



## Our top story

### **Now Available!**

Clients are now able to buy our newest fixed index annuity, the Strategic Design Annuity<sup>SM</sup> X (SDA X), the industry X-factor. Get a [preview](#) today, and sign up to [complete product training](#) so you're ready to go.

## Product buzz

### **NAC VersaChoice enhanced liquidity benefits rider now available in California**

Your California clients now have access to NAC VersaChoice<sup>SM</sup> fixed index annuity's [innovative enhanced liquidity benefits rider](#). Financial professionals new to VersaChoice can [get full details here](#).

## Let's talk about sales tools

### **Client contract packets get an upgrade**

Client contract packets will soon have a more professional look that's more user-friendly. Watch for the new packets starting in November. In addition, we're working on a follow-up mailer after issue to remind clients of home office contacts and how to access their contract information online.

## Must-see events

### **Get all your North American training resources in one place**

Explore the latest on-demand webinars, find upcoming webinars, and view video tutorials at the [North American Academy](#).

## Home office news

### **RMD processing made easier**

Do your clients need to initiate a required minimum distribution (RMD)? They can now request an RMD by phone at 866-322-7069 – no forms necessary.

## Holiday closures

This year, our offices will be closed for the holidays on Nov. 22 and 23, Dec. 24 and 25, and Jan. 1. Remember, our website is always open for business at [NorthAmericanCompany.com](http://NorthAmericanCompany.com).

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[Strategic Design Annuity<sup>SM</sup> X](#)

[NAC VersaChoice<sup>SM</sup> 10](#)

21531Z-HTML REV 10-18

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