

WE'RE Connected!

North American's web-based illustration software tip sheet

What is it?

- Illustrations are web-based
 - Located on iPipeline's platform for iGO[®] users
 - As well as northamericancompany.com
- Integrates with SimpleSubmit[®] e-app
 - One stop shop for agents to do business with us!
 - Quote information flows over to SimpleSubmit[®] e-app preventing duplication of entry
 - Web illustrations can be electronically signed using SimpleSubmit[®] e-app
 - 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 and tablets
- **Use with the Chrome browser** for best results
- **Access** web software on your MGA's website or 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 aApp 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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