

Producer Checklist – Non-U.S. Resident Foreign Nationals

Mail or fax completed form to:

Accordia Life and Annuity Company

P.O. Box 305030, Nashville, TN 37230-5030, Fax: (800) 262-6976

Contact us: Customer Contact Center – Tel: (877) 462-8992

Accordia Life and Annuity Company

215 10th Street, Suite 1100, DesMoines, IA 50309

ELIGIBILITY

Determine if the insured and applicant-policy owner meet the following basic parameters, along with a sufficient connection to the United States:

Basic Parameters

- Age 18 to 75
- Earns at least \$100,000 annually and has a net worth of \$2,000,000 or more (both U.S. dollars)

Note: Individual consideration can be given to income and net worth

- Occupation is technical, professional or executive, and is not an excluded occupation under Accordia Life's guidelines (examples of excluded occupations include: political figure, government official, military, police, missionary, journalist, aid workers, arms dealer, trade union official)
- Seeking policy with face amount of \$500,000 or higher
- Understands English
- Resident of country acceptable to Accordia Life

Connection to the U.S.

- U.S. mailing address (Accordia Life will send billing and other policy correspondence to a U.S. address only.
The U.S. address cannot be the address of the producer or a Post Office Box.)
- U.S. bank account (Accordia Life requires premiums paid from a U.S. bank account)
- Physically present in the U.S. for at least 15 days in the preceding 12 months and meets one or more of the following:
 - Existing substantial business or vocational connection with the U.S. (e.g. total or partial business ownership or employment in the U.S.)
 - Close familial relationship with a current legal resident of the U.S.
 - Ownership of real property, residence or other significant U.S. property
 - Valid student visa
 - U.S. bank or brokerage account for prior 6 months with minimum balance of \$100,000

SUBMISSION OF APPLICATION

With the application (completed in the U.S. and in a state where Accordia Life is admitted, the agent is licensed and the product is approved), please confirm that the following are included:

- Completed Foreign Travel and Residence Questionnaire
- Completed Foreign National Customer/Producer Certification
- Photo ID (e.g. passport, license, visa)
- Cover letter with the following information:
 - Purpose for the insurance and justification for proposed face amount
 - Why policy is being purchased from a U.S. insurer
 - Details of residences and travel outside country of residence
 - Source of initial insurance premium and plan for ongoing premiums
 - Amount of time insured and applicant-policy owner spent in the U.S. in the last 12 months
 - Any relevant background information regarding the proposed insured and applicant-policy owner
- Completed W-8BEN form (if the owner does not have a SSN or TIN)
- If applicable, include copies of relevant legal documents (e.g. student visa)

Underwriting Requirements

The following are required for foreign nationals (in addition to any standard requirements) during the underwriting process:

- Applicable medical requirements (e.g. examination, labs, ekg) performed in the U.S.
- MVR (if proposed insured has a U.S. driver's license)
- Requirements from foreign country (e.g. medical records) translated into English at applicant's expense (reimbursement for translation up to a maximum amount may be available)