

WE'RE Connected!

North American's Web-based Illustration Software Tip Sheet

What's new?

- Illustrations are now web-based
 - Located on iPipeline's platform for iGO® users
 - As well as www.NorthAmericanCompany.com
- Integrates with SimpleSubmit® eApp
 - One stop shop for agents to do business with us!
 - Quote information flows over to SimpleSubmit® eApp preventing duplication of entry
 - Web illustrations can be electronically signed using SimpleSubmit® eApp
 - On average, our electronic process is weeks quicker from submission to commission¹
- Distribution flexibility:
 - Distributions can be illustrated monthly, quarterly, semi-annually, and annually
 - Ability to illustrate distribution repayments or pay loan interest in cash
 - Distributions can be illustrated to age 120
 - You may switch between loan types in the same illustration
- Solves:
 - **Double Solve for Income.** Ex: if you want to illustrate distributions for a child going to college and supplement your client's retirement all in one illustration, this can be accomplished with one solve.
 - **Minimum Initial & Later Reduced Death Benefit:** Ex: if you wanted to pay premium for 10 years, this solve will calculate the lowest minimum death benefit at issue, followed by a lower minimum death benefit after premium payments cease.
 - **Minimum Death Benefit & Premium:** Ex: when you have a specific distribution amount you want to target, this solve will determine the premium amount and minimum death benefit needed.
 - **Minimum Corridor Death Benefit:** will calculate the minimum death benefit to meet the corridor death benefit value at issue. The user will specify a premium. This solve will enable the maximum number of commission options.

What's improved?

- **Enhanced Illustration Output:**
 - Added color, graphics, removed unnecessary language, and improved readability to make the illustration output more attractive, understandable, and several pages shorter
 - Supplemental reports are now easily selected and placed at the end of your Illustration
 - Tabular detail pages have a distribution type column and show the beginning/end of year age to more clearly illustrate the actual type and timing of distributions

Helpful tips:

- **Universally compatible** with Windows, Mac & Tablets
- **Use with the Chrome browser** for best results
- **Access** web software on your MGA's website or www.NorthAmericanCompany.com
- Select "**Always Allow**" **Pop-Up blockers** when running the software
- **Integrated With SimpleSubmit® e-App** (no duplication of information to enter in!)
- If using eApp with web software always click on "**View Illustration**" before going to the Application tab
- See our website under the Illustration tab for info on how **Insmark** can be used with our web software

**Questions? Contact Sales Development today at (800) 800-3656
ext. 10411 or email at SalesSupport@nacolah.com**

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1. Source: Internal reports, December 2016.

We're Here For Life®

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