

## Income Pay<sup>®</sup> Improvements Effective January 3, 2012

In November, as we continued to re-evaluate our portfolio, we implemented changes to our interest rates and the Income Pay, optional Guaranteed Lifetime Withdrawal Benefit Rider. As conditions have improved, we are able to increase interest rates and re-adjust the features of the Income Pay.

INCOME PAY IMPROVEMENTS EFFECTIVE JANUARY 3, 2012							
<b>Option 1:</b>	<b>Current:</b>	<b>New:</b>					
Bonus Credit	5.50% for Life	6.00% for Life					
Cost	0.20%	0.35%					
<b>Option 2:</b>	<b>Current:</b>	<b>New:</b>					
Bonus Credit	6.50% for 10 Years with Option to Renew	8.00% for 10 Years with Reset Opportunity. By current company practice, on each contract anniversary through age 80, if the Accumulation Value exceeds the GMWB Value, the 10-year Bonus Credit period will reset.					
Cost	0.85%	0.95%					
NEW! Increased Lifetime Payment Percentages							
Attained Age	50-54	55-59	60-64	65-69	70-74	75-79	80+
Single Person	3.75%	3.75%	4.25%	4.75%	5.25%	5.75%	6.25%
Joint Persons	2.75%	2.75%	3.25%	3.75%	4.25%	4.75%	5.25%
LPP is determined by attained age of covered person, joint covered persons is based on age of youngest covered person.							

**New Business Guidelines and Materials:** The rider updates will apply to applications received in the Home Office on or after January 3, 2012. New rider materials will be available through our regular supply order process on December 30, 2011. New materials for the rider will be required for all applications received on or after January 3, 2012. NOTE: The Income Pay is approved in all states except AK, AL, CT, DE, MN, OR, UT, and WA. (For Texas and Utah state specific materials, please call Marketing Support.)

Please contact Marketing Support at 866-322-7066 for questions or assistance in ordering new product materials. We appreciate your support and as always, we thank you for your business.

Sincerely,



Lori Bochner, Vice President Marketing & Sales Support

This rider and its features is issued by North American Company for Life and Health Insurance, West Des Moines, IA and may not be available in all states. The Income Pay<sup>®</sup> GMWB Rider, is an optional guaranteed lifetime withdrawal benefit (GLWB) available for an additional cost issued on form AE513A (rider) and SP513B (spec page) or state variation. This rider may not be appropriate for all clients. Rider is not available on the North American Ten<sup>®</sup>, the North American Paramount Choice Ten<sup>®</sup>, and the North American Freedom Choice<sup>®</sup> annuity with the 5% penalty-free withdrawal option. Please see product brochure for further product details.