



AdvancedMarkets

Premium Finance Guidelines

To successfully submit a premium finance case to American General Life for consideration, please review the following requirements:

Client Requirements

- ◆ Minimum net worth of \$5,000,000 – excluding residence
- ◆ Minimum income of \$150,000, annually
- ◆ Documented purpose of insurance
- ◆ Sufficient liquidity to manage market swings
- ◆ Identifiable insurable interest
- ◆ U.S. citizen or permanent resident only (no foreign nationals)
- ◆ U.S. situated ownership (no offshore trusts or non-U.S. based entities)
- ◆ Fully underwritten (no SI/GI multi-life cases)

Producer Requirements

- ◆ Must be contracted with American General Life prior to case submission
- ◆ Must provide proof of MDRT-level production

Lending Requirements

- ◆ U.S. currency financing (no foreign currency transactions)
- ◆ Lender must be a recognized bank or financial institution with a U.S. presence
- ◆ Bank loan must be full recourse and 100% collateralized
- ◆ Interest must be paid annually in cash – no interest accrual permitted.

More Information and Support for Premium Finance Cases

For further information or assistance, please contact the Advanced Markets Premium Finance specialist below:

Lee Russell
(713) 831-1946
Lee.Russell@aglife.com

American General Life and United States Life are solely providers of insurance products. American General Life and United States Life make no recommendation regarding premium finance lenders, the terms and conditions of a premium financing arrangement, or if such a transaction is a sound financial transaction. Policies issued by: American General Life Insurance Company (AGL), 2727-A Allen Parkway, Houston, Texas 77019. The underwriting risks, financial and contractual obligations and support functions associated with the products issued by AGL are its responsibility. AGL does not solicit business in the state of New York. AGL is a member company of American International Group Inc., (AIG). AIG does not underwrite any policy described herein. Policies and riders not available in all states. Advanced Markets is a marketing unit of AGL.

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AGLC108418 REV0115

CLIENT INFORMATION (required):

Client Name: _____
 Male Female
 Date of Birth: _____
 State: _____
 Expected Underwriting Class: _____
 Net Worth without primary residence: _____
 Annual Income: _____

Client Name (if survivorship): _____
 Male Female
 Date of Birth: _____
 State: _____
 Expected Underwriting Class: _____

POLICY INFORMATION (required):

Requested Death Benefit: _____
 Product: _____
 Policy Owner: _____
 If trust, does it already exist ?
 Yes No
 Surrender Value Enhancement Rider?
 Yes No % _____
 Other Riders: _____

LENDER INFORMATION (if known):

Lender Name: _____
 Lender Contact: _____
 Contact Phone Number: _____
 Expected Loan Rate: _____
 Length of Loan Rate Guarantee: _____
 Planned Loan Repayment Year: _____

PRODUCER INFORMATION (required):

Primary Agent Name: _____
 AGL Agent Number: _____
 SSN/TIN or EIN: _____
 Company/DBA if applicable: _____
 Address: _____
 City: _____ State: _____ Zip Code: _____
 Phone: _____
 Email: _____
 Preferred Method of Contact: _____

AGENCY - MARKETING ORGANIZATION INFORMATION:

Agency/MO Name: _____
 Contact Name: _____
 Contact e-mail: _____
 Contact Phone: _____

ADDITIONAL PRODUCERS:

Name: _____
 AGL Agent Number: _____

DOCUMENTS:

- Client acknowledgement
- Producer information form, if first PF case with AGLC since Oct. 1, 2013.
- Producer acknowledgement if first PF case with AGL/AGLA since Oct. 1, 2013.

OBJECTIVES:

Please explain the insurance need, other existing and ongoing planning as well as any additional information that will assist in plan design. A cover letter may be used instead of this section

CONTACT INFORMATION:

Marie Large
(713) 831-4608
Marie.A.Large@aglife.com

Lee Russell
(713) 831-1946
Lee.Russell@aglife.com

Please email Case Submission forms to our general mailbox:
AdvancedMarkets@aglife.com

Producer Name: _____ Date completed: _____

American General Producer Code: _____

Length of time in life insurance business _____ Length of time with American General _____

Average life insurance production for the past 3 years _____

Average annual life insurance production at American General for the past 3 years _____

Agency for Premium Finance business _____

Have you written Premium Finance business in the past? Yes No

If yes, approximate number of cases? _____

Number of cases still inforce? _____

Do you have a preferred lender? Yes No

If you have a preferred lender, please enter name _____

Any complaints or litigation related to prior Premium Finance business? Yes No

Explain: _____

On representing the insurance company to clients considering a premium financing arrangement

This document is required for inclusion in American General Life Companies (AGLC) files. As an Approved Premium Finance Distributor, you will be required to execute this acknowledgement only once. Please execute this document and return the same to us. We will not issue a new premium financed policy to your client without receipt of the signed acknowledgement.

We understand that you are, or in the future will be, working with clients who are contemplating the purchase of an **American General Life Insurance Company and/or The United States Life Insurance Company in the City of New York (the "Company")** life insurance policy, and the clients are further contemplating that portions of the premium, or the entire premium, will be financed. The Company makes no recommendation regarding premium finance lenders, the terms and conditions of premium financing transactions, or if such transactions are sound financial arrangements. The Company does not have, and does not maintain, any list of recommended premium finance lenders.

Any lender must be selected by your client at the client's sole discretion, and must NOT be affiliated with the Company. The lender may not pay you any compensation on account of the proposed borrower being your client.

You must recommend to any person considering a premium financing arrangement that he/she should consult his or her own professional advisors as to the potential tax, accounting, estate and legal considerations that may arise. The Company and its affiliates, officers, directors, and representatives, whether or not acting in the capacity as an insurance producer (collectively, "Affiliates"), disclaim any duty, liability or responsibility for such advice. No representation or warranty, express or implied, is made by the Company or its Affiliates as to the completeness of any information provided by any potential premium finance lender or representatives of the premium finance lender. The issuance of a life insurance policy by the Company is not predicated upon your client entering into a premium finance transaction or utilizing any particular premium finance lender, nor does the Company condition issuance of a policy upon your client obtaining a loan commitment or concluding a premium finance transaction with any particular lender.

Acknowledged and agreed to:

Insurance Producer

Date

Print Name

This document is required for inclusion in the case file prior to its issuance of a new premium financed policy issued by American General Life Insurance Company and/or The United States Life Insurance Company in the City of New York.

As we understand, you are contemplating the purchase of an **American General Life Insurance Company and/or The United States Life Insurance Company in the City of New York (the "Company")** life insurance policy, and further contemplating that a portion of the premium, or the entire premium, will be financed. The Company makes no recommendation regarding premium finance lenders, the terms and conditions of a premium financing arrangement, or if such a transaction is a sound financial transaction. The premium finance lender is unaffiliated with the Company, and has been selected by you at your sole discretion.

Any person considering a premium financing loan should consult his or her own professional advisors as to the potential tax, accounting, estate and legal considerations that may arise. The Company and its affiliates, officers, directors and representatives, whether or not acting in the capacity as an insurance producer (collectively, "Affiliates") disclaim any duty, liability or responsibility for such advice. No representation or warranty, express or implied, is made by the Company as to the completeness of any information provided by any potential premium finance lender or representatives of the premium finance lender. The issuance of a life insurance policy by the Company is not predicated upon your entering into a premium finance transaction or utilizing any particular premium finance lender, nor does the Company condition issuance of a policy upon your obtaining a loan commitment or concluding a premium finance transaction with any particular lender.

Acknowledged and agreed to:

_____	_____	_____
Policy Owner Name	Insured's Name	Insured's DOB
_____	_____	_____
Policy Owner Signature		Date