

ALLIANZ LIFE PRO+® ADVANTAGE FIXED INDEX
UNIVERSAL LIFE INSURANCE POLICY

Positioning Allianz Life Pro+® Advantage

Give your clients an advantage – the Allianz Life Pro+® Advantage

Allianz Life Pro+® Advantage can be a powerful asset in your client's overall financial strategy by offering protection for today and flexibility for the future.

One product that provides all the advantages:

protection, flexibility, and accumulation potential

A death benefit that can help loved ones maintain their standard of living and is generally income-tax-free for beneficiaries.

Accumulation potential – the policy has the potential to build accumulation value over time that's tax-deferred and protected from market volatility.¹

Loans and withdrawals that allow your clients to access any available cash value that's accumulated in the policy to use for supplementing college funding, retirement, or other financial needs.²

Ability to accelerate a portion of the death benefit to help in the event of a chronic or terminal illness (accelerated amounts may be taxable).

Optional riders that enable clients to customize their policy for a variety of reasons – such as adding coverage for a child under age 21 or adding extra term insurance to the policy. Rider may be available at an additional cost.

¹Fees and expenses will reduce the accumulation value.

²Policy loans and withdrawals will reduce the available cash value and death benefit and may cause the policy to lapse, or affect guarantees against lapse. Withdrawals in excess of premiums paid will be subject to ordinary income tax. Additional premium payments may be required to keep the policy in force. In the event of a lapse, outstanding policy loans in excess of unrecovered cost basis will be subject to ordinary income tax. If a policy is a modified endowment contract (MEC), policy loans and withdrawals will be taxable as ordinary income to the extent there are earnings in the policy. If any of these features are exercised prior to age 59½ on a MEC, a 10% federal additional tax may be imposed. Tax laws are subject to change and you should consult a tax professional.

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.



Target market

- **Consumers** who need life insurance coverage and are looking to diversify their portfolio of financial vehicles
- **H.E.N.R.Y. (high earners, not rich yet)** – young and affluent clients who have already maxed out their qualified plan contributions, or who are disqualified from contributing to a Roth IRA
- **Affluent consumers** with discretionary income who need alternative resources to supplement their income in retirement
- **Transition BoomersSM** – clients who are five to 10 years from retirement and have idle assets that can be used to purchase a fixed index universal life insurance policy
- **Small-business owners** who are interested in executive compensation strategies, key person insurance, or nonqualified deferred compensation plans

Key selling features

Innovative allocation options: Our indexing experience and dynamic hedging platform¹ allow us to offer innovative allocation options:

- Blended index
- Bloomberg US Dynamic Balance II ER Index
- PIMCO Tactical Balanced ER Index

In addition to our innovative index options, we also offer the S&P 500[®] Index. Although an index may affect the interest credited, clients cannot buy, directly participate in, or receive dividend payments from any of them through the policy.

Index Lock:² Your clients can lock in the interest credit at any point during the crediting period, prior to the policy anniversary. No matter what happens in the market during the remainder of the crediting period, the index value is locked in against a zero interest credit.

Interest bonus: We offer several bonus opportunities with Allianz Life Pro+[®] Advantage to help build your client's accumulation value, including a 0.90% flat rate bonus, a 15% multiplier bonus, and 40% multiplier bonus with 1% asset charge.³

Loan flexibility:⁴ Clients have the option to take indexed or fixed interest loans with loan rates that are guaranteed for the life of the policy. We're proud to offer competitive loan flexibility, such as:

- The choice to change loan allocations each policy anniversary
- The ability to blend loan types, e.g., 50% indexed loans and 50% fixed loans
- Opportunities for diversification with different allocations for loaned and unloaned values

Living benefits:

- Chronic Illness Accelerated Death Benefit Rider⁵ lets your clients accelerate a portion of their death benefit if they become chronically ill or cognitively impaired (under certain criteria).

Add powerful, versatile advantages to your client's overall financial strategy. **Get an illustration and sales materials by calling the Life Case Design Team**  **800.950.7372 or visiting**  **www.allianzlife.com**

¹Allianz Investment Management U.S. LLC is a wholly owned subsidiary of Allianz Life Insurance Company of North America and provides investment management and hedging services to the broader Allianz Group.

²Index Lock is available on select indexes. Refer to the Allianz Life Pro+[®] Advantage Fixed Index Universal Life Insurance Policy agent guide for additional information.

³Bonused products may include higher surrender charges, longer surrender periods, lower caps, or other restrictions that are not included in similar products that don't offer a bonus. The index allocations that offer the interest bonus will generally have lower caps and participation rates. Not all bonuses guarantee that a policy will be credited with an interest bonus every year as some are based on the growth of an index.

⁴Policy loans and withdrawals will reduce the available cash value and death benefit and may cause unintended consequences, including lapse or taxable events. Please see the full loan and withdrawal disclosure within this material for details.

⁵Chronic Illness Accelerated Benefit Rider is included with the policy, subject to age and underwriting requirements. There is a fee charged as a discount factor against every accelerated payment if the rider is exercised. The discount factor is based on age, premium class, current cash value of the policy, and current discount factor interest rate at that time. The maximum discount factor is determined by the life expectancy of the insured and the discount factor at the time of acceleration. May not be available in all states and name may vary by state.

Keep in mind that most life insurance policies require health and financial underwriting.

The indexes available within the policy are constructed to keep track of diverse segments of the U.S. or international markets, or specific market sectors. These indexes are benchmarks only. Indexes can have different constituents and weighting methodologies. Some indexes have multiple versions that can weight components or may track the impact of dividends differently. Although an index may affect your interest credited, you cannot buy, directly participate in, or receive dividend payments from any of them through the policy.

The S&P 500® Index is comprised of 500 stocks representing major U.S. industrial sectors. The Dow Jones Industrial Average is a popular indicator of the stock market based on the average closing prices of 30 active U.S. stocks representative of the overall economy.

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The Russell 2000® Index is an equity index that measures the performance of the 2,000 smallest companies in the Russell 3000® Index, which is made up of 3,000 of the biggest U.S. stocks. The Russell 2000® Index is constructed to provide a comprehensive and unbiased small-cap barometer and is completely reconstituted annually to ensure larger stocks do not affect the performance and characteristics of the true small-cap index.

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The PIMCO Tactical Balanced ER Index is comprised of the U.S. Equity Futures Custom Index, a bond component comprised of the PIMCO Synthetic Bond ER Index and a duration overlay, and shifts weighting between them daily based on historical realized volatility of the components. The U.S. Equity Futures Custom Index provides exposure to large cap U.S. stocks in excess of a benchmark rate. The PIMCO Synthetic Bond ER Index is comprised of a small number of derivative instruments designed to provide exposure to U.S. Investment-grade and Treasury bond markets in excess of a benchmark rate.

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The EURO STOXX 50®, Europe's leading blue-chip index for the Eurozone, provides a blue-chip representation of supersector leaders in the Eurozone. The index covers 50 stocks from 11 Eurozone countries: Austria, Belgium, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Portugal, and Spain.

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The Bloomberg US Dynamic Balance II ER Index is comprised of the Bloomberg Barclays US Aggregate Custom RBI Unfunded Index and the Bloomberg US Equity Custom Futures ER Index and shifts weighting daily between them based on realized market volatility. The Bloomberg Barclays US Aggregate Custom RBI Unfunded Index is comprised of a portfolio of derivative instruments that are designed to provide exposure to U.S. Investment-grade and Treasury bond markets in excess of a benchmark rate. The Bloomberg US Equity Custom Futures ER Index is designed to provide exposure to large-cap U.S. stocks in excess of a benchmark rate.

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