



Announcing NEW Classic Term Life Insurance

North American is pleased to introduce Classic Term—a top-tier term life insurance product designed for simplicity and highly competitive rates. Classic Term is a high-face sale for clients looking for basic death benefit protection and affordability without the added features of our competitive ADDvantage® Term product.

Classic Term Features & Highlights

- Low cost – consistently top tier
- Simple—applications only available through SimpleSubmit® e-app
- Minimum face amount of \$500,000
- Available for 10 and 15 year periods
- Issue ages:
 - 10-year: 18-75
 - 15-year: 18-70

Classic Term Availability

Applications on the new Classic Term can be taken immediately via our SimpleSubmit e-app. Classic Term is currently approved and available in all states except Alabama. Classic Term is not available for exchanges.

Remember to Turn This Product on!

MGAs-If you are an iPipeline iGo eApp, Web Illustrations, and/or LifePipe subscriber, the admin at your agency must turn on the new Classic Term product in the iService Tool. This new product will appear in iService on Saturday, May 4, 2019. (iService: <https://iservice.ipipeline.com/login.asp>).

Disclaimer: it will take 24 hours for the **Classic Term** to show up in your iPipeline system after turning it on. For assistance in completing this task please contact the iPipeline support desk at 800-641-6557.

Current Pending Business

Existing applications that are currently being processed in New Business but have not yet been placed in force can be changed to the Classic Term. When changing an existing case to Classic Term the following criteria must be met:

- If the existing application is dated **4/8/19** or after, the change can be made with the existing application and the plan will be amended on delivery.
- If the application is dated prior to **4/8/19**, a new fully completed e-app will be required.
- Back-Dating: all Classic Term policies must have an anniversary date of **4/8/19** or later.

Marketing Materials

Check out the new Agent Marketing Guide and Consumer Brochure.

Quote us today!

Visit our updated North American term quote calculator at: www.northamericancompany.com/free-term-quote. Classic Term will also be available on our iPipeline and Winflex Web-Illustrations and external quoters such as iPipeline's LifePipe, CompuLife, VitalQuote, and IXN.

Please refer to the current marketing guide for complete details.

Classic Term (policy form series LS188) and ADDvantage Term (policy form series LS174) are issued by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Product, features, riders, endorsements or issue ages may not be available in all jurisdictions. Limitations and restrictions may apply.