

Important IUL Product Updates and Year-End Dates

In response to new regulatory requirements, National Life Group will be introducing product updates to all our IUL products. The new product updates will be available December 12, 2020, and will replace the previous versions of the products.

We are here to help you transition to the revised products with as little interruption as possible. As we approach the end of the year, here are some important dates to keep in mind – including product transition rules, holiday week commission run dates, and application/requirement deadlines.

Important Dates to Know

IUL Product Transition Rules

December 11, 2020

- Last day to write applications for current FlexLife, PeakLife, and Living Life By Design IUL products. Applications must be signed on or before 12/11 to receive old product/old illustration regulation.
- Last day to run old IUL illustrations. Applications signed on 12/12 or after will have new product/new illustration regulation. All save illustrations will be automatically converted to the new rules.

This applies to the following products:

- FlexLife / FlexLife NL
- PeakLife / PeakLife NL

Holiday Week Commission Run Dates: Life and Annuity – Affiliated and Independent Distribution Channel

Tuesday, November 24	Commission Run
Wednesday, December 23	Commission Run
Wednesday, December 30	Last Commission Run

National Life Group® is a trade name of National Life Insurance Company, Montpelier, VT, Life Insurance Company of the Southwest, Addison, TX and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. Life Insurance Company of the Southwest is not an authorized insurer in New York and does not conduct insurance business in New York.

One National Life Drive, Montpelier, VT 05604 | 800-906-3310 | www.NationalLife.com

Submission Deadlines:

Friday, December 11

- Final requirements on new business applications must be received and in good order to be finalized for year-end
- Final underwriting requirements must be submitted to be issued for year-end.
- Rewrite requests must be received and in good order to be finalized for year-end.
- IUL applications with old illustrations must be signed on or before 12/11 to receive old product/old illustration regulation.

IUL Product Updates in eApp and Illustration:

Saturday, December 12

- Revised product will be available on eApp. *Old products will no longer be available.*
- New, revised illustrations will be available.

Reminders:

Friday, November 27

Submit all 1035 replacement requirements to allow time for processing before year-end. Keep in mind that, due to the nature of these requests, we cannot guarantee the remittance of funds before year-end.

Premium Finance applications should be approved and in good order by 11/27 to allow adequate time for funding.

Friday, December 11

Pension/Profit Sharing Plan applications must be received in good order to be finalized for year-end.

We will do our best to prioritize all requirements received by 12/11. Anything submitted after 12/11 cannot be guaranteed to be finalized for year-end.

NLG Office Closures:

Thursday, November 26 and Friday, November 27

In observance of Thanksgiving

Friday, December 25

In observance of Christmas

Friday, January 1

In observance of New Year's Day

We will continue to share more information around dates and deadlines as we approach year-end.