



The Exclusive Producers Connection (EPC) is back for 2021 ... with an exciting enhancement 2020 level earns you same level for first quarter 2021

How it works

• **2021 first quarter level will be based on the level achieved in 2020.** Your FIA sales run rate for the 2021 year will be reviewed at the end of the first quarter¹. If your 2021 expected run rate meets your 2020 qualification level, you will at least maintain this level for the remainder of the year. If not, you will be reset to the qualification level based on your 2021 expected run rate. If you are reset to a lower level starting in the second quarter, remember that you can still achieve your 2020 qualification level – or even higher – if you hit a new qualification level at any point in 2021. Even with reset, we will true up commissions that would have been paid when you achieve the new level.

- **New level qualification based on 2021 fixed index annuity (FIA) paid premium²**
- Earn **0.50%**, **1.00%**, or **1.50%** additional commission on your first-year FIA premium from Jan. 1, 2021, through Dec. 31, 2021
- For each qualifying level, commissions paid retroactively to the first dollar issued in 2021
- No action required by you

EXECUTIVE

**\$1 million
in calendar
year**

- **0.50%** additional compensation
- Up to **7.00%** total compensation³

PRESIDENT

**\$3 million
in calendar
year**

- **1.00%** additional compensation
- Up to **7.50%** total compensation³

CHAIRMAN

**\$5 million
in calendar
year**

- **1.50%** additional compensation
- Up to **8.00%** total compensation³

Payment details

- These additional payments will be made monthly.
- Financial professionals, corporations and licensed-only agents must be at street level or below to be eligible.
- If compensation is paid to a broker dealer, the broker dealer must approve program.

Call Sales Support at **866-322-7066** to learn more.

North American Company for Life and Health Insurance[®] determines in its sole discretion how to apply the benefits of the program, including eligibility and the amount of any additional compensation to be paid. All decisions regarding how the program is applied and any amounts paid are final. The program rules and requirements, as well as the ability to receive any additional compensation, are subject to change at any time without notice. The additional payment is paid via commissions.

1. Sales run rate is determined based on FIA paid premiums during the first quarter (excluding internal replacements) and then annualized.

2. Level qualification includes all first year fixed index annuity premiums received in the 2021 calendar year. Excludes internal replacements.

3. This assumes a 6.5% street commission level.

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