



## Foreign Nationals Underwriting Overview

MassMutual® offers competitive underwriting that meets the needs of an increasingly mobile and globalized world.

The growth of international commerce means that more individuals—either U.S. citizens or non-U.S. citizens—live outside the U.S. while maintaining financial, business, or personal interests in the U.S. Individuals living full time or nearly full time outside the U.S. present different underwriting concerns than those living in the U.S.

MassMutual's Foreign Nationals underwriting program is designed help to these individuals obtain the MassMutual Whole Life Insurance coverage they need.

## Who is eligible?

- Non-U.S. citizens (foreign citizens) who live outside the U.S. for more than 3 months.
- U.S. citizens living outside the U.S. for an extended time (either more than 3 months, or more than 6 months, depending on the country) are underwritten under the guidelines for foreign nationals.<sup>1</sup>

## Opportunities in the foreign nationals market

U.S.-based life insurance can be an important part of an eligible foreign national's long-term financial planning when there is both a U.S. connection and financial justification for life insurance. Current and future needs could include:

- **Wealth Preservation** — May need U.S. life insurance to protect U.S. assets.
- **Estate Tax Funding and Other Liabilities at Death** — May have a U.S. estate or inheritance tax liability, and U.S.-based life insurance may be an effective way to fund this liability.
- **Business Planning** — Those with business interests in the U.S. may need life insurance as a critical part of succession planning.
- **Income Protection** — Foreign nationals often have substantial income.



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# Why should foreign nationals consider MassMutual?

MassMutual offers advantages that appeal to clients, including those in the international market:

- **Stable and Reliable** – A leading life insurance company with strong financial stability.
- **Attractive Product Offerings** – A competitive and comprehensive portfolio of whole life products that have benefits to meet a variety of client needs.
- **Expertise and Support** – Dedicated, trained team that can help with planning and underwriting.

## ELIGIBILITY REQUIREMENTS/GUIDELINES

The following requirements and guidelines are specific to the non-High Net Worth program. For information on the guidelines for the High Net Worth program, please refer to the [U1015 High Net Worth Foreign Nationals Program Guide](#).

<b>Insurance Age</b>	18–70 for non-U.S. citizens; 0–70 for U.S. citizens
<b>Minimum Policy Size</b>	\$1,000,000 or minimum face of \$500,000 with a minimum premium of \$15,000.
<b>Eligible Countries</b>	Residents of A and B countries are eligible, except for Japan, Spain and France due to national laws. Argentina and Panama require a signed disclosure form. Please refer to the Country Code Classification chart at the end of this resource.
<b>U.S. Connection</b>	<p>Must meet at least one of the following criteria:</p> <ul style="list-style-type: none"> <li>• Have U.S. citizenship</li> <li>• Own U.S. real estate</li> <li>• Own a business in the U.S.</li> <li>• Work for a U.S. company.</li> </ul> <p>Verification is required.</p>
<b>Identification Requirements</b>	<ul style="list-style-type: none"> <li>• SSN or Tax ID if a U.S. citizen.</li> <li>• Otherwise, a W-8 BEN form is generally acceptable.</li> <li>• W-8 IMY form may be needed for entities.</li> <li>• Copy of visa if available.</li> <li>• An approved I-797 may be accepted in lieu of visa.</li> <li>• Copy of the identity page of the passport from the Proposed Insured’s country of residence.</li> <li>• A copy of the full passport or other passports may be requested at underwriter discretion.</li> <li>• A national identification number is needed for foreign citizens. This typically is found on national identification cards or passports, usually next to or below the name or date of birth.</li> </ul>

## ELIGIBILITY REQUIREMENTS/GUIDELINES

<b>Solicitation</b>	<ul style="list-style-type: none"> <li>All solicitation and communication activity concerning the sale of MassMutual life insurance products, including electronic and telephonic communications, must take place in the U.S. while the applicant and/or owner are present in the U.S. This includes completing the application, medical examinations and collecting fluids, providing marketing materials and illustrations, meeting with clients or potential clients and policy delivery.</li> <li>The state of solicitation must be attested to on the cover letter.</li> </ul>
<b>Plans and Riders</b>	<ul style="list-style-type: none"> <li><b>Plans:</b> Individual whole life products only, subject to product limitations.*</li> <li><b>Riders:</b> Life Insurance Supplement Rider (LISR) and Additional Life Insurance Rider (ALIR) are available, subject to rider limitations.</li> </ul> <p>*U.S. citizens living abroad who are underwritten under the foreign national rules are eligible for all products (term and permanent) and riders. Only whole life is available with premium financing.</p>
<b>Underwriting Requirements</b>	<p>All published age and amount requirements, PLUS: An APS is required regardless of age/amount.</p> <p>For ages 40 and older, a comprehensive APS is required, to include 3 years of medical records and a full physical exam within the last 12 months.</p> <p>Ages 65 and older must have been seen by a health care provider within 12 months.</p>
<b>Risk Classes and Substandard Ratings</b>	<p>Ultra Preferred Non-Tobacco for A countries. Select Preferred Non-Tobacco for B countries.</p> <p>Ratings are subject to the underwriter's discretion. If underwriting is unable to obtain key requirements, best case may be Standard.</p> <p>Maximum medical rating of Table D.</p>
<b>Aviation and Avocations</b>	<p><b>Aviation:</b> A private aviation exclusion rider is required for private pilots and flight crews.</p> <p><b>Avocations:</b> Individual consideration</p>
<b>Occupation Exclusions</b>	<p>We cannot consider politicians, public figures, government employees, judicial leaders, law enforcement, trade union officials, religious leaders, missionaries, journalists, security consultants, humanitarian aid workers, field engineers, archeologists, geologists.</p>
<b>Politically Exposed Persons (PEP)</b>	<p>We generally cannot consider PEPs. A PEP means a current or former senior foreign political figure, their immediate family, and their close associates. Please refer to the full definition as needed.<sup>2</sup> Contact underwriting for questions.</p>

## ELIGIBILITY REQUIREMENTS/GUIDELINES

<b>Policy Ownership</b>	<p>Policies covering adult insureds generally should be owned by the insured, their spouse, a U.S. business, a U.S. trust with at least one U.S. trustee, or a U.S. L.L.C. Policy owners must have a physical U.S. mailing address (not a P.O. Box).</p> <p>For insureds residing in European Union countries (including the United Kingdom), Argentina, and Panama, policies must be owned by a U.S. resident or U.S.-based trust/entity with a U.S. trustee/authorized person.</p> <p>U.S. citizen juvenile ownership options are Uniform Transfers to Minors Act (UTMA) with parent as custodian if there is a U.S. resident mailing address, or a U.S. entity such as a U.S. trust.</p>
<b>Pre-paid Applications</b>	<p>No pre-paid (TLIR) applications are accepted.</p>
<b>Premium Financing</b>	<p>Premium financing may be considered for residents of A and B countries who meet our premium finance guidelines, are looking for a minimum base policy face amount of \$2,500,000, and are borrowing from a U.S.-based lender. For additional information, contact your Advanced Sales team.</p>
<b>Foreign Supplement</b>	<p>A fully completed <a href="#">F6290 Foreign Supplement</a> is required for all proposed insureds. This form is available in the application submission system and generates when foreign travel or residence is indicated.</p>
<b>Translations</b>	<p>The language-appropriate <a href="#">FR1119 Acknowledgment Regarding English Language Materials and Translation</a> form is required if the applicant/proposed insured is not fluent in English.</p> <p>APS and other medical results must be provided in English or Spanish. We will reimburse a maximum of \$250 for translations done by an approved vendor only.</p>
<b>Additional Requirements</b>	<p>A cover letter (written or emailed) is required, stating:</p> <ul style="list-style-type: none"> <li>• The country of primary residence.</li> <li>• All solicitation activity occurred in the U.S.</li> <li>• An explanation of the need for U.S.-based life insurance.</li> <li>• The Proposed Insured's identity was verified from a current passport (typically from the country of residence), copy of the identity page, the passport number, expiration date, and country of issue (if not provided elsewhere on the application).</li> <li>• <b>This letter fulfills a legal requirement and cannot be waived.</b></li> <li>• A physical address in the U.S., which cannot be a P.O. Box.</li> <li>• The policy must be funded by funds drawn on a U.S.-based financial institution, or a U.S. brand of a foreign financial institution, in U.S. dollars. See <a href="#">Acceptable Forms of Payment</a> document for more information.</li> </ul>

## ELIGIBILITY REQUIREMENTS/GUIDELINES

<b>Disclosure Form</b>	For Argentina and Panama: a fully completed and signed <a href="#">U1011 Foreign National Disclosure</a> form is required.
<b>Internal Retention</b>	A Countries - up to \$20 million.* B Countries - up to \$15 million.* Autobind: \$40 million for A Countries; \$35 million for B Countries. Jumbo: \$50 million for A countries; \$35 million for B Countries. *Cumulative with MassMutual. Maximum retention limits are subject to case details, including the insured's age and risk class.

## High Net Worth Foreign Nationals Program

MassMutual has a separate program for foreign nationals with a high net worth. Please refer to the [U1015 High Net Worth Foreign Nationals Program Guide](#) for full details.



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## Approved Country Classifications

Albania	B	Curacao	A	Jordan	B	Poland <sup>4</sup>	A
American Samoa	A	Cyprus <sup>4</sup>	A	Kazakhstan	B	Portugal (incl Azores & Madeira) <sup>4</sup>	A
Andorra	A	Czech Republic <sup>4</sup>	A	Korea, South	A	Qatar	A
Anguilla	A	Denmark <sup>4</sup>	A	Kuwait <sup>6</sup>	A	Romania <sup>4</sup>	A
Antigua, Barbuda	A	Dominica	A	Latvia <sup>4</sup>	A	Saipan	A
Argentina <sup>3,4</sup>	A	Dominican Republic	B	Liechtenstein	A	Samoa	B
Armenia <sup>6</sup>	B	Ecuador	B	Lithuania <sup>4,5</sup>	A	San Marino	A
Aruba	A	Estonia <sup>4</sup>	A	Luxembourg <sup>4</sup>	A	Serbia (Montenegro) <sup>6</sup>	A
Australia	A	Falkland Islands	A	Macau	A	Seychelles	B
Austria <sup>4</sup>	A	Federated States of Micronesia	B	Macedonia <sup>6</sup>	A	Singapore	A
Azerbaijan <sup>6</sup>	B	Fiji	B	Malaysia	A	Slovakia <sup>4</sup>	A
Bahamas	B	Finland <sup>4</sup>	A	Maldives	B	Slovenia <sup>4</sup>	A
Bahrain	A	France <sup>7</sup>	A	Malta <sup>4</sup>	A	Solomon Islands	B
Barbados	A	French Guiana	B	Marshall Islands	A	Spain (incl Gibraltar) <sup>7</sup>	A
Belgium <sup>4</sup>	A	French Polynesia	A	Martinique	A	Sri Lanka	B
Bermuda	A	Georgia	B	Mauritius	A	St. Kitts & Nevis	A
Bhutan	B	Germany <sup>4</sup>	A	Mexico <sup>6</sup>	B	St. Lucia	A
Bosnia-Herzegovina	A	Greece <sup>4</sup>	A	Moldova <sup>6</sup>	B	St. Martin	A
Brazil <sup>8</sup>	B	Greenland	A	Monaco	A	St. Thomas	A
Brunei	A	Grenada	A	Mongolia	B	St. Vincent/Grenadines <sup>7</sup>	A
Bulgaria	A	Guadeloupe	A	Montenegro (Serbia) <sup>6</sup>	A	Suriname	B
Canada <sup>9</sup>	A	Guam	A	Montserrat	A	Sweden <sup>4</sup>	A
Canary Islands	A	Holland	A	Morocco	B	Switzerland	A
Cape Verde	B	Hong Kong	A	Netherlands (Holland)	A	Taiwan	A
Cayman Islands	A	Hungary <sup>4</sup>	A	Netherland Antilles	A	Thailand	B
Chile	A	Iceland	A	New Caledonia	A	Tonga	B
China <sup>4,6</sup> - Shanghai, Beijing, Tianjin Shenzhen, Guangzhou, Chengdu, Chongqing, Shenyang & Nanjing	A	India - Mumbai, Delhi, Chennai Bangalore, Mangalore, Calcutta Kolkata & Surat only	B	New Zealand	A	Trinidad/Tobago	B
				Northern Ireland	A	Tunisia	B
				Northern Mariana Islands (Saipan)	A	Turks/Caicos	A
				Ireland <sup>4</sup>	A	United Arab Emirates	B
		Israel (not Gaza or West Bank)	A	Oman <sup>6</sup>	A	United Kingdom <sup>4</sup>	A
China <sup>4,6</sup> - all other cities	B	Italy <sup>4</sup>	A	Palau	A	Uruguay	A
Cook Islands <sup>6</sup>	A	Jamaica	B	Panama <sup>3,4</sup>	A	Uzbekistan	B
Costa Rica	A	Japan (only U.S. citizens on short term work assignments 3 years or less)	A	Paraguay	B	Vietnam	B
Croatia <sup>4</sup>	A			Peru	B	Virgin Islands	A
				Philippines (metro Manila only)	B		

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Underwriting guidelines and requirements are subject to change without notice as world conditions change.

Premiums must be paid through wire transfer, automatic debit or by check from a U.S. financial institution from an account where the applicant is listed as an owner. Cash payments are NOT acceptable.

All application-related activity must occur in the U.S.

<sup>1</sup> Defined as more than 6 months for A countries and more than 3 months for B countries.

### **<sup>2</sup> Politically Exposed Persons (PEPs) definition:**

- A “senior foreign political figure” is a senior official in the executive, legislative, administrative, military, or judicial branches of a foreign government (whether elected or not), a senior official of a major foreign political party, or a senior executive of a foreign government-owned corporation. In addition, a senior foreign political figure includes any corporation, business, or other entity that has been formed by, or for the benefit of, a senior foreign political figure.
- The “immediate family” of a senior foreign political figure typically includes the figure’s parents, siblings, spouse, children, and in-laws.
- A “close associate” of a senior foreign political figure is a person who is widely and publicly known to maintain an unusually close relationship with the senior foreign political figure, and includes a person who is in a position to conduct substantial domestic and international financial transactions on behalf of the senior foreign political figure.

<sup>3</sup> Must submit disclosure form U1011

<sup>4</sup> Policy must be owned by a U.S. resident individual or entity

<sup>5</sup> Requires evidence of source of funds

<sup>6</sup> Restrictions exist, contact Underwriting

<sup>7</sup> Laws in this country and/or U.S. law prevent us from issuing policies to residents of this country.

<sup>8</sup> Money for all premiums must be held in an account outside of Brazil

<sup>9</sup> Must have a need for U.S.-based coverage

