

## ADVANCED PLANNING

# Why Prudential for Your Foreign National Business?



When you help foreign nationals with life insurance, you want to be sure you're working with a company that not only has the solutions and experience these clients need but also is financially strong and supports you with excellent underwriting and customer service. That company is Prudential.

### WHAT SETS PRUDENTIAL APART

Our financial strength, underwriting expertise, and capacity make us a leader in this market, plus we offer multiple types of indexed, variable, and guaranteed life insurance products to match an assortment of client risk tolerances and needs. What's more, our Advanced Planning team, composed of attorneys, accountants, and consultants, works with you to help ensure ease and success.<sup>1</sup>

## UNDERWRITING

### Foreign Nationals

- Guidelines are based on primary residence location, not citizenship.
- A foreign national in the U.S. for at least one year with plans to remain in the U.S. is underwritten as a U.S. resident.

### Foreign Residents

- Guidelines are based on residence location, not citizenship.
- A U.S. citizen primarily residing in another country is underwritten as a foreign resident.

### Differentiators

- **Underwriting:** All aspects of the insurance transaction must be completed in the U.S. (including solicitation, completion of the application, medical examination, inspection, and contract delivery).
- **Social Security number:** Not required for foreign residents.
- **Term life insurance products:** Allowed.
- **Large cases:** Supported, with a minimum face amount of \$250,000 and an auto-issue limit of \$35 million.

## ADVANCED PLANNING EXPERTISE

Our Advanced Planning team can help with strategies for foreign national clients' needs, including:

- Federal estate tax planning
- Gift tax planning
- Liquidity to pay estate tax and other estate settlement costs
- Planning for leaving a legacy to heirs
- Qualified Domestic Trusts (QDOTs)

## PRODUCTS

- Our full suite of life insurance products, including Term, is available.
- The BenefitAccess Rider<sup>2</sup> is available to U.S. residents.



## OUR EXPERIENCE SPEAKS FOR ITSELF

**81  
COUNTRIES**

we've written policies in  
for clients in the past  
10 years

**25+  
YEARS**

we've been  
in the foreign  
nationals business

**305  
CASES**

placed for foreign  
residents in 2019

**\$1.4+  
BILLION**

total face amount of  
those placed cases<sup>3</sup>

**\$4.7  
MILLION**

average face amount of  
all placed foreign cases

## WE'RE HERE TO SUPPORT YOUR GROWTH

As you expand your business into this unique market, Prudential is here to support you every step of the way.

**Contact your Prudential wholesaler to learn more about how we can support your foreign nationals business needs.**

<sup>1</sup>Prudential employees, including CPAs and those holding a JD degree, do not represent Prudential in the practice of law or accounting. Prudential Financial, its financial professionals, and its other employees do not give legal or tax advice. Clients should consult their own tax or legal advisors.

<sup>2</sup>The BenefitAccess Rider is an optional rider that accelerates the life insurance death benefit when the insured is terminally ill or is chronically ill as defined in the rider. It is not Long-Term Care (LTC) insurance. Benefits received under the rider will reduce and may deplete the death benefit. Electing the BenefitAccess Rider results in an additional charge and underwriting requirements. Some benefit payments may be subject to a fee. Other terms and conditions apply and can vary by state. Clients should consult their tax and legal advisors.

**For New York contracts:** Please also note the rider is not subject to the minimum requirements of New York law, does not qualify for the New York State Long-Term Partnership Program, and is not a Medicare supplement policy. In addition, receiving accelerated death benefits may affect clients' eligibility for public assistance programs and such benefits may be taxable. Benefit payments may only be made if the payments are subject to favorable tax treatment by the federal government. When determining whether the benefit payments will receive favorable tax treatment, the payment of benefits from all insurance policies must be considered. Benefit payments may be reduced or unavailable if they are expected to exceed the maximum amount eligible under Internal Revenue Code Section 101(g)(1) and all other applicable sections of federal law for favorable tax treatment.

<sup>3</sup>Individual term, permanent, and survivorship combined. Policies are issued by Pruco Life Insurance Company (except in NY), and Pruco Life Insurance Company of New Jersey (in NY).

Life insurance is issued by The Prudential Insurance Company of America and its affiliates. Variable universal life insurance policies are offered through Pruco Securities, LLC.

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