

North American Company for Life and Health Insurance®

Field Bulletin

Introducing new IUL web enhancements

438NB

Effective: June 7, 2023

You asked, we listened. North American is pleased to announce new web enhancements around our indexed universal life (IUL) insurance products to help provide agents and clients with more transparency, flexibility, and understanding. The following updates will go live June 7, 2023.

Highlights

- Better IUL functionality for agents and clients
- New fields added
- Enhanced future index tab
- More information to help agents and clients understand what indexes look like
- More transparency on index segments and how they work

These new enhancements will go into effect for current segments going forward. They will not necessarily impact every past index that has matured.

See all of the specific enhancements below.

Amount eligible for index credit

- New field added to the index credit info and future index crediting info screens that will tell you the amount that is eligible for the index credit
 - This amount will be the same as the amount allocated, minus any loans, withdrawals, or policy deductions
- Utilize the new hover feature to explain any decrease

S&P monthly point-to-point changes

- Two new fields within "view details"
 - o Monthly cap field
 - Realized growth field (with a total for the year at the bottom)

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Multi-index annual point-to-point fund changes

- When you click on "view details":
 - A total has been added to the "Weighted growth" column at the bottom
 - If the fund is completely depleted, there will be a hover message over "Weighted growth" that will explain why all the fields are showing as zeroes

Future index crediting info screen

We've added new fields to provide more transparency on indexes that have yet to mature:

- Amount eligible for index credit see details above
- o Index credits
- o Beginning index value
- o Index cap
- o Spread
- o Index participation rate
- o Floor
- o Index bonus
- o Multiplier

Visit our website to see these changes in action.

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.

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