



Our top story

FIA rates continue to improve

June brought another exciting round of across-the-board rate improvements on our fixed index annuities (FIAs). Explore the [new rates](#) to see which products might interest your clients.

Product buzz

Commissions paid exclusively by direct deposit after July 1, some commission schedules adjusted

Some [commission schedules](#) have changed, and effective July 1, [direct deposit](#) will be required for all commission payments.

Let's talk about sales tools

A look back at Empowered's greatest hits

If you're new to the Empowered campaign, [get caught up](#) with some of the most popular items, including client-friendly materials and a guide to help you empower your practice.

Home office news

Surrendering company look-up feature added to e-App

Directly from Annuity e-App, you can now access a surrendering company search tool to quickly find contact information, rules, and forms for companies transferring funds to North American. Try it with your next piece of transfer business.

The social corner

How did you celebrate Annuity Awareness Month?

As Annuity Awareness Month winds down, a friendly reminder that pre-retirees who report feeling the most prepared for retirement are 10 times more likely to have an annuity in their financial portfolio.¹ Spread the word. It's not too late to [share IALC's videos](#) using #AnnuityAwareness.

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1. Data provided by the Indexed Annuity Leadership Council (IALC), which was formed in 2011 with a commitment to providing complete and factual information about the use of indexed annuities as a part of any balanced financial plan. IALC is a consortium of life insurance organizations including North American Company for Life and Health Insurance[®].

21531Z-HTML REV 6-18

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