

LIFE INSURANCE

Underwriting guidelines for fully underwritten life insurance products

- Your client must complete a personal history interview (PHI). Please help prepare them for this interview by giving them “Underwriting made easy,” found in the worksheet packet.
- The home office is able to schedule your exam and lab requirements. Just check “Home Office” under Section 6 of the Producer Report.
- Additional requirements may be ordered at an underwriter’s discretion.
- See our Financial Underwriting Guidelines (M-3562).

For accelerated underwriting details, see the eligibility criteria on page 6.

Also see “Accelerated underwriting program” (M-5981) for more details.

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

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

Products are issued by Allianz Life Insurance Company of North America, 5701 Golden Hills Drive, Minneapolis, MN 55416-1297. 800.950.1962. www.allianzlife.com

This content does not apply in the state of New York.

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Underwriting requirements

Age:	0-17	18-39	40-59	60-64	65-69	70-80 ¹
\$100,000-\$250,000	ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/FINC/ILLHLD	PMI/HOS/BLDPF/SRASMT/APS/FINC/ILLHLD
\$250,001-\$500,000	ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/FINC/ILLHLD	PMI/HOS/BLDPF/SRASMT/APS/FINC/ILLHLD
\$500,001-\$999,999	ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/EKG/FINC/ILLHLD	PMI/HOS/BLDPF/EKG/SRASMT/APS/FINC/ILLHLD
\$1,000,000-\$3,000,000	APS/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/ILLHLD	PMI/HOS/BLDPF/EKG/FINC/ILLHLD	PMI/HOS/BLDPF/EKG/SRASMT/APS/FINC/ILLHLD
\$3,000,001-\$5,000,000	FINC/APS/ILLHLD	PMI/HOS/BLDPF/FINC/ILLHLD	PMI/HOS/BLDPF/FINC/ILLHLD	PMI/HOS/BLDPF/FINC/APS/ILLHLD	PMI/HOS/BLDPF/EKG/APS/FINC/ILLHLD	PMI/HOS/BLDPF/EKG/SRASMT/APS/FINC/ILLHLD
\$5,000,001-\$10,000,000	FINC/APS/ILLHLD	PMI/HOS/BLDPF/FINC/APS/EKG/ILLHLD	PMI/HOS/BLDPF/EKG/APS/FINC/ILLHLD	PMI/HOS/BLDPF/EKG/APS/FINC/ILLHLD	PMI/HOS/BLDPF/EKG/APS/FINC/ILLHLD/THDFIN	PMI/HOS/BLDPF/EKG/SRASMT/APS/FINC/ILLHLD/THDFIN
\$10,000,001 and up	FINC/APS/THDFIN/ILLHLD	PMI/HOS/BLDPF/EKG/APS/FINC/THDFIN/ILLHLD	PMI/HOS/BLDPF/EKG/APS/FINC/THDFIN/ILLHLD	PMI/HOS/BLDPF/EKG/APS/FINC/THDFIN/ILLHLD	PMI/HOS/BLDPF/EKG/APS/FINC/ILLHLD/THDFIN	PMI/HOS/BLDPF/EKG/SRASMT/APS/FINC/ILLHLD/THDFIN

Key to underwriting requirements

APS:	Attending Physician's Statement from your client's doctor. Provide personal physician's name, address, and phone number. (We will secure these records at the home office.)	MVR:	Motor Vehicle Record from your state's Department of Motor Vehicles. (We will secure these records at the home office.)
BLDPF:	Complete blood profile – venous draw	PHI:	Personal history interview (PHI) conducted over the phone (tele-PHI) or online (ePHI). (Your client will be contacted after completing the worksheet.)
EIR:	Electronic Inspection Report	PMI:	Physical measurements
EKG:	Electrocardiogram	SRASMT:	Senior assessment including Get Up and Go, DWR, and Clock Drawing
FINC:	Financial statement (form NB2012)	THDFIN:	Third-party verification of financials. (Refer to Financial UW Guidelines M-3562.)
HOS:	Home office urine specimen	RCS:	Risk Classifier Score
ILLHLD:	Illustration required for underwriting		
LABPIQ:	Lab database search on the proposed insured		
MEDCLM/RX:	A database search for both standard medical billing codes and prescriptions		

In addition to the above requirements, note the following additional requirements:

- EIR: \$3M and above on ages 18-64 or starting at \$1M and above on ages 65 and above.
- EXAM: Paramed exam is required if the ePHI or tele-PHI are not selected (2A and 2B).
- ILLHLD: To expedite the underwriting process, we require sales illustrations be included with each new application submission. These are required for all ages and death benefit amounts. When the sole purpose of insurance is retirement planning, the illustration must include future distributions.
- LABPIQ ages 25-60 face amounts \$100,000-\$5,000,000
- MEDCLM/RX will be requested on all applicants.
- MVR will be ordered on all applicants ages 16 and above.
- Risk Classifier will be requested on all applicants ages 22-60.
- Juvenile rates are issued for ages 0-17. | Tobacco rates are issued for ages 18-75. | Nontobacco rates are issued for ages 18-80.
- If owner is a trust, a trust certification form (NB2290) is required. A complete copy of the signed and dated trust is required if applicant is 65 and above or the face amount is \$1,000,000 and above.
- If owner is a corporation/business, please see Information for employers regarding employer-owned life insurance (NB6016) and Notice and Consent form for employer-owned life insurance (NB6017).
- All applicants with a permanent residency card, green card, or visa will need to submit a copy of their card or documentation for review.

NOTE: Any applicant age 70 and above who has not had a routine visit within 6 months of the application will not be considered for coverage.

¹Maximum rating available ages >75 is Table 6. Above this threshold, facultative reinsurance may be available.

Unisex build chart

Height	Minimum weight Preferred rates	Preferred Plus Nontobacco	Preferred Nontobacco	Standard Nontobacco	Preferred Tobacco	Standard Tobacco
4'8"	79	125	140	178	135	178
4'9"	81	131	145	184	140	184
4'10"	84	136	151	191	145	191
4'11"	87	141	157	198	150	198
5'0"	90	146	163	204	156	204
5'1"	93	151	169	211	164	211
5'2"	96	157	175	218	167	218
5'3"	99	162	181	225	172	225
5'4"	102	167	187	233	177	233
5'5"	106	172	193	240	182	240
5'6"	109	177	199	247	187	247
5'7"	112	182	205	255	192	255
5'8"	116	186	211	263	196	263
5'9"	119	192	217	270	202	270
5'10"	122	196	223	278	206	278
5'11"	126	202	229	286	212	286
6'0"	130	207	235	294	217	294
6'1"	133	212	241	303	222	303
6'2"	137	217	247	311	227	311
6'3"	141	222	253	320	232	320
6'4"	144	228	259	328	238	328
6'5"	148	233	265	337	243	337
6'6"	152	238	271	346	248	346
6'7"	156	244	277	355	254	355
6'8"	160	250	283	364	260	364

Table ratings for build

Height	Table 3 – 175%	Table 4 – 200%	Table 5 – 225%	Table 6 – 250%	Table 7 – 275%	Table 8 – 300%	Table 10 – 350%	Table 12 – 400%	Individual consideration build
4'8"	179-185	186-189	190-194	195-198	199-202	203-207	208-211	212-216	>216
4'9"	185-191	192-196	197-201	202-205	206-210	211-214	215-219	220-224	>224
4'10"	192-198	199-203	204-208	209-212	213-217	218-222	223-227	228-232	>232
4'11"	199-205	206-210	211-215	216-220	221-225	226-230	231-235	236-240	>240
5'0"	205-212	213-217	218-222	223-227	228-232	233-238	239-243	244-248	>248
5'1"	212-219	220-224	225-230	231-235	236-240	241-246	247-251	252-256	>256
5'2"	219-226	227-232	233-237	238-243	244-248	249-254	255-259	260-265	>265
5'3"	226-234	235-239	240-245	246-251	252-256	257-262	263-268	269-273	>273
5'4"	234-241	242-247	248-253	254-259	260-265	266-270	271-275	277-282	>282
5'5"	241-249	250-255	256-261	262-267	268-273	274-279	280-285	286-291	>291
5'6"	248-257	258-263	264-269	270-275	276-281	282-288	289-294	295-300	>300
5'7"	256-264	265-271	272-277	278-284	285-290	291-296	297-303	304-309	>309
5'8"	264-272	273-279	280-286	287-292	293-299	300-305	306-312	313-318	>318
5'9"	271-281	282-287	288-294	295-301	302-308	309-314	315-321	322-328	>328
5'10"	279-289	290-296	297-303	304-310	311-317	318-324	325-331	332-338	>338
5'11"	287-297	298-304	305-311	312-319	320-326	327-333	334-340	341-347	>347
6'0"	295-305	306-313	314-320	321-328	329-335	336-342	343-350	351-357	>357
6'1"	304-314	315-322	323-329	330-337	338-344	345-352	353-360	361-367	>367
6'2"	312-323	324-331	332-338	339-346	347-354	355-362	363-369	370-377	>377
6'3"	321-332	333-340	341-348	349-356	357-363	365-372	373-380	381-388	>388
6'4"	329-340	341-349	350-357	358-365	366-373	374-382	383-390	391-398	>398
6'5"	338-349	350-358	359-366	367-375	376-383	384-392	393-400	401-408	>408
6'6"	347-359	360-367	368-376	377-385	386-393	394-402	403-411	412-419	>419
6'7"	356-368	369-377	378-386	387-395	396-403	404-412	413-421	422-430	>430
6'8"	365-377	378-386	387-395	396-405	406-414	415-423	424-432	433-441	>441

Issue Ages	Preferred Plus Nontobacco	Preferred Nontobacco	Standard Nontobacco	Preferred Tobacco	Standard Tobacco
	18-80	18-80	18-80	18-75	18-75
Tobacco	None in past three years	None in past two years	None in past year	Tobacco use okay	Tobacco use okay
Blood pressure	Treatment okay Ages <45 ≤135/80 or ≤140/75 Ages 45-64 ≤140/85 or ≤145/80 Ages 65+ ≤145/90 or ≤150/85	Treatment okay Ages <45 ≤140/90 Ages 45-64 ≤145/90 Ages 65+ ≤150/90	Treatment okay Normal guidelines (up to Table 2)	Treatment okay Ages <45 ≤140/90 or ≤145/85 Ages 45-64 ≤145/92 or ≤150/85 Ages 65+ ≤150/92 or ≤155/85	Treatment okay Normal guidelines (up to Table 2)
Build	See chart	See chart	See chart	See chart	See chart
Cholesterol	Treatment okay Ages ≤40 ≤200 Ages 41-61 ≥130 and ≤220 Ages 62+ ≥130 and ≤235	Treatment okay Ages <62 ≤260 Ages 62+ ≥130 and ≤270	Treatment okay Normal guidelines (up to Table 2)	Treatment okay Ages <62 ≤230 Ages 62+ ≥130 and ≤245	Treatment okay Normal guidelines (up to Table 2)
CHOL/HDL	≤5.0	≤7.0	Normal guidelines (up to Table 2)	≤6.5	Normal guidelines (up to Table 2)
Medical history	No history of heart or vascular disease, cancer (except certain skin cancers), diabetes, and no ratable conditions	No history of heart or vascular disease and no ratable conditions	Normal guidelines (up to Table 2)	No history of heart or vascular disease, diabetes, or cancer in past 15 years (except certain skin cancers), then only a single cancer with no history of radiation treatment. No ratable conditions.	Normal guidelines (up to Table 2)
Family history^{1,2}	No death prior to age 60 from heart disease or familial cancer in parents or siblings ²	No more than one death prior to age 60 from heart disease or familial cancer in parents or siblings ²	Normal guidelines	No death prior to age 60 from heart disease or familial cancer in parents or siblings ²	Normal guidelines
Alcohol/drugs	No history of alcohol or substance abuse in past 10 years	No history of alcohol or substance abuse in last five years	Normal guidelines (up to Table 2)	No history of alcohol or substance abuse in past seven years	Normal guidelines (up to Table 2)
Driving history	No DUI in last seven years, no history of multiple DUIs in last 10 years, no more than one violation in last three years	No DUI in last two years, no more than two violations in last two years. Flat extra available.	Normal guidelines Flat extra available	No DUI in last three years, no more than two violations in last three years	Normal guidelines Flat extra available
Residency	Must be U.S. resident for one year with green card or minimum of three years with visa	Normal guidelines Flat extra available	Normal guidelines Flat extra available	Must be U.S. resident for one year with green card or minimum of three years with visa	Normal guidelines Flat extra available
Private aviation	Private pilot with IFR minimum 400 hours experience and <250 hours annually, if other requires exclusion rider	Normal guidelines Flat extra available	Normal guidelines Flat extra available	Private aviation No rating	Normal guidelines Flat extra available
Avocation	Nonrated avocations only	Normal guidelines Flat extra available	Normal guidelines Flat extra available	Nonrated avocations only	Normal guidelines Flat extra available

¹This criteria does not apply if proposed insured is age 70 or above.

²Examples of familial cancer include colon, ovarian, melanoma, breast, and prostate.

NOTE: If flat extra is required, best risk classification would be Preferred Nontobacco/Standard Tobacco.

Tobacco is defined as any use of tobacco, such as cigarettes, cigars, chewing tobacco, snuff, pipe smoking, nicotine patch, nicotine gum, betel nuts, or other products containing nicotine or nicotine byproducts.

Final classification will be determined by underwriting.

Allianz Life Insurance Company of North America (Allianz) underwriting retention limits

Jumbo limit

\$65 million

Autobind limits (Nonrated through Table 4)

\$50 million for ages 0 to 70

\$28 million for ages 71 to 75

\$21 million for ages 76 to 80

Internal retention limit (Nonrated through Table 4)

\$5 million for ages 0 to 70

\$4 million for ages 71 to 75

\$3 million for ages 76 to 80

Please call our life underwriters if your case doesn't fall into any of the above categories or if the applicant is a professional athlete, works in the entertainment industry, or participates in private aviation. Our underwriters take your life business very personally. They answer your phone calls personally, too.

- **Call the Life Insurance Case Design Team at 800.950.7372** (option 1, followed by option 2).
- Indicate that you are calling for an underwriting prequalification.
- The Case Design Team member will conference you in with a life underwriter – LIVE – who will assist you in prequalifying your client.
- Life Underwriting Department hours are 8 a.m. - 5 p.m. Central time, Monday through Friday.

Approved paramedical facilities

Allianz will make arrangements for your paramedical requirements. Otherwise, Allianz has agreements with the paramedical facilities listed below. They have Allianz forms and use highly trained examiners to maintain quality service and help control underwriting expenses.

Our preferred vendor is:

Portamedic (Hooper Holmes)/APPS
877.644.1264

Other approved vendors:

ExamOne
800.768.2061

Accelerated underwriting eligibility criteria:

- Product availability: single fixed index universal life insurance policies
- Issue ages: 18-60
- Standard Risk Class or better (death benefit amounts of \$3 million or less and includes existing coverage)

Boosted underwriting eligibility criteria:

- Product availability: single fixed index universal life insurance policies
- Issue ages: 18-60
- Standard Risk Class or better (death benefit amounts of \$3,000,001-\$5,000,000 and includes existing coverage)
- Must have a physical exam with labs within the last 12 months

Jumbo, autobind, and internal retention limits vary by age, rating class, and product and may be subject to additional large case review requirements. Please call the Life Case Design Team for details.

The Ultimate Amount is the death benefit used to determine both internal and reinsurance capacity. Autobind limits, Jumbo limits, and underwriting requirements will reflect this amount. The Ultimate Amount can be found in the QuickView of the illustration input screens, or in one of two locations within the illustration output: 1) as a footnote on the Policy Summary page, 2) within the Input Summary report.

Important notes and exceptions: All policies issued must comply with Internal Revenue Code Section 7702. All children age 15 or older applying for coverage as primary insured must sign the application. Parents must always sign for any minor children. Applicants must be United States citizens or show permanent residence in the United States.

LIFE INSURANCE

Financial and affordability underwriting guidelines

All cases are subject to an underwriter’s discretion and affordability review.

PERSONAL FINANCIAL STATEMENT (NB2012P) REQUIREMENTS

Ages 0-64 ¹	\$3,000,001 and greater
Ages 65 and up	All face amounts

THIRD-PARTY FINANCIAL VALIDATION REQUIREMENTS

Ages 0-64 ¹	\$10,000,001 and greater
Ages 65 and up	\$5,000,001 and greater

BUSINESS FINANCIAL STATEMENT (NB2012B) REQUIREMENTS

- Required for any type of business insurance at \$3,000,001 and greater.
- May be requested by underwriter for smaller face amounts.

Supporting documentation will differ depending on the asset and should be based on the primary source of the client's wealth. See chart below. This list is not all-inclusive, but does provide examples of the types of proofs that will be required.

Type of asset	Examples of supporting third-party documentation
Earned income	Copies of tax returns, W-2s, 1099s
Cash and CDs	Current bank/CD statements, tax returns
Equities (stocks and bonds, 401(k)s, IRAs, or other qualified monies)	Current brokerage/account statements, tax returns
Real estate – provide listing of properties held including addresses and percentage of ownership	Current property tax statements/assessments, appraisals, title to property for proof of ownership if not on property tax statement, tax returns
Rare/valuable collection(s)	Copy of insurance policy identifying the collection and covering same, or independent formal appraisal proving ownership and value
Business interests	Copies of tax returns along with audited corporate financials, e.g., balance sheet and income statements, 10-Ks, articles of organization/ incorporation proving ownership
Liquid assets	Cash, stocks, bonds, securities, life insurance cash value, 401(k), IRA or SEP, annuities

¹For ages 0-17, this requirement would be for the premium payor.

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

Affordability guidelines

All cases are reviewed for a needs-based selling approach, and premiums should be within our affordability guidelines. The company's premium affordability guidelines are intended to ensure that the premium payments are consistent with the client's financial circumstances, taking into account the client's income, net worth, and liquidity. For individuals with higher levels of income or net worth, a larger percentage is generally allowed to be used for life insurance premium than for those at the lower end of the income/net worth scale. As a general guideline, we use the following parameters:

For premium payments from income:	
Income	Maximum annual planned premium allowed
Up to \$499,999	20% of earned annual income
\$500,000+	30% of earned annual income

This will be allowed on an annual basis. For example, a client with an annual earned income of \$100,000 will qualify for an ANNUAL \$20,000 premium. This can be combined with the funds allowed from liquid assets.

For premium payments from liquid assets:	
Age	Percentage of liquid assets allowed for total planned premium
Under age 59½	40% of liquid assets, excluding qualified funds
59½ through 69	30% of liquid assets. Qualified funds allowed.
70+	20% of liquid assets. Qualified funds allowed.

Qualified monies are excluded from liquid assets due to the 10% early withdrawal penalty that generally applies. This will be allowed as a cumulative premium funding. For example, a client who is 55 years old with a liquid nonqualified net worth (no qualified funds allowed at this age) of \$1,000,000 is allowed to fund by using up to \$400,000 of liquid assets as cumulative premium over the life of the contract.

Example: 65-year-old with an annual earned income of \$200,000 and liquid net worth of \$5,000,000 (qualified funds are acceptable at this age) who wishes to fund as a 10 annual pay.

They can fund the policy with an annual premium of \$190,000.

$\$200,000 \times 20\% = \$40,000$ (this is OK annually)

$\$5,000,000 \times 30\% = \$1,500,000$ (this is OK cumulative): $\$1,500,000 / 10$ years = \$150,000 per year

$\$40,000$ (from income) + $\$150,000$ (from liquid net worth) = $\$190,000$ (the acceptable annual premium)

Underwriting best practices

To expedite the underwriting process, we require sales illustrations to be included with each new application submission. These are required for all ages and death benefit amounts. When the sole purpose of insurance is retirement planning, the illustration must include future distributions.

These premium percentages are guidelines, and there is some degree of interrelatedness between income and net worth. A detailed cover letter is always appreciated, and including one makes the underwriting process go smoother. Items that are helpful to include on a cover letter include the following:

- What was the need and purpose for the life insurance?
- How was face amount determined?

- What is the source of the premium and funding pattern? (An illustration can help here.)
- How is this sale in the client's best interest (i.e., how does it meet their financial objectives)?
- Is a third-party advisor other than yourself involved?
- Providing verification in the following instances may be prudent:
 - This sale has been discussed in detail with the client
 - The client supports this higher premium and desires to move forward with the purchase of this life insurance
 - The client acknowledges that they have sufficient resources available for their other expenses and/or emergencies in addition to the premium

Death benefit guidelines

Purpose	Amount guidelines	Additional information
Income replacement	<p>Age bracket:</p> <ul style="list-style-type: none"> • 18-35 • 36-60 • 61-65 • 66-70 • 71 and up <p>Earned income factor:</p> <ul style="list-style-type: none"> 40x Subtract current age from 70 for your multiplier, minimum of 12x 10x 5x Individual consideration 	<ul style="list-style-type: none"> • Average annual bonuses and average share of business dividends may be included in the income replacement multiplier. • Generally, passive income (such as pension dividends, interest royalties, lottery winnings, capital gains, and rental income) should not be considered in the multiplier. • They may, however, be considered with other assets to assess total needs.
Annual income multiplied by earned income factor = personal needs		
Estate preservation	<p>For estates valued at less than \$5 million</p> <ul style="list-style-type: none"> • For estates valued \$3 million up to \$5 million, allow 50% of the estate value as an acceptable face amount. • For estates with values less than or equal to \$3 million, allow 30% of the estate value as an acceptable face amount. <p>For estates valued at \$5 million or over</p> <ul style="list-style-type: none"> • Grow the current estate value at 6% using 75% of their life expectancy, rounding the year up, to a maximum of 25 years. • Multiply the result x 55% to arrive at an acceptable death benefit for estate planning purposes. 	<ul style="list-style-type: none"> • If owner is a trust, a Trust Certification form (NB2290) is required. • A copy of the signed, dated, and notarized trust agreement may be requested depending on individual circumstances. • Additional third-party requirements from trusts, such as supporting documentation for trust assets.
Secondary wage-earner/unemployed spouse	<p>Unemployed Spouse Coverage Including Section 162 Plans</p> <ul style="list-style-type: none"> • Policies with a death benefit of \$3 million and under we can allow equal amounts to the employee/working spouse. • Policies with a death benefit above \$3 million should be a 2 to 1 inforce ratio, meaning the employed spouse must have at least twice the coverage as the nonworking spouse. This is assuming that the estate need and other financial attributes cover the amount needed for the nonworking spouse. 	<ul style="list-style-type: none"> • The face amount on an unemployed/underemployed spouse should not exceed the amount of insurance on employed/primary wage-earning spouse. Group term insurance should not be included when considering inforce coverage on the working spouse. • If the primary wage-earner is uninsurable or highly ratable, it may be appropriate to allow more insurance on the unemployed/under-employed spouse. • A cover letter and executed Section 162 Agreement must be submitted on all 162 submissions. • An illustration showing distribution amounts is needed if "Retirement Planning" is noted as the Purpose of Insurance and on ALL Section 162 Bonus plan submissions.
Wealth transfer	<ul style="list-style-type: none"> • Allow a specific portion (based on affordability) of the client's assets to be repositioned to purchase life insurance at a minimum face/maximum accumulation. 	<ul style="list-style-type: none"> • Provide a cover letter outlining how the death benefit amount was determined, including details of how the income and/or assets will be used to fund the life insurance purchase. • Clearly explain any tax implications of implementing (or not implementing) this insurance recommendation.

Purpose	Amount guidelines	Additional guidelines
Charitable giving	<ul style="list-style-type: none"> Determine average annual charitable giving contribution over past 3 years. Multiply the average amount of giving by their income replacement factor. 	<ul style="list-style-type: none"> Must have an established pattern of giving; records of past contributions may be requested. Personal needs should be met by other assets. Provide a cover letter explaining the relationship between the applicant and the charity.
Juvenile coverage	<ul style="list-style-type: none"> Ages 0-17: allow up to half of the parent's combined death benefit up to \$1,000,000 on a child. For face amounts greater than \$1,000,000, both parents should be insured and the need for this coverage on their child(ren) should be explained in a detailed cover letter and based on household financials. Amounts may be limited based on state insurance legislation guidelines. Parents should typically have 2-4 times the amount of coverage of the juvenile 	<ul style="list-style-type: none"> Provide a cover letter outlining amount of coverage inforce or applied for on each parent, even when this coverage is being purchased by grandparents. Include amounts applied for and inforce on all siblings. All siblings should be insured for equitable amounts (defined as same or similar death benefits or same premium amount). Agent must see each child personally. Proposed insureds aged 15 and up need to sign the worksheet application. Parents or legal guardians need to sign the application for minor children. Secure the payor's income and net worth.
Creditor/personal	<ul style="list-style-type: none"> Up to 80% of the loan amount Minimum term should be five years. 	<ul style="list-style-type: none"> Loan documents may be required. Provide a cover letter with details as to the amount and terms of the loan. Is the loan pending or approved? May require third-party validation of business financials.
Retirement planning	<ul style="list-style-type: none"> Up to the personal needs multiplier or wealth transfer depending on the individual's circumstances. 	<ul style="list-style-type: none"> Total Death Benefit amount will be determined under our normal financial guidelines in determining death benefit To expedite the affordability review, we require an illustration when the client is 65 or older. When the sole purpose is retirement planning, this illustration must include distributions. Refer to Affordability Guidelines above.
Executive bonus or nonqualified deferred compensation (NQDC)	<ul style="list-style-type: none"> Based on personal needs. See personal needs multiplier. 	<ul style="list-style-type: none"> Secure the salary average (including bonus if paid annually) for the last two years. Requires a copy of the deferred compensation agreement or executive bonus plan.
Key person	<ul style="list-style-type: none"> Typically 5-10x income. Greater or smaller death benefit amounts may be warranted, based on the case details. 	<ul style="list-style-type: none"> A cover letter should accompany all cases, especially new corporations, highlighting the individual's talents, education, and experience. Identify what losses the company will experience without this key individual. Over age 65, death benefit will require individual consideration.

Purpose	Amount guidelines	Additional guidelines
Business continuation/ buy-sell	<ul style="list-style-type: none"> Death benefits should be calculated by percent of ownership multiplied by fair market value. 	<ul style="list-style-type: none"> May require third-party validation of business financials and, depending on payor, may require validation of personal earned income. List names of all owners and their positions in the company; for each, provide amount of insurance inforce (and applied for) with all insurance companies. May require a copy of the business's operating agreement or other supporting documentation.
Creditor/ business loan	<ul style="list-style-type: none"> Up to 80% of loan amount Minimum loan term should be five years. 	<ul style="list-style-type: none"> May require third-party validation of business financials. A copy of the loan agreement is required. Provide a cover letter with details as to the amount and terms of the loan.
Trust	<ul style="list-style-type: none"> Personal need guidelines apply. 	<ul style="list-style-type: none"> If owner is a trust, a Trust Certification form (NB2290) is required. A copy of the signed, dated, and notarized trust agreement may be requested depending on individual circumstances. Additional third-party requirements from trusts, such as supporting documentation for trust assets.



Some cases may fall outside of our guidelines and merit special consideration. If you have a case you would like to discuss, please call the **Life Case Design Team at 800.950.7372**.

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

This notice does not apply in the state of New York.

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

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Underwriting overview for foreign residents

Review the chart below. If the proposed insured’s situation does not align with the particulars as stated, please call Underwriting at 800.950.7372 so we can discuss the case together. Allianz may require more detailed financial information to gain a better understanding of the proposed insured’s financial resources.

Underwriting overview

	U.S. Permanent Resident	U.S. Citizen Living Abroad	High Net Worth Foreign National (HNWFN)
Definition	<p>The proposed insured is a U.S. Permanent Resident if they:</p> <ul style="list-style-type: none"> • Are a foreign national residing in the U.S. with an acceptable Visa type AND: • Intend to remain in the U.S. permanently • Meet one of the conditions below: <ul style="list-style-type: none"> – Five years continuous residence in the U.S. – Has multiple confirmations of permanence – e.g., is a home owner, is married to a U.S. citizen, is a long-term U.S. employee, etc. – Holds a Permanent Green Card (10 years or more) 	<ul style="list-style-type: none"> • A U.S. citizen who is not a full-time, permanent U.S. resident who maintains residence outside the U.S. • Permanent Green Card holder (10 years or more) 	<p>The proposed insured qualifies for the High Net Worth Foreign National Program if they:</p> <ul style="list-style-type: none"> • Do not meet the definition of a U.S. citizen or permanent resident • Hold a Conditional Green Card • Hold an EB-5 Visa
Acceptable Visa Types	E-1, E-2, H-1B, H-4, L-1A, L-1B, L-2, O-1, O-3 and P	<ul style="list-style-type: none"> • A U.S. citizen living abroad • Permanent Green Card (10 years or more) 	<p>Holds a Conditional Green Card, B-1, B-2, E-1, EB-5, 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)</p>



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Underwriting overview (continued)

	U.S. Permanent Resident	U.S. Citizen Living Abroad	High Net Worth Foreign National (HNWFN)
Country of Residence	United States	Living in an approved "A" or "B" HNWFN country	Living in an approved "A" or "B" HNWFN country
General Requirements	<ul style="list-style-type: none"> • Must show intent to reside in the U.S. permanently • No foreign ownership • Foreign beneficiary designations acceptable excluding residents of Office of Foreign Assets Control (OFAC)-sanctioned countries • Must pay premium in U.S. funds from U.S. bank 	<ul style="list-style-type: none"> • Must solicit application in the U.S. • Must fulfill all underwriting in the U.S. • Must deliver policy in the U.S. • Must pay premiums in U.S. funds through a U.S. bank • Must have permanent ties to the U.S. via home or other property • Must have a plan for returning to the U.S. within five years 	<ul style="list-style-type: none"> • Must qualify for the Allianz High Net Worth Foreign National Program • Must have a substantial connection to the U.S. • Must solicit application in the U.S. • Must complete all underwriting in the U.S. • Must deliver policy in the U.S. • Must pay premiums in U.S. funds from U.S. bank • Country of origin must be an approved "A" or "B" HNWFN country
Financials with U.S. assets	Normal financial guidelines	Normal financial guidelines	<ul style="list-style-type: none"> • Minimum U.S. assets: \$500,000 or more; or • Minimum global assets: \$2,000,000 or more and • Minimum annual earned global income: \$100,000 or more
Minimum Face Amount	\$250,000	\$250,000	\$1,000,000
Maximum Face Amount	N/A	N/A	\$10,000,000 Auto Bind Limit \$35,000,000 Jumbo Limit
Underwriting Classes Available	All underwriting classes available	All underwriting classes available	Preferred – Approved "A" countries Standard – Approved "B" countries
Identification Required	<ul style="list-style-type: none"> • Copy of Visa • Social Security number 	<ul style="list-style-type: none"> • Copy of Visa • Social Security number 	<ul style="list-style-type: none"> • Copy of passport • Copy of Foreign ID • Copy of Social Security card (if held) • Copy of U.S. driver's license (if held)
Nexus Requirements	N/A	U.S. citizens who have ties to the U.S. and a plan for returning to the U.S. within the next five years	The proposed owner and proposed insured must have a substantial connection to the U.S. See the Allianz High Net Worth Foreign National Producer Guide for examples of U.S. nexus

Underwriting overview (continued)

	U.S. Permanent Resident	U.S. Citizen Living Abroad	High Net Worth Foreign National (HNWFN)
Premium Financing	Available	Not available	Not available
Riders Available	All riders available	All riders available	<ul style="list-style-type: none"> • Premium Deposit Fund Rider • Loan Protection Rider • Enhanced Liquidity Rider • Supplemental Term Rider • Waiver of new charges benefit
Special Notes	<p>Missionaries, diplomats, politically exposed persons (PEP), geologists, archeologists, Peace Corp members, law enforcement, and journalists are not eligible.</p> <p>EACs, DACAs, asylum seekers, asylees, expired visa holders, refugees, and I-485s adjustment of status are not eligible.</p> <p>For questions related to specific foreign travel, please contact Underwriting at 800.950.7372.</p> <p>Generally, clients traveling to countries of violent criminal, terrorism, high HIV, political or economic instability, or risk of war are not eligible for the program.</p>		<p>See the Allianz High Net Worth Foreign National Producer Guide and Allianz High Net Worth Foreign National Underwriting Guide for full program guidelines and requirements.</p>



If the proposed insured's situation does not align with the particulars as stated, please call Underwriting at 800.950.7372 so we can discuss the case together.

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 Life®) 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 3.6 million contracts issued, Allianz Life helps

people as they seek to achieve their financial and retirement goals. Founded in 1896, Allianz Life 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 Life today and count on us for tomorrow – when they need us most.

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