

Classic Term to be discontinued

376NB

Date: October 28, 2021

Effective: November 20, 2021

Effective **November 20, 2021**, Classic Term will be removed from North American's product portfolio. Although this product will no longer be available, we encourage you to review North American's ADDvantage[®] Term to meet your client's term life insurance needs.

Important Dates

Electronic Applications (*Classic Term submission is only available via e-app*)

As of November 20, 2021, Classic Term will no longer be available in SimpleSubmit[®] e-app or Web-Based Illustrations. Electronic applications for the Classic Term must be locked, submitted, and signed by all parties by November 19, 2021.

If an e-app for Classic Term is signed and/or received November 20, 2021, or after, it will not be coded. The MGA will be notified of the details of the application so the MGA can contact the writing agent to determine if their client is interested in applying for a different product.

Marketing Materials

We will be removing references to the Classic Term from our website and other marketing materials by November 22, 2021.

Policy Date Guidelines

The policy anniversary date for any Classic Term cases must be December 28, 2021, or prior.

More information

[Please view available materials on ADDvantage[®] Term to learn about North American's other term product.](#)

Contact your MGA with questions about pending or new Classic Term cases. MGAs, please contact your regional vice president with questions.

Classic Term (policy form series LS188) and ADDvantage Term (policy form series LS174), or state variation including all applicable endorsements and riders, are issued by North American Company for Life and Health Insurance, Administrative Office, One Sammons Plaza, Sioux Falls, SD 57193. Products, features, riders, endorsement or issue ages may not be available in all jurisdictions. Restrictions or limitations may apply.

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