

HOW TO DO BUSINESS WITH NORTH AMERICAN LIFE:

Submission:

- ALL new business can be faxed directly to 800-951-9430.
- Cases can be “shopped” by using the attached trial application pages.
- Sales support is available by calling 800-669-9100.

Checking Case Status:

- You are **REQUIRED** to get registered on the NACOLAH website at www.nacolah.com, once you are appointed to track case status and requirements.
- User name will be (5) zeros plus your 5 digit agent code. Your password will be the last four digits of your Social Security number or Federal Tax Id number for corporations.
- You have direct access to NAL by calling 800-669-9100.
- Be sure to include the client name and policy number on all correspondence.

Where to submit monies to NAL:

- If the agent takes a check with the application, mail it with the application and be sure to put the client’s social security number in the memo section.
- If you collect the check after the policy has been issued a policy number, you will need to put the policy number on the memo line, and the check should be mailed directly to NAL at:

North American Gold Team
One Midland Plaza
Sioux Falls, SD 57193
Attention: Policy Issue/Underwriting

Commissions:

- All questions regarding commissions, please call 800-669-9100.





Illustrations and Marketing Support:

- You can call a member of the Benchmark team at 800-998-9997, or email us at benchmarkigroup@carolina.rr.com.
- Please call 800-800-3656 ext. 10411 for software support.

2010 North American Company

Commission Calendar



-  payday
-  commission close
-  payday and commission close
-  bank and/or company holiday

Month end is always the last business day of the month.

January 2010						
Sun	Mon	Tue	Wed	Thur	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

February 2010						
Sun	Mon	Tue	Wed	Thur	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28						

March 2010						
Sun	Mon	Tue	Wed	Thur	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

April 2010						
Sun	Mon	Tue	Wed	Thur	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

May 2010						
Sun	Mon	Tue	Wed	Thur	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

June 2010						
Sun	Mon	Tue	Wed	Thur	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			



North American Supply Requisition

When ordering supplies, please fax this form to the **Sales Support (701) 433-6769**

Instructions - Please allow 7-10 business days for delivery

1. Each Item should have a current form number
2. Complete name and address for shipping*
3. Active agent number is required to receive supplies

*Please note that UPS can not deliver to a PO box

Date	Phone Number	Agent Number
Attention		
Company		
Street Address*		
City	State	Zip Code

Description	Form #	State Code (if applicable)	Qty.	Description	Form #	Qty.
Forms/Applications				Builder IUL	PR-855	
Application Kit	App Kit			Guarantee Builder IUL	PR-1001	
Application Kit	App Kit			ADDvantage	PR-876	
Application Kit	App Kit					
Application Kit	App Kit					
Internal Replacement				Product Marketing Guides		
External Replacement				ADDvantage	PR-875	
PAC Form	L-1683			Custom TermUL	PR-716	
Credit Card Auth.	L-2856			Custom Accumulator	PR-644	
1035 Exchange	L-2008			Custom Extra	PR-648	
Trial Inquiry	L-2980			Custom Gurarentee	PR-651	
HIPAA Form	L-3100			Custom Access	PR-744	
TIA - \$1 million	L-2977 R			Builder IUL	PR-851	
Marketing Materials				Guarantee Builder IUL	PR-1000	
Annual Report	PR-578					
At a Glance	PR-604					
Builder At A Glance	PR-1007					
Custom Buillder At a Glance	PR-854					
Financial Strength Ratings Flyer	PR-714			Broker Stuffers		
Sales Success - Custom Extra Affordable	PR-700			ADDvantage	PR-887	
Sales Success - Custom Extra Key Person	PR-701			Custom TermUL	PR-717	
Sales Success - Custom Guarantee	PR-706			Custom Accumulator	PR-645	
Sales Success - Custom Access	PR-747			Custom Extra	PR-649	
Sales Success - Custom TermUL	PR-748			Custom Guarantee	PR-652	
Sales Success - Buidler IUL	PR-907			Custom Access	PR-745	
Sales Success - Guarantee Builder IUL	PR-1003			Builder IUL	PR-853	
Rate Sheet for IUL products	PR-1008			Guarantee Builder IUL	PR-1002	
Rate Card Holder	PR-593					
Recruitment Wrap	PR-767					
Marketing Materials Flyer	PR-770			Software		
PIN Promo Flyer	PR-778			Software Illustration CD	PR-671	
Sales and Marketing Support Brochure	PR-834			Illustration Cover	PR-699	
Lifeline Flyer	PR-836			Software Flyer	PR-719	
Life Insurance Awareness Postcard	PR-911*					
Advanced Life Ins Consulting Services	PR-967*			Policy Administration Forms		
* Contact Marketing Communications for forms				Multipurpose Service Request	L-2777	
Consumer Brochures						
Custom Access	PR-746					
Custom Access - Texas	PR-746 TX					
Custom TermUL	PR-718			Underwriting Forms		
Custom Accumulator - Retirement	PR-646			Once You Have Applied (for Consumers)	PR-574	
Custom Accumulator - College	PR-647			APS Guideline - UW Requirements	L-2934	
Custom Extra	PR-650					
Custom Guarantee	PR-653					