

# Chronic Illness Accelerated Benefit Rider:

*Giving the client control when life takes a turn*

# Disclosures

Index Universal Life products are **not** an investment in the “market” or in the applicable index and are subject to all policy fees and charges normally associated with most universal life insurance.

Please refer to the marketing guide, Chronic Illness Accelerated Benefit Rider Marketing Guide (PR-1080), for complete product details. Custom Accumulator III is issued on policy form series LS165B; Builder IUL is issued on policy form series LS161A; Custom GrowthCV is issued on policy form series LS166; Custom Guarantee is issued on policy form series LS163A; Custom TermGUL is issued on policy form series LS167; Guarantee Builder IUL is issued on policy form series LS164A; Rapid Builder IUL is issued on policy form series LS169; Chronic Illness Accelerated Benefit Rider is issued on form series LR450A (Accelerated Benefit Rider for Continuous Confinement in MN, Chronic Condition Accelerated Benefit Rider in PA) by North American Company for Life and Health Insurance, Executive Office, Chicago, IL, 60607. Products, features, issue ages or riders may not be available in all jurisdictions. Limitations or restrictions may apply.

A chronic illness could disrupt the family and cause financial insecurity.

*With North American's Chronic Illness Accelerated Benefit Rider, we give additional control back to your client.*

# Chronic Illness Accelerated Benefit Rider (CIABR)

- No additional cost at issue
- No additional underwriting requirements
- Automatic at issue
- Accelerated Benefits Summary and Disclosure Statement (L-3178) with application
- Available on new Universal Life sales
  - Up to age 75
  - Up to table 4 rating
  - Available for conversions with satisfactory evidence of insurability

# Available on the following Products

- Builder IUL<sup>®</sup>
- Guarantee Builder IUL<sup>sm</sup>
- Rapid Builder IUL<sup>sm</sup>
- Custom Accumulator<sup>®</sup> III
- Custom GrowthCV<sup>sm</sup>
- Custom Guarantee<sup>®</sup>
- Custom TermGUL<sup>sm</sup>

# Qualifications

- Permanently unable to perform 2 of the 6 Activities of Daily Living (ADLs ) or severe cognitive impairment requiring substantial supervision
  - Bathing
  - Contenance
  - Dressing
  - Eating
  - Toileting
  - Transferring
- Physician certification of chronic illness.
- 90 day elimination period
- Complete election of benefits form (L-3180)

# Benefits

- One election every 12 months
- Maximum per election is lesser of 24% of death benefit or \$240,000
- Minimum per election is lesser of 5% or \$75,000
- Must maintain a residual death benefit; the greater of 5% of the death benefit on the initial election date or \$10,000
- \$200 administration fee per election (may vary by state)
- Amount client receives is adjusted for expected mortality under chronic illness tables
- Lapse checking suspended during elections or when over 50% of death benefit accelerated

# Helping your sales in ....

- Legacy Building
- College Supplement
- Income Replacement
- Buy/Sell Agreements
- Retirement Supplement

*Provide additional access to benefits*



# Marketing Materials

- Agent Guide (PR-1080)
- Consumer Brochure (PR-1079)

# Sales Support

800-800-3656 ext. 10411  
salesupport@nacolah.com