% in year 4. Partial withdrawals will be subject to a commission chargeback to the extent that the cumulative withdrawal exceeds 10% of the cumulative premiums paid. In years where the percentage withdrawn is less than 10%, any remaining amount will be applied to the following policy year.

Your MGA will be receiving commission information soon through the mail along with posted information on our Producer's InfoNet. This information is being made available to MGAs for proper distribution to the downlines.

Marketing Materials

Marketing materials are enclosed and are also available now for you to order.

- **Survivorship GIUL marketing guide PR-1435**
 - Provides product details to help you sell.
- **Builder IUL Series marketing guide PR-1275 R1**
 - This guide has been updated with the new index account information for Survivorship GIUL. Please reference this guide for detailed information about the mechanics of the index account.
- **Survivorship GIUL consumer brochure PR-1436**
 - A consumer-friendly brochure in simple-to-understand terms.
- **Current Rate Sheet PR-1008 R8 (Includes updates effective as of 1/1/2010)**
 - Provides current cap, par, and floor rates for all North American IUL products.
- **Underwriting Guidelines PR-1147 R3**
 - Includes detailed underwriting guidelines for all of North American's products.
- **@ A Glance PR-1191 R4**
 - Provides details about our full product portfolio, at a glance!

Materials are available on the Producer's InfoNet in both **Forms Factory** and the **Supply Warehouse**. For life applications and supplemental forms, please visit Forms Factory.

- To get to the Supply Warehouse, just click on Sales Support in the top navigational bar and access Marketing Materials.
- To get to Forms Factory, click on My InfoNet in the top navigational bar and select Forms Factory.

Thank You!

Your business is important to us and we're proud to bring you the new Survivorship GIUL. Thank you for your continued business and dedication.

For additional information regarding Survivorship GIUL and our entire product portfolio, please contact our Sales Support department at (866) 939-9045 or email salesupport@nacolah.com.

1. Subject to premium payment requirements.
2. Waiver of Surrender Charge Option is not available with the Survivor Premium Guarantee Rider. In Florida there are no surrender charges for 1035 exchanges.

Please refer to the Survivorship GIUL marketing guide, PR-1435 and the Builder IUL Series marketing guide PR-1275 for complete product details.

North American Company nor its agents give tax advice. Please advise your customers to consult with and rely on a qualified legal or tax advisor before entering into or paying additional premiums with respect to such arrangements.

Survivorship GIUL is issued on policy form series LS171 without the Waiver of Surrender Charge and policy form series LS171W with the Waiver of Surrender Charge. Survivor Premium Guarantee Rider is issued on form series LR460, Estate Preservation Rider is issued on form series LR461, and Survivorship Policy Split Exchange Endorsement is issued on form series LR462, by North American Company for Life and Health Insurance, Executive Office, Chicago, IL 60607. Products, features, issue ages, endorsements or riders may not be available in all jurisdictions. Limitations or restrictions may apply.

Index 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.

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