



ALLIANZ HIGH NET WORTH FOREIGN NATIONAL PROGRAM

Producer Guide



Wealthy non-U.S. citizens who have meaningful financial ties in the United States (U.S.) may have a need for life insurance to protect their financial interests.

That's why Allianz Life Insurance Company of North America (Allianz) created the Allianz High Net Worth Foreign National (HNWFN) Program. Through this underwriting classification, non-U.S. citizens who have a substantial connection to the United States may be able to obtain life insurance coverage if they have a defined need.



WHO IS ELIGIBLE TO APPLY FOR THE ALLIANZ HNWFN PROGRAM?

- Non-U.S. citizens
- May or may not have the intention to permanently reside in the U.S.
- In the U.S. on a non-immigrant visa or conditional Green Card



WHEN AN INDIVIDUAL APPLIES, WHAT FACTORS DETERMINE THEIR FOREIGN NATIONAL UNDERWRITING CLASSIFICATION?

- Countries of legal citizenship and/or residency
- Location of residence, employment, and legal authorization thereof
- Connections to the United States and need for U.S.-based life insurance



IF BOTH PROPOSED OWNER AND PROPOSED INSURED (IF DIFFERENT) ARE PERMANENT U.S. CITIZENS AS DEFINED BELOW, THEY ARE NOT ELIGIBLE FOR THIS PROGRAM.

This includes:

- U.S. citizen residing in the U.S.
- U.S. resident with a permanent (10-year) Green Card
- Foreign national residing in the U.S. with an acceptable Visa (E-1, E-2, H-1B, H-4, L-1A, L-1B, L-2, O-1, O-3, and P) and the following:
 1. Intent to remain in the U.S. permanently

2. Meets one of the conditions below:

- Five years of continuous residence in the U.S.
- Multiple confirmations of permanence – home owner, marriage to a U.S. citizen, long-term U.S. employment, etc.

If a proposed owner or proposed insured (if different) do not qualify for the HNWFN program, they may qualify for our domestic underwriting.



I WANT TO SELL THROUGH THE ALLIANZ HNWFN PROGRAM. WHAT STEPS MUST I TAKE?

Refer to the HNWFN Program getting approved to sell checklist (M-7318).

Selling and soliciting to high net worth foreign nationals

SALES AND SOLICITATION

All solicitation and sales of Allianz products must take place in the U.S. and comply with all applicable local laws and regulations.

When dealing with a proposed owner or proposed insured, it's important to know which activities are permitted in their country of legal citizenship, residence, or regional jurisdiction. Do not engage in activities expressly prohibited by, or beyond the scope of, these requirements.

Keep in mind, each sovereign country has the right to enact laws governing the sale of life insurance; these laws may apply beyond the country or jurisdiction. We recommend you consult with an independent attorney for advice.

Sales and Solicitation requirements



The Allianz HNWFN program is limited to solicitation and sales in the U.S. only. On your behalf and on behalf of Allianz, you may only engage in sales activities in U.S. jurisdictions where Allianz products are approved for sale, and where you are appropriately licensed and appointed.



You may not deliver or provide an individual with Allianz written materials or references outside of U.S. jurisdiction. This includes:

- Any non-U.S. country or jurisdiction that requires licensing or admittance from Allianz
- U.S. consulates and embassies
- "In transit" locations such as an aircraft or watercraft
- U.S. territories or protectorates where Allianz does not have products for sale



In any non-U.S. country or jurisdiction: You may not discuss Allianz, its subsidiaries, its parent company Allianz SE and its subsidiaries, or any Allianz product. You may, however, discuss the general need for life insurance without discussing specific products.



In any non-U.S. country or jurisdiction: You may not solicit, discuss, or mention any specific life insurance product with foreign nationals or any non-U.S. citizen. You may not conduct business with a third-party marketing organization with respect to Allianz products. This includes any material which seeks to attract local life insurance producers as well as:

- Seminars
- Mailings
- Unsolicited emails
- Social media
- Spoken word
- Letters
- Distribution announcements



Referrals requirements



An entity or individual who is a licensed life insurance producer may refer you to a prospective owner or prospective insured who is located in a non-U.S. country or jurisdiction. The life insurance producer cannot solicit or sell on behalf of yourself or Allianz Life®. If the referral was made within the U.S. and the producer is physically located within the U.S., you may compensate them for the referral.



In any non-U.S. country or jurisdiction: If a client refers you to a non-U.S. citizen who purchases an Allianz product, you cannot compensate them on your behalf or on behalf of Allianz, its subsidiaries, or its parent company Allianz SE and its subsidiaries.



In non-U.S. countries or jurisdictions under the purview of U.S. or non-U.S. advertising and marketing collateral rules and regulation: You may not conduct business with a third-party marketing organization with respect to Allianz products. This includes any material which seeks to attract local life insurance producers as well as:

- Seminars
- Mailings
- Letters
- Spoken word
- Distribution announcements
- Unsolicited emails
- Social media

Program details



HOW DOES A PROPOSED OWNER AND A PROPOSED INSURED (IF DIFFERENT) QUALIFY FOR THE PROGRAM?

- Global assets: \$2,000,000 +
- Annual earned global income: \$100,000 +
- Has a U.S. checking account (that has been open for at least six months) from which to pay premium
 - If the proposed owner's account does not show sufficient funds for the first premium, Allianz will request a written explanation of source of funds.
- Holds a valid U.S. Visa or conditional Green Card
- Provides a valid, physical U.S. mailing address
 - The proposed owner may not use your address or the address of anyone associated with the sale or solicitation of their policy.
- Demonstrates a purpose for their presence in the U.S. other than to obtain life insurance
- Has visited the U.S. prior to seeking life insurance
- Has substantial nexus to the U.S.



WHAT CONSTITUTES "SUBSTANTIAL U.S. NEXUS" FOR A PROPOSED OWNER AND PROPOSED INSURED (IF DIFFERENT)?

Due to the complexity of individual circumstances, the following are not meant to be all-inclusive. Allianz Life Underwriting, Legal, and Compliance may decide on a case-by-case basis if a substantial U.S. nexus has been established.

- Conditional Green Card or EB-5
- Owns real estate in the U.S.
- Maintains an investment interest in the U.S.
- Employed primarily in the U.S. or works for a U.S. company
- Owns a business in the U.S.
- Owns an established foreign company that has actively engaged in transactional business in the U.S. for at least 12 months

None of the following, by themselves, will constitute a substantial U.S. nexus.

- Close family members residing in the U.S.
- Regular visits to the U.S. for business or personal reasons
- Have a U.S.-based Trust or LLC

Note: The solicitation, sales, signing, and delivery of the policy must be in the state in which the policy owner has a nexus.



WHAT ARE THE UNDERWRITING GUIDELINES?

- Proposed insured is between the ages of 18 and 70 years old (Juvenile coverage is not available)
- Minimum death benefit: \$1,000,000
- Medical risks through Table 4
- Proposed insured's global earned income and U.S. assets determine their financial underwriting
- Proposed insured completes paramedical examinations and lab requirements in the U.S. by an Allianz-approved vendor

Acceptable Visas: (B-1), (B-2), (E-1), (H-1B), (H-4), (K-1), (K-3), (L-1A), (L-1B), (L-2), (O-1), (O-3), (P), (V-1), (TN), (TD), (WB) and (WT) Visa Waiver Program (VWP), and Border Crossing Card Program (BCC). Any other type of non-immigrant Visa will be reviewed on an individual basis. Only Visas granted prior to application will be accepted.

For financial professional use only – not for use with the public.

- A certified translation company or a translator previously approved by Underwriting translates all underwriting requirements into English before the proposed owner submits the application to Allianz. For each translated document, the proposed owner must submit a translator statement of accuracy with reference to unique identifiers on the original document. The proposed owner or producer is responsible for all translation costs.

– *If the proposed owner and proposed insured (if different) needs any materials translated or the meeting interpreted, they must submit this form with their application. You or those who benefit from the sale of the policy may not translate the materials or interpret any meetings.*

– *Allianz approves Language Line Solutions as a resource for translation services at 800.752.6096 or www.languageline.com.*

- Flat extras for foreign residency or travel based on state law may be available
- Only residents of an "A jurisdiction" may travel by private aviation

| Country Code | A | B |
|----------------------|--------------|--------------|
| Best Class Available | Preferred | Standard |
| Auto Bind Limit | \$10,000,000 | \$10,000,000 |
| Jumbo Limit | \$35,000,000 | \$35,000,000 |

- Proposed owner and proposed insured (if different) is not a head of state or government or a senior politician; does not hold a senior government position; is not a judicial or military official; is not a senior executive in state-owned corporations; is not an official, family member, or close associate of a political party; is not a Politically Exposed Person (PEP) or a Relative or Close Associate (RCA).
- Proposed owner and proposed insured (if different) is not of foreign missionary; police; domestic or foreign military; is not security personnel or a bodyguard deployed overseas or in a combat zone; is not a professional athlete, journalist, public figure, celebrity, or an arms dealer.
- Proposed owner and proposed insured (if different) is not listed on any Sanctions List or Restricted List, including but not limited to Office of Foreign Assets Control (OFAC), The Financial Crimes Enforcement Network (FinCEN), European Union (EU), etc.

Countries of citizenship and residency

| | | | |
|---|--|--------------------------------|-----------------------------------|
| B Albania | A Curacao | A Mauritius | B Saudi Arabia |
| B Algeria | A Dominica | B Mexico | A Serbia |
| A Andorra | B Dominican Republic | B Moldova | B Seychelles |
| A Antigua and Barbuda | B Ecuador | A Monaco | A Singapore ¹ |
| B Armenia ¹ | B Federated State of Micronesia | B Mongolia | A Sint Maarten |
| A Aruba | B Fiji | A Montenegro | A South Korea ¹ |
| A Australia | A French Polynesia | B Morocco | B Sri Lanka |
| B Azerbaijan ¹ | B Georgia | A North Macedonia | B Suriname |
| A Bahrain | A Grenada | A New Zealand | A Taiwan |
| A Barbados | A Hong Kong | A Oman | B Tonga |
| B Bhutan | A Israel ¹ | A Palau | B Trinidad and Tobago |
| A Bosnia and Herzegovina | B Jamaica | B Paraguay | B Tunisia |
| A Brunei | A Japan ¹ | B Peru | A Turks/Caicos (GBR) |
| B Cabo Verde (aka Cape Verde) | A Kosovo | A Qatar | B Uzbekistan |
| A Canada ² | A Kuwait | A Saint Kitts and Nevis | B Vietnam |
| A Chile | A Malaysia | A Saint Lucia | |
| B China ³ | B Maldives | B Samoa | |
| | A Marshall Islands | A San Marino | |

A Eligible up to and including Preferred underwriting.

B Eligible up to and including Standard underwriting.

¹ With restrictions.

² All provinces except Alberta, British Columbia, and Manitoba.

³ Cities over 1 million in population. May be considered up to Preferred underwriting.

Program details (continued)



WHAT PRODUCTS ARE AVAILABLE THROUGH THE PROGRAM?

- Fixed index universal life insurance (Single life only)
- No Temporary Insurance Agreement
- Available riders:
 - Premium Deposit Fund Rider
 - Loan Protection Rider
 - Enhanced Liquidity Rider
 - Supplemental Term Rider
 - Waiver of New Charges Benefit



WHO CAN OWN A POLICY?

The proposed insured may own their own policy, subject to any specific requirements by their country of legal citizenship, residence, or jurisdictional region. Other permissible policy owners include:

- An immediate family member who permanently resides in the U.S. with a substantial U.S. nexus
- A U.S. corporation, partnership, or limited liability company, provided the entity has a valid U.S. TIN and is the beneficiary of the policy
- A U.S. citizen with insurable interest in the proposed insured
- A revocable or irrevocable U.S. trust with a valid TIN, provided the trust is the beneficiary

In all cases where the policy is owned by someone other than the insured, the insurable interest requirements in the state of solicitation, application, and delivery apply. Please consult with your Life New Business Representative prior to submitting the application. For a revocable trust, the grantor must provide his or her SSN. If the trust does not have a TIN, the insured must provide a valid TIN. In the case of a corporate, bank, or institutional trustee, a TIN must be provided for the trustee.



CAN THE PROPOSED OWNER UTILIZE A LIMITED POWER OF ATTORNEY?

The proposed owner may designate an attorney-in-fact to sign the Policy Delivery Receipt and any delivery requirements. The attorney-in-fact may also receive post-issue communications regarding the policy. As an option, they may also inquire and receive policy information from Allianz with a Limited Power of Attorney (LPOA).

The attorney-in-fact:

- Must reside within the U.S.
- Must be a legally competent adult
- Is responsible for knowing and complying with applicable state laws
- Can include a relative of the proposed owner, an attorney, CPA, banker, or other professional who provides services to the proposed owner
- Cannot be a producer benefiting from the sale or a producer connected to and earning commission on the sale

The Allianz LPOA form is limited to participating states. If the Allianz LPOA form is not available in the proposed owner's state, their hired attorney must draft the LPOA form in compliance with state-specific laws and submit it with the proposed owner's application.

Contact your Life New Business Representative for assistance and additional information if the proposed owner is using an LPOA.



HOW DOES THE PROPOSED OWNER PAY PREMIUM?

The proposed owner must pay all premium via domestic wire, personal check, or electronic draft from a U.S. bank account they own. Allianz does not accept foreign wires, cash, or cash equivalents.



PAPERWORK CHECKLIST

Refer to the HNWFN program submitting a case checklist (form M-7317).



WHO IS ELIGIBLE TO INTERPRET AN APPLICATION AND/OR POLICY DOCUMENTATION FOR A PROPOSED OWNER?

If at least 18 years old, an interpreter can be:

- The proposed owner or proposed insured's family member
- A third-party financial professional who speaks the proposed owner or proposed insured's native language but is not selling to them
- An independent professional interpreter the client hires

The interpreter may not receive any financial compensation from the sale of the life insurance policy. The following individuals are not eligible to interpret or translate any written documents:

- The producer
- The producer's direct relative

Note: If a policy owner does not speak English and requires an interpreter, each interpreter must complete and include the Certificate of Foreign Language Interpretation form, submitted with the application.



WHAT ELSE CAN THE PROPOSED OWNER AND PROPOSED INSURED (IF DIFFERENT) EXPECT FOR UNDERWRITING AND COMPLIANCE?

On a case-by-case basis, Allianz may request a comprehensive foreign background check. For more details, consult the Allianz HNWFN Underwriting Requirement Guide. Additional requirements for the proposed owner and proposed insured (if different) may include:

- Request for required information (if not provided)
- For face amounts over \$5,000,000, Allianz requires the proposed insured to participate in a phone interview and provide third-party financials. An Allianz vendor will call the proposed insured to verify their application information and ask additional questions. This phone call can take place within or outside the U.S., depending on the proposed insured's location.
- Comprehensive Anti-Money Laundering (AML) review with their application

To expedite AML review, confirm your proposed owner's application includes the following information:

- Foreign Government ID number
If this information is absent, it will delay our decision for the application.
- Western name, if used
- Spouse's name, if using jointly held assets to justify the death benefit or if the couple shares a joint bank account

- Name and, if possible, the locations or Tax IDs of entities the proposed owner owns (25% or higher share)
- Proposed owner and proposed insured's connection to the U.S.
- Addresses: attorney-in-fact, home, property, relatives, etc.
- Copies of current and six-month full bank statements including all transaction activities. If the proposed owner's bank account does not contain enough balance to pay the initial premium, provide specific arrangements for obtaining from an alternative source. Location of the funds ("wired from another bank account," for example) is not an acceptable clarification.
- All copies must be color copies or PDFs. No pictures will be accepted.
- Source(s) of wealth
- Foreign employer name (if applicable)

While it may add time to the application process, Allianz can process the application faster when you provide the additional information above.



ONCE ALLIANZ APPROVES THE APPLICATION, WHAT STEPS MUST WE TAKE TO GET THE POLICY IN FORCE?

- You deliver the policy in the state which the application was solicited and signed.
- The proposed owner or attorney-in-fact signs the delivery receipt in the state in which the application was solicited and signed.
- The proposed owner sends premium payment from a U.S. bank account they own to Allianz via domestic wire, personal check, or electronic draft.

Audit program

In compliance with the stated guidelines, all HNWFN life insurance sales are subject to specific auditing and analysis based on the risks Allianz determines through underwriting.

In these audits, Allianz may review all aspects of the producer participating in the foreign national program, including a producer's qualifications and certifications, their sales activities, applications, questionnaires, policy delivery, policy administration, and compliance with the HNWFN program guidelines.

Policy administration

For all policies issued through the HNWFN program, policy owners must pay all initial and subsequent premium payments to Allianz in U.S. currency through a U.S. bank.

For all initial and subsequent correspondence and policy administration, the policy owner must communicate from a U.S. address.



Call the Life Case Design Team at 800.950.7372 for additional information about our High Net Worth Foreign National Program.

TRUE TO OUR PROMISES ... SO YOU CAN BE TRUE TO YOURS.®

A leading provider of annuities and life insurance, Allianz Life Insurance Company of North America (Allianz) bases each decision on a philosophy of being true: **True to our strength** as an important part of a leading global financial organization. **True to our passion** for making wise investment decisions. And **true to the people we serve**, each and every day.

Through a line of innovative products and a network of trusted financial professionals, and with over 3.7 million contracts issued, Allianz helps people as they seek to achieve their financial and retirement goals. Founded in 1896, Allianz is proud to play a vital role in the success of our global parent, Allianz SE, one of the world's largest financial services companies.

While we are proud of our financial strength, we are made of much more than our balance sheet. By being true to our commitments and keeping our promises, we believe we make a real difference for our clients. It's why so many people rely on Allianz today and count on us for tomorrow – when they need us most.

Guarantees are backed solely by the financial strength and claims-paying ability of Allianz Life Insurance Company of North America.

Product and feature availability may vary by state and broker/dealer.

For financial professional use only – not for use with the public.

www.allianzlife.com

Products are issued by:

Allianz Life Insurance Company
of North America
5701 Golden Hills Drive
Minneapolis, MN 55416-1297
800.950.1962

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