

2016

epic

ELITE PRODUCER CLUB

EPiC Rewards for EPIC Producers

The Elite Producer Club (EPiC) is one of the most attractive incentives North American offers to reward EPIC producers like you for your annuity business.

Benefits

- **Up to 1.00% commission bonus**
- **NEW!** Retroactive Bonus
- All North American Fixed Index Annuities qualify
- Dedicated, priority toll-free number for sales support and service
- Access to our experienced Sales Support team
- Priority access to business-building programs

QUALIFICATION LEVELS

Fixed Index Annuity Issued Premium	SILVER	GOLD
Premium Required	\$1,000,000	\$2,500,000
Bonus Amount	0.50%	1.00%

Retroactive Bonus Details

- Enrollment date begins the first day of the month after meeting the \$1,000,000 or \$2,500,000 premium requirement.
- The initial bonus payment upon meeting qualification is “retroactive” to the beginning of the year. Subsequent bonus payments will be made monthly at the 50bps or 100bps level depending on Silver or Gold Level status.

Qualification Criteria:

- Produce a minimum of \$1,000,000 of issued fixed index annuity premium to qualify for Silver Level, and produce \$2,500,000 to qualify for Gold Level between 01/01/2016 and 03/31/2017.
- Agent must be actively contracted with North American, with no debit balances, and no customer complaints.
- Enrollment date begins the first day of the month after meeting the \$1,000,000 or \$2,500,000 premium requirement. The additional bonus is paid through March 31, 2017.
- The bonus is paid monthly after business is issued and commissions paid on any eligible business that issues after the enrollment date. For Example: Agent reaches \$1,000,000 issued premium on March 20, 2016. Agent is enrolled in the Elite Producer Club Silver Level on April 1, 2016. Business issued on or after April 1 is eligible for bonus. Eligible premium issued in April would receive bonus in May.
- Agents, corporations and licensed only agents assigned to their own hierarchies must be at WA Regular level or below to be eligible.

Ready to take advantage of this **EPiC Year of Rewards?**



Annuity

Sales Support is ready to take your questions at **866-322-7066**

Elite Producer Club may change at any time. All decisions are final and are at the sole discretion of North American Company for Life and Health Insurance®. The Bonus is paid via commissions. The charge back procedure outlined in your commission schedule applies to the Elite Producer Club. Agents who qualify throughout 2016 who reach the Silver Level premium requirement of \$1,000,000 will get paid 0.50% bonus amount retroactively for Fixed Index Annuity sales. Agents who qualify through 03/31/17 who reach the Gold Level premium requirement of \$2,500,000 will get paid 1.00% bonus amount retroactively for Fixed Index Annuity sales less the 50bps already paid after reaching Silver Level premium requirement.