



# Foreign National Guidelines

National Life Group® is a trade name of National Life Insurance Company, Montpelier, VT, Life Insurance Company of the Southwest (LSW), Addison, TX and their affiliates. Each company of National Life Group is solely responsible for its own financial condition and contractual obligations. LSW is not an authorized insurer in New York and does not conduct insurance business in New York.

No bank or credit union guarantee | Not a deposit | Not FDIC/NCUA insured | May lose value | Not insured by any federal or state government agency

Guarantees are dependent upon the claims-paying ability of the issuing company.

Centralized Mailing Address: One National Life Drive, Montpelier, VT 05604 | 800-906-3310 | [www.NationalLife.com](http://www.NationalLife.com) | Last Updated May 2017

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# Who Is Considered a Foreign National?

National Life Group products are priced for the U.S. population. Our risk tolerance is measured based on the client's resident country and their permanency of residence in the U.S. The following guidelines apply to both life insurance and annuity sales.

National Life Group considers "any" individual who spends more than 4 months (in a consecutive 12 month period) outside the U.S. a foreign national, and our foreign national rules apply. This includes U.S. citizens living abroad.

Any persons that have been in the U.S. for an 8-month period in 12 consecutive months will need to have the expectation of staying in the U.S. for the foreseeable future.

## Foreign National Rules

Ages 18-70	Application and underwriting requirements must be completed, signed, and dated in the U.S.
All solicitation and sales activities must take place in the U.S.; no marketing or policy materials may be transmitted or delivered outside the U.S.	Policy must be delivered in U.S. to a valid address in the state of issue. State of issue to be determined based on connection/nexus as set forth below. All policies must be accepted in the United States with the policy receipt completed by proposed insured.
National Life Group will consider applications for life insurance that will be funded utilizing premium financing with prior vetting through NLG Advanced Markets team. All financing must be with U.S.-domiciled institutions. A listing of approved institutions and approved financial documentation is available on the NLG web portal.	All application and policy forms must be in English and the client must fully understand all such material. English language signatures or printed names must be provided.
<p>Premium Finance requirements for Foreign Nationals are as follows. Please Contact Advance Sales should you have any questions:</p> <ul style="list-style-type: none"> <li>Global net worth must be greater than \$10,000,000. (Verification required in the form of brokerage statements, property deed, letter from private banker, pay stubs, and/or other bank statements.)</li> <li>Owner must have at least \$1,000,000 of liquid assets in the U.S.</li> <li>Owner must be a U.S.-domiciled trust or business.</li> <li>Financing must be through a U.S.-domiciled institution.</li> <li>All designs must show interest being paid</li> </ul>	<p>Foreign National Questionnaire required. Proposed insured must complete the Foreign National Questionnaire with full name and passport number.</p> <p>Proposed insureds determined to be Foreign nationals or if there are any residency discrepancies, may be required to complete the I-94 and Travel history verification forms. The proposed insured will provide copies of those forms to National Life Group from the following website: <a href="https://i94.cbp.dhs.gov/I94/#/home">https://i94.cbp.dhs.gov/I94/#/home</a></p>
Countries have the right to enact laws governing the sale of insurance products. These laws may be very restrictive and apply beyond the country of jurisdiction. The owner/insured is responsible for confirming that the laws and regulations of their country allow for their direct or indirect ownership of the applied for policy.	All post-issue communications regarding the policy, including premium notices, must be mailed to the address of record within the U.S.
If an APS is required from outside the U.S., the agent/ client will be responsible for securing and translating the records. There will be no expense to NLG.NLG reserves the right to request certification of these translation services.	

## Connection/Nexus

Foreign national insureds and owners (if the insured does not own the policy) must have verifiable proof of one or more of the following connections/nexus to the United States:

Own real property in the U.S.
Own a business in the U.S.
Married to a U.S. citizen who resides in the U.S.
Student in the U.S. on F visa (a copy of the valid visa must be submitted with the application).
Proposed Insured must have significant documented U.S. assets (minimum \$100,000) in the U.S. for at least 3 months. (Note that very large face amounts may require larger U.S. assets in order to justify the desired coverage.) Please call the Large Case underwriting team for guidance on these applicants.
Possession of EB-5 visa.

Annuities will be subject to suitability including liquid net worth requirements.

**National Life Group will not accept foreign nationals that do not have a nexus to the U.S. for consideration in our retention or for facultative reinsurance consideration.**

## Product

Life	Life & Annuities
Permanent Products Only – up to Class 4 (200%) <i>Individual policies only. SIUL product not available for Foreign Nationals at this time</i>	All policies must be personally owned, or owned by U.S. resident, or owned by U.S. trust (I LIT) or U.S. business. Insurable interest must exist for all ownership designations.
Face amount minimum: \$500,000	All premium payments must come from a U.S. bank. The account must be held in the name of the policy owner or insured. Confirmation of banking information will be requested with initial application. (Cash equivalents not accepted.)
Face amount maximum: \$15,000,000 For students with F-1 visas, the maximum is \$2,000,000 with financial justification	Owner must have valid U.S. postal address.
ABRs Only - A & B countries only. May have limited availability. Client must be in U.S. obtaining regular U.S.-based health care to accelerate these benefits.	Photo/copy of valid passport may be required.
Elite is available for A countries only. Maximum amount is \$15,000,000 but larger face amounts can possibly be obtained with Facultative Reinsurance support	
Preferred is the best rate for B countries but larger face amounts can possibly be obtained with Facultative Reinsurance support	
C countries are individual consideration and generally will be shopped for Facultative Reinsurance support	
In D & E countries, we cannot offer coverage	

## Riders

ABRs Only – A & B countries only.

## Exclusions

Proposed insured, owner, and beneficiary cannot be or reside in a country, or be a citizen of a country, that is subject to sanction by the U.S. Dept. of Treasury, Office of Foreign Asset Control (OFAC), or otherwise be subject to applicable money laundering or anti-terrorism regulations.

(see <https://www.treasury.gov/resource-center/sanctions/SDN-List/Pages/default.aspx>)

Owners, insureds, or beneficiaries who are politically exposed persons (PEPs) will not be considered for insurance. PEPs are individuals who are or have been entrusted with prominent public functions by a foreign country or international organization, such as heads of state or government, senior politicians, senior government, judicial or military officials, senior executives of state-owned corporations, important political party officials, and their family members or close associates.

We will also not consider foreign missionaries, police, military, security personnel/bodyguards, private pilots, professional athletes, and celebrities.

## If you have any questions, please contact:

### Life Insurance Sales

Jay Tildon

802-229-3822

[JTildon@NationalLife.com](mailto:JTildon@NationalLife.com)

### Annuity Sales

National Life Group Sales Desk

1-800-906-3310

# Approved Countries

**A** – \$15,000,000 Maximum Face Amount

**B** – \$15,000,000 Maximum Face Amount

All countries are subject to reclassification at any time at the discretion of National Life Group, including for the following reasons:

- Listing on the United States State Department Travel Warning List; Level 4 countries are not available for coverage.
- War or open conflict.
- Increased risk due to terrorism, uprising or political instability.
- Famine, endemic, epidemic or pandemic disease(s).

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## A Countries

- |                  |                 |                        |
|------------------|-----------------|------------------------|
| • Andorra        | • Hungary       | • Qatar                |
| • Anguilla       | • Iceland       | • San Marino           |
| • Australia      | • Ireland       | • Singapore            |
| • Austria        | • Israel        | • Slovakia             |
| • Belgium        | • Italy         | • Slovenia             |
| • Bermuda        | • Japan         | • Spain                |
| • Canada         | • Liechtenstein | • Sweden               |
| • Cayman Islands | • Luxembourg    | • Switzerland          |
| • China          | • Macau         | • Taiwan               |
| • Czech Republic | • Martinique    | • United Arab Emirates |
| • Denmark        | • Monaco        | • United Kingdom       |
| • Finland        | • Netherlands   |                        |
| • France         | • New Zealand   |                        |
| • Germany        | • Norway        |                        |
| • Greece         | • Poland        |                        |
| • Hong Kong      | • Portugal      |                        |

## B Countries

- Albania
  - American Samoa
  - Antigua and Barbuda
  - Argentina
  - Armenia
  - Aruba
  - Bahamas
  - Bahrain
  - Barbados
  - Belarus
  - Bonaire
  - Brazil
  - Brunei
  - Bulgaria
  - Chile
  - Costa Rica
  - Croatia
  - Cuba
  - Curaçao
  - Cyprus
  - Dominica
  - Ecuador
  - Estonia
  - Grenada
  - Guadeloupe
  - Jamaica
  - Kazakhstan
  - Korea, South
  - Kosovo
  - Kuwait
  - Latvia
  - Lithuania
  - Macedonia
  - Malaysia
  - Maldives
  - Malta
  - Mauritius
  - Mexico
  - Montenegro
  - New Caledonia
  - Oman
  - Palau
  - Panama
  - Romania
  - Saint Barthélemy
  - Saint Kitts and Nevis
  - Saint Lucia
  - Saint Vincent and the Grenadines
  - Saudi Arabia
  - Serbia
  - Seychelles
  - Saint Eustatius
  - Saint Maarten
  - South Africa
  - Suriname
  - Trinidad and Tobago
  - Turkey
  - Turks and Caicos Islands
  - Uruguay
  - British Virgin Islands
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