

North American Company for Life and Health Insurance®

Field Bulletin

Increased cap and participation rates

458NB

Effective: October 21, 2023

North American's enduring strength and stability allows us to continually evaluate new opportunities to deliver more value to our distribution partners and customers. As a result, we are excited to announce that we will be raising a cap and participation rate for certain index options on new business and inforce policies for **Builder Plus IUL® 3**.

Cap and participation rates

Effective for index periods that start on/after October 21, 2023. *PtP = Annual Point to Point, PtP w/Spread = Point to Point with Spread, Monthly PtP = Monthly Point to Point*

Builder Plus IUL 3					
Index/Crediting Method	Percentage increase	New rate			
S&P 500 [°] Annual PtP	个 0.2%	9.50%			
	0.2%	Cap rate			
Fidelity Multifactor Yield Index [™] 5% ER High Par	个 25%	210%			
Index Option	1 23%	Participation rate			

Other current and formerly marketed IUL products are not impacted by this rate change.

• Other indexes currently available for Builder Plus IUL 3 are not impacted by this rate change.

How does this change impact illustrated rates?

• All policies sold* on or after May 1, 2023 will utilize AG49-B compliant illustrated rates.

• Policies sold before May 1, 2023 will utilize AG49-A compliant illustrated rates on inforce illustrations.

*Defined as app sign date.

Builder Plus IUL 3						
Index	Crediting Method	Current AG49-A	10/21/2023 AG49-A	Current AG49-B	10/21/2023 AG49-B	
S&P 500°	PtP	5.92%	5.94%	5.91%	5.94%	
S&P 500°	High Par PtP	5.38%	5.38%	5.38%	5.38%	
S&P 500°	PtP w/ Spread	6.32%	5.94%	6.32%	5.94%	
S&P 500°	Monthly PtP	5.79%	5.73%	5.42%	5.73%	
S&P MidCap 400 [®]	PtP	5.74%	5.45%	5.32%	5.33%	
Russel 2000 [°]	PtP	5.24%	5.24%	5.24%	5.22%	
Uncapped S&P 500°	PtP	6.00%	5.69%	5.67%	5.69%	
Fidelity Multifactor Yield Index sm 5% ER	PtP	5.71%	5.45%	3.58%	3.30%	
Fidelity Multifactor Yield Index sM 5% ER	High Par PtP	6.00%	5.81%	5.60%	5.81%	

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What rate will your client receive?

Use the guidelines below to determine what rate your client will receive.

For policies already inforce

- Monies already in the index accounts in which the new crediting period starts <u>ON OR AFTER</u> October 21, 2023 will automatically receive the new rates for the new crediting period.
- Monies placed into the index accounts with an effective date <u>ON OR AFTER</u> October 21, 2023 will also receive the new rates.
- All monies placed into the index accounts with an effective date <u>ON OR BEFORE</u> October 20, 2023 will
 receive the old rates for the first crediting period.

For applications in that are not yet placed inforce

- To receive the new rate, the policy anniversary date must be **October 21, 2023 or after**, and the case must be placed inforce on **October 23, 2023** or later.
- From October 12, 2023 to October 20, 2023, if you have pending business that is ready to be placed in force but you would like it held to receive the new rates, contact your dedicated New Business or Policy Change team for assistance.

For more information on these changes, please contact your Managing General Agency (MGA).

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