



Foreign Risk Underwriting

Helpful information

Life insurance planning for foreign nationals is an expanding market, offering opportunities for you to increase insurance sales and grow your business. Ameritas Life Insurance Corp. offers products that can help foreign nationals with their financial goals and mitigate potential estate tax risks. With proper planning you can help your foreign national clients provide for their loved ones, pay U.S. estate taxes and keep their property in the family.

For purposes of underwriting at Ameritas, a foreign national is defined as an individual who was born in a country other than the United States, is not a U.S. citizen but has ties to the U.S. such as personal residence, investments or business holdings. A person could also be considered a foreign national if they currently reside full-time in a country other than the U.S. and have a recurring nexus to the U.S. including: A minimum of \$100,000 U.S. assets in a pre-existing U.S. bank/brokerage account in force for three months, or existing U.S. assets (real estate, business ties, investment accounts, etc.) or a U.S. tax liability.

Foreign national life insurance applicants may have various residency and citizenship statuses that require specific underwriting consideration. In addition to understanding the need for insurance and the basis for the calculated need (income replacement, investment, estate taxes) an underwriter will consider the proposed insured's citizenship and residency when reviewing and determining risk.



Guidelines are based on U.S. residency without U.S. citizenship.

Non-U.S. citizen, U.S. resident

If an applicant is not a citizen but has residence in the U.S., they will be considered for insurance subject to the following guidelines:

- Requires a minimum of 12 months residence in the U.S. prior to application, with the intent to stay in the U.S.
- Valid Visa or other acceptable U.S. approved documentation that doesn't expire for at least 60 days from time of application.
- Demonstrate a need for U.S. life insurance (U.S. assets and U.S. income to support the amount requested).
- Demonstrate ties to U.S. with two or more of the following:
 - U.S. home ownership.
 - Immediate family (spouse, partner, children, parents) residing in U.S. with applicant.
 - Children enrolled in U.S. schools.
 - Year-round, stable employment in U.S. with valid tax id number or Social Security number.
 - Active day-to-day involvement in U.S. business owned or partially owned by client.
- Have a U.S. physician with documented medical records within the last two years.
- All sales and solicitation (application, exams, labs, delivery requirements) must be completed in the U.S.
- Travel to native/home country does not exceed more than four weeks at one time or more than eight weeks annually for business and/or personal reasons, as long as the destinations do not fall within the U.S. Department of State travel advisories page. Underwriter discretion may allow an additional rating. These countries may have political or military unrest or epidemic disease. Provide complete details including purpose, specific country(ies), specific cities, or specific area of the country and duration of the trip.
- Must have a legal permanent or temporary visa from the acceptable visa type list below. For a full directory of visa categories go to <https://travel.state.gov/content/travel/en/us-visas.html>
- Country status may change based on current political conditions please refer to the state department travel advisories page for current information. <https://travel.state.gov/content/travel/en/traveladvisories/traveladvisories.html/>
- **Applications MUST include copy of current visa.**

The following visas are accepted:

Individual consideration will be given to the following visa types:				
Visa Types				
EAC/EAD	E3	K3	T1	H2
TPS	EB5	LI	TN	M2
DV1	H1B	N8	U1	P2
DV2	H3	N9	V1	M1
E1	J1	O1	V2	P1
E2	K1	R1		P3

U.S. citizen, non-U.S. resident

If the applicant was born in but does not reside in the U.S., the underwriter will review whether their time spent in a foreign country should be considered travel or residency. They will also consider what country, or region the applicant is visiting, as well as the purpose of the visit.

- Travel is considered eight to 12 weeks annually, while residency is visiting or residing for greater than 12 weeks.
- If residency is three years or less the application may be considered under travel guidelines rather than foreign residence guidelines.
- If residency is more than three years, the application is subject to the foreign national program guidelines (foreign national program guidelines are below).

Non-U.S. citizen, non-U.S. resident

If the applicant was not born in and does not reside in the U.S., the underwriter will seek to understand why they want U.S. insurance. These applicants fall into the foreign national guidelines.

Eligibility for foreign national underwriting guidelines

Ameritas offers foreign national underwriting guidelines that may make it possible to insure clients who are non-U.S. citizens and those residing in foreign countries. Applicants must meet the following requirements to qualify for coverage:

- Have a need for insurance and a connection to the U.S. For example, U.S. assets (real estate, business ties, bank/brokerage accounts), U.S. issued credit cards, U.S. tax liability, etc.
- Have a minimum of \$100,000 U.S. assets in a pre-existing U.S. bank/brokerage account in force for at least three months.
- Required minimum annual income of \$100,000 or minimum net worth of \$500,000 U.S. dollars
- Spend at least 15 days in the U.S. per year.
- Maximum issue age 75. (Some countries have a maximum age of 70).
- Insurance premiums must be paid from a U.S. bank account.
- Supply copies of government-issued identification, including a passport and U.S. visa.
- Applicants have a Social Security and/or tax ID number.
- Accelerated underwriting programs (where applicable) are not available.
- All application papers, exams and labs must be completed in the U.S. (Use of power of attorney or similar arrangements are reviewed on an individual basis.)
- Medical records from applicant's physicians are required to be in English. We do not pay translation costs.
- Individuals who do not meet these requirements may be eligible but will require individual consideration by an underwriter.

Additional notes:

Individual consideration will be given to applicants with certain occupations based on their country of origin and connection to the U.S. The following occupations are generally not acceptable for life insurance purposes: missionaries, politicians, military or government officials, foreign diplomats, judges and journalists.

Foreign countries receive a rating based on their political stability, crime rates, terrorism activity, access to quality healthcare, presence of infectious disease, and other factors. This rating can affect how an underwriter views risk and underwrites an application. This rating is subject to change and can be found by calling your underwriting team. Applicants from countries with travel advisories and/or in unstable political environments will not be considered. Also, some countries prohibit their citizens from purchasing insurance abroad. These countries include Japan, Greece, Canada, Panama, Belgium, France, Poland, Argentina, Switzerland, Uruguay and Venezuela.

With our foreign national underwriting guidelines, we have a retention limit of up to \$2 million and an automatic binding limit of \$10 million.

Claiming accelerated benefits for foreign nationals

Claiming accelerated benefits as a foreign national requires:

- Certification of the medical condition by a U.S. physician practicing in the U.S.
- Client must be from a country that has a rating of A or B.
- Chronic illnesses require annual certification by a U.S. physician practicing in the U.S.

Physician is defined as: A doctor of medicine or osteopathy (other than you, your spouse, domestic partner, a member of your family, a business or professional partner, or any person with whom you share a financial or business interest) licensed to practice medicine and surgery in the state in which he or she practices and who is practicing within the scope of such license in the United States.)

Applicants who do not speak English

Financial professionals must be fluent in the proposed insured's native language. All requirements must be completed in English. The agent must indicate on the application that the proposed insured does not speak English and specify the language that was used to take the application. Agent or Witness Certification for Non-English Speaking Applicants, UN2060, should be completed if translation was used while completing the application. Additional forms and amendments may be required. Variable products may not be sold to persons who do not speak and read English.

Applicants who reside in a U.S. territory

Citizens of Puerto Rico, American Samoa, Guam, Northern Mariana Islands, U.S. Virgin Islands, Federated States of Micronesia, The Marshall Islands and Palau are treated with similar underwriting guidelines as U.S. citizens. However, Ameritas is not licensed to sell life insurance in those territories. For these insureds, the application and exams must still be completed in a U.S. state that we and the agent are licensed in.

**Our experienced underwriting team is happy to assist you
with the foreign national underwriting guidelines.
Contact your underwriting team with any questions.**



The purpose of this document is to outline risks that are considered uninsurable based on residency and citizenship status. It is not possible to include every scenario and the contents of this document are subject to change without notice. This is not an offer guaranteeing any predetermined rate for any applicant.

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