

## Field Bulletin

## Year-end dates

381NB

**Date:** October 28, 2021

There's still time to finish strong in 2021! Turn to North American's e-Business Solutions to help get your life insurance business processed faster. Save time during the application process with SimpleSubmit<sup>®</sup> and WriteAway<sup>®</sup> (for qualifying clients); and be sure to take advantage of electronic delivery, which can result in receiving a policy 4-5 days faster compared to traditionally mailed policies.\*

Please note the following end-of-year dates for 2021.

**New Business processing:**

- **November 29:** Last day to place a case in force for November commission cutoff
- **December 30:** Last day to place a case in force for year-end commission cutoff

**Policy Change processing:**

- **November 22:** All delivery requirements received in the Sioux Falls office by 12:30 p.m. CST will be processed for November commission cutoff
- **December 23:** All delivery requirements received in the Sioux Falls office by 5 p.m. CST will be processed for year-end commission cutoff

**Administrative office closings:**

- November 25, 2021
- November 26, 2021
- December 24, 2021
- December 27, 2021
- January 3, 2022

\*Source: Internal data, North American New Business, October 21, 2021.

Sammons Financial<sup>®</sup> is the marketing name for Sammons<sup>®</sup> Financial Group, Inc.'s member companies, including North American Company for Life and Health Insurance<sup>®</sup>. Annuities and life insurance are issued by, and product guarantees are solely the responsibility of, North American Company for Life and Health Insurance.

FOR AGENT USE ONLY. NOT TO BE USED FOR CONSUMER SOLICITATION PURPOSES.