

Updates to build charts, juvenile coverage

449NB

Date: August 24, 2023

Effective: August 26, 2023

North American is excited to share updates to our underwriting guidelines to simplify underwriting and increase juvenile coverage.

Build chart updates

North American is moving to a single build chart for all genders and age groups to simplify underwriting for your clients. Female clients will now receive offers that are more competitive now that they align to the male chart.

Scenario	Previous Rate Class	Potential New Rate Class
Female 5'6 185 lbs. No medical concerns	Standard	Preferred
Female 5'6 176lbs. No medical concerns	Preferred	Super Preferred

Cases currently in New Business and Policy Change pending a decision will be reviewed based on the new build chart.

Juvenile insurance

North American is updating the death benefit guidelines for pre-high school aged and younger juveniles, increasing the maximum allowed from \$250,000 to \$500,000. The below guidelines take into account total coverage from all companies.

	Coverage Guidelines
Pre-high school age and younger <i>(minimum age 15 days)</i>	\$500,000
High school age	\$500,000 <i>(no change)</i>
Individuals attending college	\$1,000,000 <i>(no change)</i>

Individual consideration is available outside these amounts. Please contact your MGA for details.

FOR AGENT USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.

Life



North American Company for Life and Health Insurance®

Field Bulletin

In addition, only one parent requires insurance for equal or more than the child's death benefit. Previously, both parents needed twice the child's death benefit. An explanation will still be required if one parent has less death benefit coverage than the child applicant.

Please refer to the newly updated [Underwriting Guidelines](#) for additional details.

Sammons Financial® is the marketing name for Sammons® Financial Group, Inc.'s member companies, including North American Company for Life and Health Insurance®. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, North American Company for Life and Health Insurance.

FOR AGENT USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.