

North American is committed to bringing you technology and innovations to help grow your life insurance business. Check out these helpful additions to North American:

SimpleSubmit® North American's e-app

- Allows you to fill out an application, order a paramedical exam, obtain an electronic signature, and submit the application electronically.
- Medical questions will need to be answered at the paramedical exam. The paramedical exam can be scheduled while submitting the e-app, or can be ordered through one of our approved paramedical vendors.
- This is not a Drop Ticket – the agent has full control of the process.
- Agents should use their MGA's website to access the e-app, but may use the North American website if necessary.
- Powered by iPipeline's iGO® e-app¹.
- Currently available on ADDvantage® Term, Custom Guarantee® Universal Life, Builder IUL®, Builder Plus IUL, Rapid Builder IUL®, Guarantee Builder IUL®, and Legacy Optimizer.

WriteAwaySM Accelerated Underwriting

- New underwriting process that couples a phone interview with publically available data to help eliminate a paramedical exam and labs.
- The e-app will ask pre-qualifying questions that will direct underwriting toward WriteAway, or toward the traditional underwriting approach. If the client qualifies for WriteAway, they will not need to complete a paramedical exam.
- Currently available on ADDvantage® Term, Custom Guarantee® Universal Life, Builder IUL®, Builder Plus IUL, Rapid Builder IUL®, and Guarantee Builder IUL®.

Drop Ticket, Powered by ApplicInt A true drop ticket

- A faster and easier way to submit life insurance applications.
- The agent will fill out and submit a drop ticket, which is then forwarded to a fulfillment center that completes a tele-interview and schedules the paramedical exam.
- ESP will complete the tele-interview, and APPs is the paramedical exam vendor.
- Agents must access Drop Ticket from their MGA's website.
- Powered by ApplicInt.
- Currently available on ADDvantage® Term and Custom Guarantee® Universal Life.

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

Indexed Universal Life Insurance 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.

1. iGO® is a registered trademark of Internet Pipeline, Inc., or "iPipeline".

ADDvantage Term (policy form series LS174), Custom Guarantee UL (policy form series LS170), Builder IUL (policy form series LS172), Builder Plus IUL (policy form series LS183), Guarantee Builder IUL (policy form series LS175), Rapid Builder IUL (policy form series LS176/LS176W with Waiver of Surrender Charge), and Legacy Optimizer (policy form series LS180) are issued by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Products, features, riders, endorsements, or issue ages may not be available in all jurisdictions. Limitations and restrictions may apply.

We're Here For Life®

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