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# High-net-worth foreign national market

## Selling guide

Advanced Markets



Information is current as of date of publication, but details can change at any time. To ensure you are seeing the latest information, talk to your John Hancock underwriter or check the interactive Field Underwriting Guide on [JHSalesHub.com](https://www.jhsaleshub.com).

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# Overview

In today's global economy, you may have high-net-worth (HNW) clients who live abroad but have ties to the US and are seeking solutions to meet their estate and tax planning needs. Success in this market requires a partner with knowledge and expertise you can rely on to help guide you to sales success.

John Hancock is well-positioned to be that partner. Not only do we have the products and planning solutions to meet the life insurance needs of the foreign national market, but we also draw on our extensive underwriting and Advanced Markets expertise, impressive capacity, and a full range of competitive products. What's more, we can leverage the knowledge gained from being part of the Manulife Financial group of companies, which has a significant global presence.

If you have questions, please call your John Hancock underwriter or an Advanced Markets consultant or visit us online at [JHSalesHub.com](https://JHSalesHub.com).

The growth of the global high-net-worth (HNW) market is creating a corresponding need for life insurance.

## Did you know:\*

In 2021, overall global HNW wealth grew to **over \$86 trillion**

In 2021, the global HNW population grew 7.8% to reach

**22.5 million**

HNW individuals take a cautious approach to investing with a focus on **wealth preservation**



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# Identifying your clients and offering solutions

**With financial wealth growing globally**, we know that the foreign national market opportunities are thriving as well. But out of this flourishing market, who are the clients that qualify for US life insurance coverage? For the purposes of obtaining John Hancock life insurance coverage, a foreign national client should be an individual who:

- Resides outside of the US more than six months (183 days) each year
- Has a global minimum net worth equivalent to \$5 million US or more
- AND, has a “US connection”/meaningful tie to the US

To qualify for consideration of coverage, your client must demonstrate to John Hancock’s satisfaction a sufficient US connection, which includes one or more of the US nexus criteria, along with each of the other factors listed next. Underwriting reserves the right to request evidence supporting qualification of foreign national candidates.

## 1. US nexus

The client must present US interests that would be protected by the purchase of the insurance. The extent of the client’s US interests must be substantial relative to the amount of insurance applied for. Evidence of insurance need may include the following:

- US real estate ownership
- US business interests/employment
- Presence of immediate family members in the US
- Seasoned US investment holdings (where a separate US financial presence exists — see section 3)

## 2. Physical US presence

The client must demonstrate a regular and recurring physical presence within the US, related to the US insurance need. The length and purpose of the client’s US stays will be taken into consideration.

## 3. Financial US presence

The client must demonstrate a substantial US financial presence. The extent and nature of the client’s US assets will be taken into consideration. The client must have a minimum of \$200,000 or 25% of the coverage amount applied for in verifiable US assets.

## 4. US source of funds/policy ownership

Premiums must be paid from a US account directly connected and titled to the client. Designating foreign entities (e.g., trusts, holding companies) or individuals other than immediate family members as owner or beneficiary of the contract will not be considered. All designations are subject to underwriting review.\*

\*If the owner of the policy differs from the insured, the owner should also demonstrate US connections. Note, foreign entity ownership is not allowed.





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## Identifying your clients and offering solutions, continued

### Additional requirements

There are also requirements regarding solicitation and financial justification that apply to foreign nationals:

- **Solicitation:** All solicitation must take place in the US, regardless of the country of residence. Solicitation is defined as the entire new business process, e.g., illustration, application, completion of underwriting requirements (including examinations), and policy delivery. In addition to US solicitation, the life insurance policy must be paid for from a US bank account (see [“Parameters”](#) for more details on what solicitation entails).
- **US financial presence:** Of the assets that the owner of the life insurance must have to justify the amount of coverage applied for, \$200,000 or 25% of the death benefit requested must be in verifiable US assets that have been held for at least six months prior to the application (see the example [here](#)).\*

### What solutions can you offer?

It goes without saying that everyone should have a comprehensive estate plan. Wealthy global citizens are no different — they want to ensure that their families are protected and their wealth is preserved. In addition, wealthy foreign nationals who own businesses may need a succession plan for business continuation. Complicated rules, both in the US and internationally, make planning essential for this type of client. Considering just the US tax system alone, the HNW foreign national client (depending on their US residency status) can face significant US transfer taxes with a much lower exemption than US citizens — or perhaps even be taxed in the US on worldwide property.

### Basic tax rules of international estate planning

- Individuals considered “US persons” by the Internal Revenue Service (IRS) are subject to US income tax on their worldwide income
- Individuals who are US persons (including US citizens and residents) are also subject to gift, estate, and generation-skipping transfer taxation on worldwide assets
- Non-US persons (nonresidents) are subject to US income tax only on US source income
- Individuals who are nonresidents are subject to estate, gift, and generation-skipping transfer taxation only on assets deemed to be located in the US (i.e., “US situs assets”)

For more information, please refer to [Tax planning considerations](#).

\*If the owner of the policy differs from the insured, the owner should also demonstrate US connections. Note, foreign entity ownership is not allowed.



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# Guidelines for submitting a foreign national case

Once you've established that your client qualifies for US life insurance coverage, use the following information to ensure your case meets John Hancock's foreign national guidelines and parameters.

## Foreign national parameters

Before submitting an application, please check to ensure your case falls within the following parameters.

<b>Issue ages</b>	20–75 for A and B countries; 20–70 for C countries.
<b>Minimum net worth<sup>2</sup></b>	\$5 million US or equivalent.
<b>Minimum face amount</b>	\$1 million.
<b>Best class available<sup>3,4</sup></b>	A and B: Super Preferred; C: Preferred.
<b>Maximum mortality rating</b>	200%.
<b>Maximum permanent capacity<sup>5</sup></b>	<ul style="list-style-type: none"> <li>• \$40 million for A and B countries<sup>1</sup></li> <li>• \$24 million for C countries<sup>1</sup></li> <li>• \$25 million for Canada</li> </ul>
<b>Jumbo limit<sup>6</sup></b>	<ul style="list-style-type: none"> <li>• \$65 million for A and B countries</li> <li>• \$45 million for C countries<sup>7</sup></li> </ul>
<b>Ownership structure</b>	<ul style="list-style-type: none"> <li>• The owner must have a US Tax ID, SSN or must complete W-8BEN</li> <li>• US entity ownership is allowed</li> <li>• Policy owner/beneficiary cannot be a foreign entity (trust or corporate structure)</li> </ul>
<b>Products</b>	All John Hancock permanent fully underwritten products are available. The same capacity is used for both individual and survivorship coverage. <sup>8</sup> For foreign nationals who are not US citizens, term coverage is available only for key person US business purposes.
<b>Solicitation</b>	All solicitation must take place in the US, regardless of the country of residence. Solicitation is defined as the entire new business process, e.g., illustration, application, completion of underwriting requirements (including examinations), and policy delivery. Please note that the applicable law and state version of an application should be the state where there is an independent connection with the policy owner and where the owner signs the application. For example, if the foreign national has a home in Florida and was solicited and will be signing the application in Florida, a Florida state version of the John Hancock application should be submitted. A power of attorney is not accepted for policy delivery.



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## Guidelines for submitting a foreign national case, continued

### Scenarios where coverage is not available

Please note the following scenarios where John Hancock does not offer coverage to foreign nationals:

#### Term products

Foreign nationals are not eligible for term coverage except when a US business is insuring them for key-person or business purposes. Foreign nationals who are US citizens may qualify for term insurance to be used for any purpose.

#### Certain occupations

Clients in certain occupations, and in some cases their family members, are uninsurable. Examples include politically exposed persons (PEPs) or their family members, government or military personnel, missionaries, journalists, diplomats, members of the judiciary, security personnel, and trade union officials.

#### Aviation

Individual policies may be offered to private pilots only, with an aviation exclusion; survivorship policies not available with aviation risk.

#### Riders

Your foreign national clients may not include underwritten riders in their life insurance coverage, e.g., Waiver of Monthly Deductions, Disability Payment of Specified Premium, Return of Premium, Increasing Supplemental Face Amount, Critical Illness Benefit, and Long-Term Care. In addition, currently the John Hancock Vitality Program (Healthy Engagement Rider) and John Hancock Term with Vitality are not available to foreign national clients.

#### Travel advisories

Coverage may not be available in any country with a travel warning or alert in effect.

#### C countries, non-high-net-worth

Coverage is available only for US citizens residing in approved major cities; ask your underwriter for more information.

### Who are PEPs?

Politically Exposed Persons (PEPs) can be defined as high-ranking government officials and their relatives whose rank and/or associations may be seen as presenting a greater risk for money laundering, corruption, etc. They may include — but are not limited to — heads of state, government ministers, members of parliament, members of supreme courts and other judicial bodies, and ambassadors.



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## Guidelines for submitting a foreign national case, continued

### Underwriting requirements

Avoid delays in the underwriting process. The following checklist details what to include in an “in good order” submission.

#### Medical requirements

- **John Hancock’s routine underwriting requirements** (see online Field Underwriting Guide on your John Hancock producer website)
- **Medical records** (five-year history) from all the appropriate physicians and medical facilities
- **Attending Physician Statement (APS)** must be provided in English and the translator should be at arm’s length to the sale

#### Financial requirements

Financial underwriting is a critical part of the underwriting process that examines the economic feasibility of the case at hand, and it allows the underwriters to consider the insurable interest at the time of the application. Please submit the following requirements:

- **A broker’s cover letter of introduction**, to include detailed information on client's insurance needs, nexus/connections to US, etc.
- **A completed Financial Supplement for Personal Insurance OR Financial Supplement for Business Insurance**
- **Proof of identity** (e.g., copy of passport or visa)
- **Letter of reference from financial institution with account value and duration of relationship.** If not provided, detailed account statements must be submitted to support the declarations on the Financial Supplement for Personal Insurance or Financial Supplement for Business Insurance

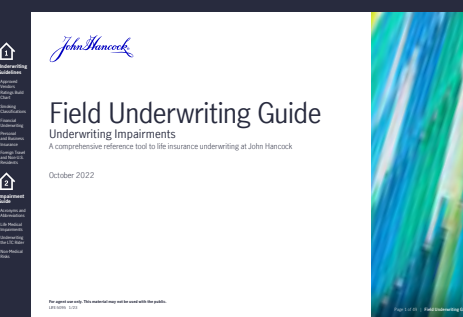
Underwriting reserves the right to request additional supporting documents.

### The John Hancock Field Underwriting Guide

Visit your John Hancock producer website for quick, online access to our underwriting guidelines and requirements, including:

- Age and amount requirements
- Best class criteria
- Non-medical requirements

You may also obtain details about our approach to many common medical impairments along with likely underwriting decisions for these conditions.





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## Guidelines for submitting a foreign national case, continued

### Additional underwriting considerations

In addition to the requirements, the underwriter also takes into account the following:

#### Insurable interest/insurable loss

The first consideration in financial underwriting is to establish that an insurable interest exists. The concept of insurable interest is fundamental to ensuring that the insurance applied for makes economic sense. We consider insurable interest as existing when the owner (if other than the insured) and the designated beneficiary have a financial interest in the continued life of the insured and are able to demonstrate a measurable financial loss should the insured die prematurely. The loss should equal or exceed the requested insurance amount. The underwriter will examine the amount of potential loss suffered by an owner/beneficiary in the context of the requested death benefit, purpose of coverage, and financial profile (including the ability to pay ongoing premiums). It is the risk of loss that helps the underwriter quantify the amount of insurable interest and ultimately justify the requested death benefit.

#### Justifying the coverage

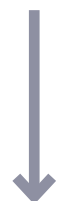
John Hancock underwriters consider a client’s global net worth when determining capacity and justification for the coverage requested. The client must have a minimum of \$200,000 or 25% of the coverage amount applied for in verifiable US assets for a minimum of six months prior to the application.

#### Let's take a look at an example:



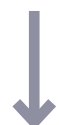
##### Application

- 55-year-old male, citizen of Dubai
- Applying for \$10 million
- No coverage in force with John Hancock
- Net worth — \$12 million (\$3 million in US; \$9 million outside US)



##### US connection

- \$3 million US brokerage account (i.e., more than \$200,000 or 25% of the face amount)
- 3 week-long trips per year to Miami for business



**Amount offered \$10 million** as applied for

### Steps to submitting a case

Follow these steps to determine if a client qualifies for consideration:

- 1. Submit** a completed Foreign Residency Inquiry form
- 2. Await underwriting acceptance** to proceed with the application process
- 3. Complete application paperwork** and include a broker’s cover letter of introduction with the following information:
  - Details of residences and travel outside country of residence
  - Source of your referral to the proposed insured
  - Proposed insured’s background information and mention of any other publicly available information
- 4. Complete** medical and financial underwriting review





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## Guidelines for submitting a foreign national case, continued

### Life insurance solutions for foreign national clients

Client need	How it works	Selling point
<b>Preserving and protecting wealth for future generations</b>	Your foreign national clients want to make sure that their loved ones are properly protected. A US-based policy can help provide this protection by offering liquidity to cover various debt obligations as well as taxes and overall, serves to preserve wealth.	Compared to US citizens and residents, a foreign national who is a “nonresident alien” can own a life insurance policy on their life outright without it being subject to US income or estate taxes.
<b>Income replacement for HNW foreign nationals with high incomes</b>	Many wealthy global citizen clients report large amounts of income. Life insurance is frequently used in these situations to replace the income lost from the death of a substantial wage earner.	The ability for foreign nationals to personally own the policy offers these clients the flexibility to develop a post-retirement income plan as well as the security of death benefit protection.
<b>Estate taxes</b>	Depending on their status as either a nonresident alien or resident alien, foreign national clients may be subject to significant US estate taxes as well as taxes in their country of citizenship or residence (if not a resident/citizen of the US).  At a minimum, care should be taken to understand the potential US tax exposure for these clients, including the different exemptions afforded to nonresident aliens vs. resident aliens and possible US taxation of worldwide assets.	A life insurance death benefit is income tax-free in the US, meaning it can provide liquidity for heirs to pay estate taxes.
<b>Succession planning for businesses</b>	For wealthy global citizen clients who have successful businesses — in the US or abroad — a properly structured buy-sell plan can help with business succession. (Please note: ownership is very important with US life insurance. If a foreign client is contemplating an entity-owned buy-sell with US life insurance, the entity must be US-based.)	A John Hancock life insurance policy can provide the funding source that is critical to ensure that the purchase and sale obligations required in the buy-sell agreement are met.



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# Tax planning considerations

With the growing globalization of economic relationships and ease of travel and communication between countries, increasing numbers of foreign citizens and residents find themselves holding or seeking property, financial, and business interests in the United States.

Given the pervasiveness of cross-border interests by these global clients, it is important for financial professionals to have some familiarity with applicable US gift and estate tax rules, which can be complicated and, at times, counterintuitive. This primer will help outline the basic rules of the US gift and estate tax system as it applies to non-US citizens and nonresidents.

## Who is subject to US transfer taxes?

One of the first steps foreign nationals should determine in estate planning is whether their connection to the United States is sufficient to classify them as a “resident alien” as opposed to a “nonresident alien.”

The US tax code imposes estate and gift taxes on a worldwide basis on transfers by an individual who is a citizen or “resident” of the United States. For gift tax purposes, an individual is a resident if that person is domiciled in the US at the time of the gift transfer. For estate tax purposes, a person is a “resident decedent” if the person is domiciled in the US at the time of their death.

It cannot be stressed enough that foreign nationals should work with their own counsel to determine their status as either a resident or nonresident alien. These rules can be complicated and become increasingly complex if the client resides in a US territory (such as Puerto Rico) or perhaps is a citizen of a country with which the US has a tax treaty (such as Canada).

## Defining "domicile"

The US Treasury Regulations define “domicile” as follows: “A person acquires a domicile in a place by living there, for even a brief period, with no definite present intention of later removing therefrom. Residence without the requisite intention to remain indefinitely will not suffice to constitute domicile, nor will intention to change domicile effect such a change unless accompanied by actual removal.”

### Factors that are considered when determining whether an individual is “domiciled” in the US include:

- Length of time in the US and abroad
- Size, cost and nature of individual’s houses and other residences
- Visa status
- Location of individual’s business interests and voting records
- Location of decedent’s family and close friends



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## Tax planning considerations, continued

# Tax treatment of resident and nonresident aliens

Client type	Stipulations	What this means for your client
<p><b>Resident alien</b></p> <ul style="list-style-type: none"> <li>• \$13,610,000 (in 2024) estate tax exemption</li> <li>• \$13,610,000 (in 2024) gift tax exemption, plus annual exclusion</li> <li>• US &amp; worldwide property subject to tax</li> <li>• Irrevocable Life Insurance Trust (ILIT) needed to be excluded from estate taxes</li> </ul>	<p>Resident aliens are generally subject to the same gift and estate tax laws applicable to US citizens, with a few key distinctions. Most importantly, professionals working with residents who are non-US citizens or married to non-US citizens should be aware that:</p> <ul style="list-style-type: none"> <li>• Resident aliens have the same estate tax exemption as US citizens. That means that resident aliens should not be subject to estate taxes if their estate is less than the exemption amount, i.e., \$13,610,000 in 2024.<sup>9</sup></li> <li>• All property of resident aliens, whether it is located in the US or in another country, is subject to US estate and gift tax.</li> <li>• The unlimited estate tax marital deduction available to US citizens is not available to estates where the surviving spouse is not a US citizen unless the surviving spouse becomes a citizen before the US estate tax return is due or a Qualified Domestic Trust (QDOT) is used.</li> </ul>	<p>A challenge for resident aliens is that they are taxed on their worldwide property, which in some cases means that they might be taxed twice — both in the US and in their country of citizenship — unless a treaty between countries exist. For US resident clients with an estate tax liability, the US estate tax is due nine months after death.</p> <p>Life insurance can provide a resource for paying off this liability without having to liquidate other assets, and the proceeds can be excluded from the estate for tax purposes when owned in an ILIT.</p>
<p><b>Nonresident alien</b></p> <ul style="list-style-type: none"> <li>• \$60,000 estate tax exemption</li> <li>• Annual exclusion only; no gift tax exemption</li> <li>• US situs property subject to tax</li> <li>• ILIT not required for estate tax exclusion</li> </ul>	<p>Unlike US citizens and resident aliens, who are subject to estate and gift tax on their worldwide assets, nonresident aliens are subject to estate and gift tax only on assets that are considered US situs property. Moreover, when a nonresident alien is subjected to transfer taxes, the exemptions against such taxes differ from the exemptions afforded to citizens and resident aliens.</p> <ul style="list-style-type: none"> <li>• Nonresident aliens are taxed only on US situs property. This means that their worldwide assets do not factor into the estate tax calculation. See the Nonresident gift &amp; estate tax flowchart <a href="#">on the next page</a> to learn more about US situs assets.</li> <li>• Life insurance generally is not considered US situs property, which means that nonresident aliens can own a policy on their own lives and the death benefit will not be subject to estate tax.</li> <li>• A nonresident alien can transfer up to \$60,000 at death without being subject to US estate tax (compared to \$13,610,000 (in 2024) for resident aliens). This exemption does not increase with inflation.</li> <li>• For gifting purposes, only US-based real estate and tangible property are subject to a US gift tax. Gifts made by nonresidents, however, are not eligible for any lifetime gift exemption on those gifts that exceed the annual exclusion limit of \$18,000 (in 2024).</li> </ul>	<p>Nonresident aliens with US situs assets in excess of \$60,000 may be subject to estate taxes. Life insurance can provide liquidity to pay those taxes. Moreover, since life insurance is not includable in the estate, the policy can be owned by the insured and not affect and compound the estate tax.</p>



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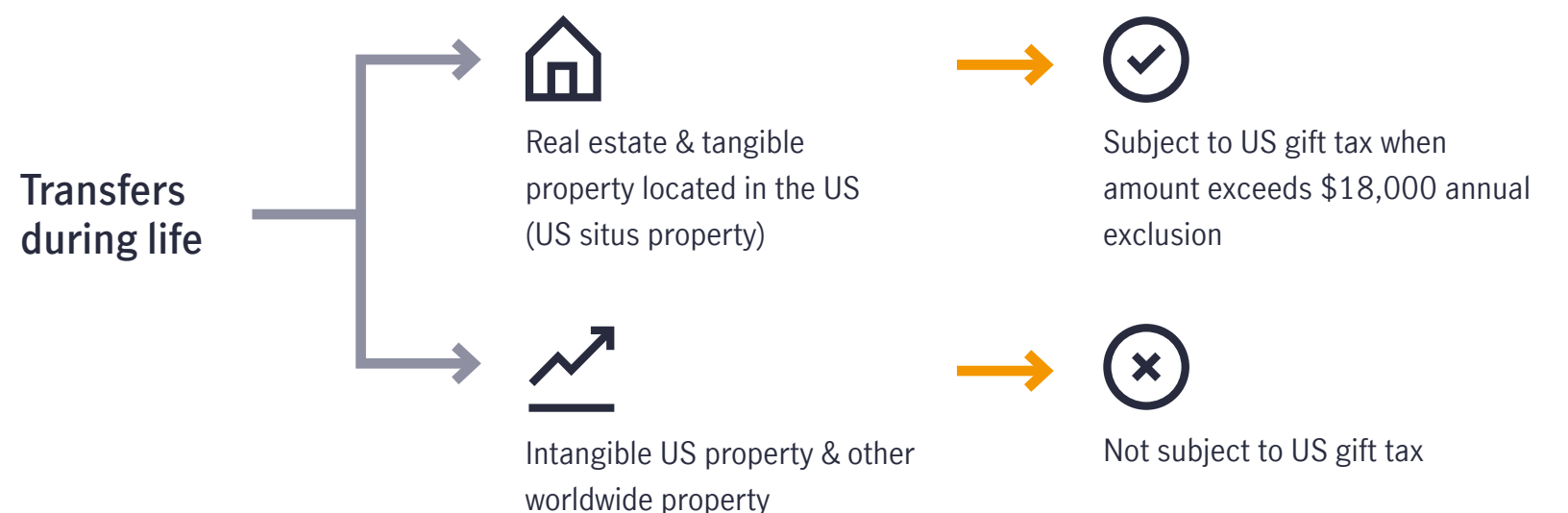
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## Tax planning considerations, continued

### Nonresident gift and estate tax flowchart

Please note that this summary/chart reflects general treatment based on US federal estate and gift tax laws. A valid tax treaty between the US and the nation of which the nonresident is a citizen or resident may modify or completely alter these rules.

#### US situs assets — US transfer tax rules regarding US situs assets



### US situs assets

#### Generally include:

- Real estate located in the US
- Tangible personal property in the US (jewelry, antiques, artwork, etc.)
- Shares of stock in a US corporation
- US bank deposits for trade or business
- Retained or beneficial interest in a trust (includes foreign trusts)

#### Generally exclude:

- US personal bank deposits
- Death benefit from a US life insurance policy on decedent's life
- Stock in companies incorporated outside of the US
- Some US treasury debt obligations





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# What sets John Hancock apart?

To achieve success in the global high-net-worth market, you need a carrier that can offer a wide range of strengths. Take a look at the strengths that set John Hancock apart:

## Underwriting expertise

Our underwriters offer progressive, competitive and flexible decisions for all ages, and across all markets — including expertise in the large-case, foreign national market.

## Large capacity

With one of the highest retention limits in the industry along with competitive automatic binding limits, we're a leader in capacity and retention in the foreign national market. We also take a purpose-driven approach to establishing the capacity we can offer and will consider a client's global net worth when determining the total coverage available.

## Advanced Markets support

We have one of the leading Advanced Markets groups in the industry, with a team of attorneys and consultants with real-life experience in estate planning, business planning, and tax accounting, along with a wide variety of marketing pieces and tools to help you understand and explain complex advanced concepts that can assist in closing the sale.

## Broad product portfolio

Our comprehensive product portfolio has been designed to be among the most competitive in the industry. Whether focused on security, affordability, or growth potential, our complete single life and survivorship protection and accumulation products offer solutions to help your clients reach their financial goals.

## Financial strength

We understand that a company's financial strength is at the core of your clients' decision-making process. Our high-quality investment portfolio, diverse business, and prudent risk management are key reasons to choose John Hancock.

## Global expertise

John Hancock has the advantage of being backed by the global strength of Manulife, one of the largest insurers in the world. This strength, along with our reputation for integrity and brand recognition, makes us the ideal guide in the foreign national market.

## Well recognized brands with a history of financial stability

Internationally recognized brands which have stood for financial strength and integrity for more than a century.

Our brands reflect our solid reputation as a strong, reliable, trustworthy, and forward-thinking financial partner.





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1. Applicable country code and maximum capacity is based on where the proposed insured resides for more than six months per year.
2. Some exceptions may apply for US citizens living abroad; please consult with your underwriter.
3. Best Class may be reduced for US citizens living abroad who do not have a net worth equivalent to \$5 million US or more.
4. Eligibility for HealthyEdge credits may be considered for Country A risks.
5. Capacity may vary in the following scenarios: for ages 71–75 (where applicable); for residents of Singapore, China, Hong Kong and Macau; for Term products; for M-proprietary products; further details on capacity and country codes can be found in the Field Underwriting Guide at your John Hancock producer website.
6. The Jumbo Limit is the sum of all inforce coverage plus pending formal applications with all companies including John Hancock. Existing insurance that is being replaced will be deducted, providing we receive a fully executed absolute assignment transferring ownership to John Hancock.
7. For M-proprietary products, please confirm Capacity and Jumbo Limit with your John Hancock M-dedicated underwriter.
8. Please note that for survivorship coverage, both lives must meet issue age and maximum mortality rating requirements.
9. The Tax Cuts and Jobs Act of 2017 increased the estate, gift, and GST tax exemptions from \$5 million (indexed for inflation) to \$10 million (indexed for inflation). This law is slated to expire at the end of 2025, at which time the exemption will revert to \$5 million (indexed for inflation).

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For more information, please contact your **John Hancock underwriter** and **Advanced Markets team.**