



Annuity



2019 EXCLUSIVE PRODUCERS CONNECTION

The Exclusive Producers Connection (EPC) is a different kind of loyalty program. It's about helping you advance your career. EPC qualifiers will join an active, engaged network of North American leaders. You'll have the opportunity to interact with both the home office team and other top financial professionals across the country (more details on the back).

How it works

- Based on fixed index annuity (FIA) production by premium
- Earn **0.50%, 1.00%, or 1.50%** additional commission on all your fixed index annuity issued first-year premium from Jan. 1, 2019, through Dec. 31, 2019
- For each qualifying level, commissions paid retroactively to the first dollar issued in 2019
- No action required by you

EXECUTIVE

\$1 million in calendar year

- **0.50%** additional compensation
- Up to **7.25%** total street compensation

PRESIDENT

\$3 million in calendar year

- **1.00%** additional compensation
- Up to **7.75%** total street compensation

CHAIRMAN

\$5 million in calendar year

- **1.50%** additional compensation
- Up to **8.25%** total street compensation

Payment details

- These additional payments will be made monthly.
- Financial professionals, corporations and licensed-only agents assigned to their own hierarchies must be at street level (WA Regular level) or below to be eligible.
- If compensation is paid to a broker dealer, the broker dealer must approve payments.

Call Sales Support at **866-322-7066** to learn more.

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2019 loyalty program may change at any time. All decisions are final and are at the sole discretion of North American Company for Life and Health Insurance®. The additional payment is paid via commissions. 1. Minimum premium amounts exclude cancellations, free looks, and internal replacements.



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2019
EXCLUSIVE
PRODUCERS
CONNECTION

TRAIN



NETWORK



DISCOVER



SHARE



Qualify for a unique producer experience you won't forget

Next year, for the first time, North American will invite the top EPC qualifiers to Connect 2020, a one-of-a-kind producer summit.

You'll have a chance to:

- **Train:** Learn more about our product positioning and pick up new sales ideas.
- **Network:** Meet and build relationships with a large contingent of North American's leadership team and other top financial professionals.
- **Share:** Give back to the industry by sharing with your peers what's working well in your practice.
- **Discover:** Hear best practices from some of the most successful producers in the United States, and find ways to help further elevate your business.

You won't want to miss Connect 2020. Additional details coming soon.

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