



IUL Triple Pay Program

How Selling Indexed Universal Life Insurance (IUL) can Payoff

Program Guidelines

- Eligibility includes Partner Agencies enrolled in the Marketer to Marketer program.
- For each new agent contracted 1/1/13 or after under a participating MGA, North American will pay the Partner MGA marketer a \$100 case bonus for the first paid IUL case, \$200 for the second paid IUL case and \$300 for the third paid IUL case (total of \$600 per agent).
- For each agent contracted with North American before 12/31/12 who has not yet submitted any business, North American will pay the Partner MGA marketer the same amounts as noted above (\$100, \$200, and \$300).
- Cases eligible for reward must be paid between February 1 - June 30, 2013.
- Up to \$600 in total paid to the marketer for each qualifying agent.
- The program will run from February 1 - June 30, 2013.
- Reward will be paid at each month end (February - June) via MGA commissions and will be identified on the commission statement as IUL Triple Pay.
- This reward is paid to the MGA under the assumption that it will be distributed by the MGA to the appropriate marketer. If MGAs choose to opt out of the Triple Pay Program, they must communicate opt out requests to their North American Sales Vice President.
- North American Company will provide monthly reporting to marketers with results.

For questions or more information contact your Sales Vice President or Sales Development at (800) 800-3656 ext. 10411 or email salesupport@nacolah.com.

Program rules will be interpreted by North American Company for Life and Health Insurance and are subject to change. All decisions are final and are at the sole discretion of North American Company. Only paid cases for life insurance are eligible. No portion of this incentive may be used as a rebate, or can be used to make premium payments for applicant from your funds or from accounts under your control regardless of applicable state law.

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.

We're Here For Life®

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NAM-1547 1/13**

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