



Multiple Contracting for Independent Marketing Companies

Contracting Limited to Two Relationships Re-contracting Now Reduced to Six months

North American values the relationship we've built with you as well as those that you've built with your producers. In honor of those relationships, while allowing independence, North American will permit producers to have up to two contracts with us (**one in each channel**).

Producers can contract with up to two distributors. However, if a third contract is submitted for a producer, we will notify the distributor who submitted it that the producer already has two existing contracts. The new contract will not be honored until the producer chooses to terminate one of their existing contracts. After receiving written confirmation from the producer that they would like to terminate one of their existing contracts in lieu of the new contract, the new contract would then need to be resubmitted.

Re-contracting within the IMC distribution channel

A producer may re-contract within the IMC distribution channel if there is no new business during a 6-month period.

If business has been produced in the last 6 months, and the producer wishes to move to another IMC, the producer must pursue a release with their existing IMC. The IMC would then notify North American, in writing, that the release is acceptable. If accepted, the new contract will be honored.

Thank you for your cooperation.

If you have any questions, please contact Agency Services' Purple Team at (800) 800-3656 at extension 10865.