



A **Sammons** Financial Company

Issued by North American Company for Life and Health Insurance®



New Business Playbook with North American®

Explore the types of business and ownership types we accept, and the product options available for your clients' solutions.

Tax statuses accepted

The chart below outlines the tax statuses we accept for our fixed index annuities (FIAs), multi-year guarantee annuity (MYGA), and single premium immediate annuity (SPIA).

Contract Type	NAC VersaChoice® 10 FIA	Performance Choice® FIA	North American Charter® Plus FIA	Income Pay Pro® FIA	NAC Control. X SM FIA	NAC Guaranteed Allocation SM FIA	NAC BenefitSolutions® FIA	NAC Guarantee Plus® MYGA	North American Income SPIA
Non-qualified stretch for new business¹ <small>Available only for natural owners</small>	Y	Y	N	N	N	Y	N	N	N
Roth IRA	Y	Y	Y	Y	Y	Y	Y	Y	Y
SEP IRA	Y	Y	Y	Y	Y	Y	Y	Y	Y
Inherited IRA/ Inherited Roth IRA <small>(date of death on or before 12-31-2019)</small>	Y	Y	Y	N	N	Y	N	Y	Y
Inherited IRA/ Inherited Roth IRA <small>(date of death on or after 1-1-2020) Available only for natural owners</small>	N	Y	N	N	N	Y for 5/7 N for 10	N	N	N
TSA/403(b)	N	Y \$50/month 403(b) salary reduction	Y	Y	Y	Y	N	Y	N
Loans on 403(b)	Not allowed	Allowed	Allowed	Not allowed	Not allowed	Not allowed	Not allowed	Allowed	Not allowed

1. Non-qualified stretch for inforce business is available at the time of a death claim. If the inforce contract had a guaranteed lifetime withdrawal benefit (GLWB) and has any remaining accumulation value, the GLWB will terminate and the remaining accumulation value (death benefit) is eligible for non-qualified stretch.

Non-living entity ownership types accepted

Non-natural entities accepted

- Banks
- Brotherhoods/Fraternal Organizations (providing charitable or community services)—IRC 501(c)(10)
- C Corporation
- Cemetery Associations—IRC 501(c)(13)
- Charitable Organizations—IRC 501(c)(3)
- Church/ Religious Organizations—IRC 501(c)(3)
- Civic & Business Leagues—IRC 501(c)(4) & (6)
- Credit Unions
- Homeowners Associations—IRC 501(c)(4)
- Labor Union—IRC 501(c)(5)
- Non-Profit Clubs—IRC 501(c)(7)
- S Corporation
- Securities Broker Dealers

Required forms

Trust (non-charitable) as owner	Certification of Trust form
Charitable Trust as owner	Certification of Charitable Trust form, W9
Corporation as owner	Certification of Corporate Owner form, Certification of Business Signing Authority form, W9
Tax-Exempt Organization as owner	Certification of Tax Exempt Organization form, Certification of Business Signing Authority form, W9

If the annuity is being used in connection with a non-qualified deferred compensation plan, submit the Unfunded non-qualified deferred compensation plan acknowledgment form.

Trusts should be drafted only by an attorney familiar with such matters. Neither North American nor its agents give legal or tax advice.

Non-resident guidelines regarding annuities

North American wants to make sure that our financial professionals understand the rules and regulations that pertain to non-resident sales of annuities. A “non-resident sale” occurs when a customer buys an annuity contract outside his/her state of residence.

State insurance departments want to protect their citizens from purchasing products that have not been approved in their respective states as well as making sure that only financial professionals and companies properly licensed in their respective states are doing business with residents of their states. They are examining transactions in which residents of their states are being sold insurance products outside their jurisdiction. Non-compliance with state rules can result in fines, penalties, remediation, suspension of agent/representative license or certificate of authority.

As a general rule, we do not allow annuity sales to take place outside the client’s resident state if the product series intended for purchase is not available in the client’s resident state. We understand that it is likely you will experience situations in which there is an opportunity to sell an annuity contract to an individual who is not a resident of the state in which you are located or conducting business. We may accept business sold outside the client’s resident state if the product series intended to purchase is approved in both the client’s resident state and purchase state.

In these circumstances, the financial professional and client must provide, in writing, the valid reason for the sale taking place in the non-resident state. You can quickly gather that information using the **Non-Resident Verification form**. This form will allow us to obtain the necessary information and ultimately get your new business application processed faster if the sale is approved.

It is important to note the entire sales process must occur in the application state, including but not limited to the sales discussions, application signing and contract delivery. Contracts cannot be mailed to the client’s resident state.

When completing the non-resident verification form, keep in mind the following points in establishing a sufficient connection between an applicant/owner and the non-resident state in which the solicitation takes place:

- A second home in the non-resident state is generally an acceptable reason for the location of the sale.
- A business owned by the customer in the non-resident state is generally an acceptable reason for the location of the sale.
- The financial professional is a relative or they have a long standing business relationship.

- Regular business dealings in the non-resident state may be an acceptable reason depending on the type and regularity of the contacts.
- Former residence in the non-resident state, with regular visits to that state to family/friends, may be an acceptable reason for the location of the sale.

Keep in mind that, even in cases in which the Non-Resident Verification form is completed and an explanation for the non-resident sale is provided, North American reserves the right to decline applications based on other information or circumstances known to the company.

State insurance departments will not tolerate financial professionals who deliberately bend the rules in the course of selling products to citizens outside their state of residence.

It is likely that many North American financial professionals sell products in jurisdictions outside of their own state of residence. In order to do so, a financial professional must maintain the appropriate non-resident license(s) and only sell products approved in the non-resident states while conducting business in those states. In addition, financial professionals must be familiar and comply with all rules and regulations in each state for which a non-resident license is held.

It is important you understand that some states prohibit sales to residents from outside their states. From North American’s current interpretation of applicable state regulations and bulletins, the states below have unique rules about non-resident sales:

For Alabama, Massachusetts, Minnesota, New York, Oregon, Utah and Washington—Residents of these states are NOT permitted to go outside of their resident state to purchase an annuity product, regardless of the circumstances of the sale.

State availability chart effective Nov. 11, 2025

New updates are listed in red.

Our product features vary by state including interest rates, rider and index availability, issue ages, and more. This state availability chart along with the forms chart, and the interest rate sheet are vital to understanding state approvals and product feature variations in your state.

Abbreviation key	
No EBR	No Enhanced Bonus Rider
No NHW	No nursing home waiver
No multiplier	No LPA multiplier or nursing home multiplier
No 2yrPtP	No Two-year Point-to-Point crediting method

Issue age state variations		
State	Product	Issue age
California	North American Charter® Plus	0-46, 14 year
New Hampshire	North American Charter® Plus	0-74, 14 year

State availability chart effective Nov. 11, 2025 New updates are listed in red.

	Fixed index annuities							MYGA	
	NAC Control. X SM	NAC Guaranteed Allocation SM	Income Pay Pro [®]	NAC VersaChoice [®]	North American Charter [®] Plus		NAC BenefitSolutions [®]	Performance Choice [®]	NAC Guarantee Plus SM
	10 year	5, 7, 10 years	10 year	10 year	10 year	14 year	10 year	8	3, 5, 7 years
AK	X	X	X	X	X		X	X	X
AL	X	X	X	X	X	X	X	X	X
AZ	X	X	X	X	X	X	X	X	X
AR	X	X	X	X	X	X	X	X	X
CA	No NHW	No NHW	No NHW; no multiplier	No NHW	No NHW	No NHW; no EBR	No NHW; no multiplier	No NHW	No NHW; 3, 5 yr only
CO	X	X	X	X	X	X	X	X	X
CT	X	X	X	X	X		X	X	X
DE	X	X	X	X	X		X	X	X
DC	X	X	X	X	X	X	X	X	X
FL	X	X	X	X	X	X	X	X	3, 5 yr only
GA	X	X	X	X	X	X	X	X	X
HI	X	X	X	X	X		X	X	X
ID	X	X	X	X	X		X	X	X
IL	X	X	X	X	X	X	X	X	X
IN	X	X	X	X	X		X	X	X
IA	X	X	X	X	X	X	X	X	X
KS	X	X	X	X	X	X	X	X	X
KY	X	X	X	X	X	X	X	X	X
LA	X	X	X	X	X	X	X	X	X
ME	X	X	X	X	X	X	X	X	X
MD	X	X	X	X	X		X	X	X
MA	X	X	X	X	No NHW		No NHW	No NHW	X
MI	X	X	X	X	X	X	X	X	X
MN	X	X	X	X	X		X	X	X
MS	X	X	X	X	X	X	X	X	X
MO	X	X	X	X	X		X	X	X
MT	X	X	X	X	X		X	X	X
NE	X	X	X	X	X	X	X	X	X
NV	X	X	X	X	X		X	X	X
NH	X	X	X	X	No 2yrPtP		X	X	X
NJ	X	X	X	X	X		X	X	X
NM	X	X	X	X	X	X	X	X	X
NC	X	X	X	X	X	X	X	X	X
ND	X	X	X	X	X	X	X	X	X
OH	X	X	X	X	X		X	X	X
OK	X	X	X	X	X		X	X	X
OR	X	X	X	X	X		X	X	X
PA	X	X	X	X	X		X	X	X
RI	X	X	X	X	X	X	X	X	X
SC	X	X	X	X	X		X	X	X
SD	X	No NHW	X	X	X	X	X	X	No NHW
TN	X	X	X	X	X	X	X	X	X
TX	X	X	X	X	X		X	X	X
UT	X	X	X	X	X		X	X	X
VT	X	X	X	X	X	X	X	X	X
VA	X	X	X	X	X		X	X	X
WA	X	X	X	X	X		X	X	X
WV	X	X	X	X	X	X	X	X	X
WI	X	X	X	X	X	X	X	X	X
WY	X	X	X	X	X	X	X	X	X

North American Income SPIA is available in all states.



**For more information, contact
Sales Support at 866-322-7066.**

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Neither North American, nor any financial professionals acting on its behalf, should be viewed as providing legal, tax or investment advice. Advise your clients to consult with and rely on a qualified advisor. Under current law, annuities grow tax deferred. Annuities may be subject to taxation during the income or withdrawal phase. The tax-deferred feature is not necessary for a tax-qualified plan. In such instances, your client should consider whether other features, such as the death benefit, lifetime annuity payments and optional riders make the contract appropriate for their needs.

Fixed index annuities are not a direct investment in the stock market. They are long term insurance products with guarantees backed by the issuing company. They provide the potential for interest to be credited based in part on the performance of specific indices, without the risk of loss of premium due to market downturns or fluctuation. Although fixed index annuities guarantee no loss of premium due to market downturns, deductions from the accumulation value for optional benefit riders or strategy fees or charges associated with allocations to enhanced crediting methods could exceed interest credited to the accumulation value, which would result in loss of premium. They may not be appropriate for all clients. Interest credits to a fixed index annuity will not mirror the actual performance of the relevant index.

The **Income Pay Pro® 10** is issued on form NA1012A/ICC17-NA1012A.MVA or appropriate state variation, including all applicable endorsements and riders.

The **NAC VersaChoice® 10** is issued on form NA1012A/ICC17-NA1012A. MVA or appropriate state variation including all applicable endorsements and riders.

The **Performance Choice® 8** is issued on form NA1007A/ICC16-NA1007A.MVA or appropriate state variation including all applicable endorsements and riders.

The **North American Charter® Plus 10** is issued on form NA1007A/ICC16-NA1007A. MVA or appropriate state variation including all applicable endorsements and riders.

The **NAC Control. XSM** fixed index annuity is issued on form NA1015A/ICC21-NA1015A or appropriate state variation including all applicable endorsements and riders.

The **NAC Guaranteed AllocationSM** is issued on form NA2002A/ICC24-NA2002A or appropriate state variation including all applicable endorsements and riders.

The **NAC BenefitSolutions® 10** is issued on form NA1006A/ICC14-NA1006A or appropriate state variation including all applicable endorsements and riders.

The **NAC Guarantee Plus®** is issued on form NA1016A/ICC21-NA1016A or appropriate state variation including all applicable endorsements and riders.

The **North American Income** is issued on form NA1014A/ICC18-NA1014A or appropriate state variation including all applicable endorsements and riders.

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