

Sales, Solicitation and Referral Requirements for the Foreign National Program

As part of The Allianz Life Insurance Company of North America's (Allianz Life) *Foreign National Program*, you must strictly adhere to the *Sales, Solicitation and Referral Requirements* below.

SALES AND SOLICITATION:

- **No written materials produced by Allianz Life or referring in any way to Allianz Life may be brought into or delivered in a non-U.S. jurisdiction.**
- **All sales activities must occur in the U.S.**
 - You may only engage in sales activities on behalf of Allianz Life in those U.S. jurisdictions in which Allianz Life is admitted, Allianz Life products are approved for sale, and where you are appropriately licensed and appointed.
 - Any activity that would require Allianz Life to be licensed or admitted in any non-U.S. country or jurisdiction is strictly prohibited and you cannot otherwise engage in any activity on behalf of Allianz Life in any non-U.S. country or jurisdiction.
 - For these purposes, the U.S. does not include U.S. consulates and embassies, "in transit" locations (i.e., while in an aircraft or watercraft), and U.S. Territories or Protectorates in which Allianz Life is not admitted or its products are not otherwise approved for sale.
- **You cannot discuss Allianz Life, its subsidiaries, its parent company Allianz SE and its subsidiaries, or any Allianz Life product in a non-U.S. jurisdiction.**
 - In all cases of soliciting sales to Foreign Nationals, or in any Non-U.S. solicitation for that matter, no specific insurance products may be discussed in a non-U.S. jurisdiction.
 - You may only discuss the need for life insurance in meeting a client's financial objectives.
- **You must be aware of and maintain strict compliance with all applicable local laws and regulations whether they be U.S. or non-U.S.**
 - In order to protect the well-being of its residents, each sovereign country has the right to enact laws governing the sale of life insurance; these laws may be very restrictive and apply beyond the country or jurisdiction.
 - You should consult an independent attorney for advice about activities that are permitted in the country of legal citizenship, residence, or regional jurisdiction of the prospective policy owner or insured, but in no way should you engage in activities expressly prohibited by, or beyond the scope of, these *Requirements*.
- **Allianz Life only accepts medical and paramedical examinations by its approved labs and examiners in the U.S.**

NON-U.S. REFERRALS:

- **No mention or identification of Allianz Life Insurance Company of North America (Allianz Life), its subsidiaries, its parent company Allianz SE and its subsidiaries, or any Allianz Life product can be made by any referral source or by any party present during any meeting in a non-U.S. jurisdiction to discuss the role life insurance may play in helping a *Foreign National* meet his or her financial objectives.**

- **Prohibited referral activities are detailed below and must be followed by you and your firm. The following are not permitted:**
 - Payment of any compensation by or on behalf of Allianz Life Insurance Company of North America (Allianz Life), its subsidiaries, its parent company Allianz SE and its subsidiaries, or any Allianz Life product in a non-U.S. jurisdiction to any person in a non-U.S. country or jurisdiction for referring a client to the life insurance producer for the purchase of Allianz Life products.
 - Referral for compensation by an entity or individual who is a licensed life insurance producer in the non-U.S. country of residence of the prospective policy owner, insured, or applicant.
 - Seminars, distribution announcements, mailings, unsolicited e-mails, letters, or any material which seeks to attract local life insurance producers in non-U.S. countries or jurisdictions and falls under the purview of U.S. or non-U.S. advertising and marketing collateral rules and regulation.
 - Conducting business with a third-party marketing organization in non-U.S. countries or jurisdictions with respect to all Allianz Life products.

DEFINITIONS:

Sales activity is any activity that includes:

- Solicitation, completion, and execution of the application and related forms (including examination requirements).
- Underwriting (including without limitation) medical and paramedical examinations.
- Evaluation of any change in insurability between the time of application, policy issuance, and policy delivery.

Solicitation includes any activity that leads to or is intended to lead to the sale of life insurance, including, but not limited to:

- Delivery of marketing materials, letters soliciting the purchase of Allianz Life's insurance products.
- Conversations, seminars, presentations, telephone calls, faxes, e-mails, or meetings with *Foreign Nationals* to discuss Allianz Life's insurance products or other similar prospecting activities.
- Payment of compensation to a referral source in connection with the sale of an Allianz Life insurance product.

Prohibited Non-U.S. Referrals include, but are not limited to:

- Payment of any compensation by or on behalf of Allianz Life, its subsidiaries or its parent company Allianz SE, and its subsidiaries, for referring a client to yourself for the purchase of Allianz Life products and which would otherwise require Allianz Life to be licensed and/or admitted for the purposes of sales and solicitation in the non-U.S. country or jurisdiction.

If you have questions regarding any of these guidelines, please call the Life Case Design Team at 800.950.7372.