

# PRODUCER CHECKLIST FOR

# HIGH NET WORTH NON-RESIDENT FOREIGN NATIONALS

## FINANCIAL

- \$1,000,000 minimum face amount<sup>1</sup>  Third Party Financials<sup>2,3</sup>
- Applicant's occupation is technical, professional, business owner or executive in nature.<sup>4</sup>

<sup>1</sup> A non-working spouse may be considered for less than the \$1,000,000 minimum, when applying concurrently with their working spouse or if there is in force coverage with Transamerica on the working spouse's life.

<sup>2</sup> Examples of acceptable third party sources are listed in the International Underwriting Helpful Hints document.

<sup>3</sup> The agent is responsible for having documents translated to English by a certified translation service.

<sup>4</sup> Occupations not eligible for coverage are listed in the international underwriting guide.

## MEDICAL

- Agent has reviewed the APS Guidelines in the UW Guide(s)<sup>1</sup>
- If required, medical records are translated to English by a certified translation service<sup>2</sup>

Qualifying medical risks are Table D or better. (Ages 18-75)

<sup>1</sup> APSs required based on age and face amounts are listed in the underwriting guide. Access to medical records required for preferred consideration ≥ age 40 for residents of "B" Countries.

<sup>2</sup> Agent is responsible for having the records translated.

## CONNECTION TO THE U.S.

- |   |  |
|---|--|
| <input type="checkbox"/> Regular travel to the US for business and/or pleasure. | <b>Ownership of a U.S.:</b>                      |
| <input type="checkbox"/> Real Estate  | <input type="checkbox"/> Legal entity (e.g. LLC) |
| <input type="checkbox"/> U.S. Liquid assets (Savings or investment account(s))  | <input type="checkbox"/> Trust                   |
| <input type="checkbox"/> U.S. Non-liquid assets (land, property, etc.)          | <input type="checkbox"/> Business                |
| <input type="checkbox"/> Employed by a U.S. company                             |  |
| <input type="checkbox"/> Immediate family residing in the U.S.                  |  |

## FOREIGN RESIDENCE AND TRAVEL

- Verify that Transamerica can consider coverage<sup>1</sup> based on foreign travel and residency.

### Application should include:

- Insured's foreign address as primary address
- U.S. mailing address as secondary address
- Complete travel and residency details
- U.S. Bank account for premiums

### Required forms and documents:

- Visa/passport<sup>2</sup>  Proof of entry to the U.S.<sup>2,3</sup>
- Producer Statement
- "Notice and Consent Form"<sup>4</sup>
- W8BEN IRS Form
- Third Party Financials

### Optional forms and documents:

- Limited Power of Attorney (notarized)
- Cover letter detailing U.S. ties<sup>5</sup>(Recommended)

### Important Information:

- All parts of the sale, must be completed in the U.S. (Policy delivery receipt is required)
- Conditional coverage is not available. (Do not collect money with the application)

<sup>1</sup> The Underwriting Risk Classes by Country Chart explains where Transamerica can cover non-resident risks

<sup>2</sup> All copies must be legible. Using the image upload tool from the agent portal is the preferred method.

<sup>3</sup> I-94 or passport stamp correlating to the date(s) of the application (or delivery, if applicable) paperwork.

<sup>4</sup> Notice and Consent for Transfer of Health information and/or Personal Information

<sup>5</sup> Additional details on what to include in a cover letter are included in the underwriting guide.