



Important Change to New Policies with Table Shaving Feature & Rapid Builder IUL Rolling Target

Effective: November 28, 2011

Table Shave Change

North American Company continuously strives to ensure the strength and quality of the products we offer. To that end, we are announcing a change to the Table Shaving feature that is included with the Waiver of Surrender Charge option on a number of our life insurance products. Currently, qualifying rated cases through Table 4 are classified as Standard. Qualifying cases include policies up to \$5 million for ages 0-75. **This is being revised to only include rated cases through Table 3.**

Affected products include the following products that offer the Waiver of Surrender Charge Option with the table shave feature:

- Rapid Builder IUL
- Custom Growth CV

Transition

This change to the table shaving feature applies to applications dated on/after November 28, 2011 only. Applications with an application date of November 27 or earlier will not be affected.

Rapid Builder Rolling Target

We will offer a two-year rolling target for this product. This means we will pay first year commission on premium paid during the first 24 policy months up to the target premium established at time of issue. **Premium funding in the first year must be at least 80% of the Commissionable Target premium.**

Illustration Software and Marketing Materials

North American Company's illustration software will be updated to reflect these changes on or about November 28, 2011. Marketing materials will be revised upon reprint.

Rapid Builder IUL is issued on policy form series LS169. Custom Growth CV is issued on policy form series LS166 by North American Company for Life and Health Insurance Company, Administrative Office, Sioux Falls, SD 57193. Products, features, endorsements, riders or issue ages may not be available in all jurisdictions. Limitations or restrictions may apply.

Indexed Universal Life products are not investments in the "market" or in the applicable index. They are subject to all policy fees and charges normally associated with most universal life insurance.

When a person applies for life insurance coverage, his or her health is evaluated and a corresponding underwriting rating is applied. This product's table shaving features allow certain substandard underwriting rates (known as "table ratings") to be improved to a "standard" rating. A "standard" rating generally indicates average health and involves a lower life insurance premium than do substandard ratings.