



Business Road Map Global Citizens

	PAACII	PALIC/PAAC
Company Situs	<ul style="list-style-type: none"> • Pan-American Assurance Company International • PAACII - Grand Cayman • Authorized to offer international products in Florida, Texas, Arizona and Hawaii 	<ul style="list-style-type: none"> • Pan-American Life Insurance Company and Pan-American Assurance Company • U.S. Domiciled
Target Market	<ul style="list-style-type: none"> • HNW & UHNW individuals and business owners seeking • U.S. dollar denominated international policies outside country of residence 	<ul style="list-style-type: none"> • HNW & UHNW individuals and business owners seeking life coverage
Business Strategy	<ul style="list-style-type: none"> • Foreign Nationals visiting Florida, Texas, Arizona or Hawaii seeking international life insurance coverage not subject to U.S. tax laws • NO MEC TESTING • Not available to U.S. citizens or U.S. residents 	<ul style="list-style-type: none"> • U.S. Domestic products approved in 49 States and are available to Foreign Nationals, U.S. Citizens, and Residents • UL product subject to MEC Testing
Product Availability	<ul style="list-style-type: none"> • UL: NexGen, Legacy Value, & Tradition Plus (Compatible for Excess Premiums) • Term: Centennial 20, 30, & To Age 100 	<ul style="list-style-type: none"> • UL: NexGen • Term: Sentinel 10 & 20
Product Parameters	<ul style="list-style-type: none"> • Minimum Face Amounts • UL: \$200,000 · Term: \$500,000 	<ul style="list-style-type: none"> • Minimum Face Amounts • UL and Term: \$100,000
Solicitation of Business	<ul style="list-style-type: none"> • New Business Applications for Insurance • Application Forms: Florida (B1513- (FL) EN Rev.12-2015) Texas (B1513- (TX) EN Rev.12-2015) Arizona (B1513- (AZ) EN Rev.03-2016) • Copy of the following passport pages must be submitted with application: B1 or B2 visa, photo page, signature page, and current entry stamp page 	<ul style="list-style-type: none"> • New Business applications completed in U.S. • Applicant must submit copy of a valid ID or passport photo page
Medical Exam Guidelines	<ul style="list-style-type: none"> • Medical Exams conducted in the U.S. by Paramedical Facilities • (EMSI, APPS or Exam One) 	<ul style="list-style-type: none"> • Medical Exams conducted in the U.S. by Paramedical Facilities • (EMSI, APPS, or Exam One)
Maximum Issue Capacity	<ul style="list-style-type: none"> • \$10 - \$20 Million of Face Amount 	<ul style="list-style-type: none"> • \$10 - \$20 Million of Face Amount
Agency & Producer Contracting Requirements	<ul style="list-style-type: none"> • Only available to U.S. Florida, Texas or Arizona Resident and Non-Resident licensed producers • E&O Coverage - \$1 million required • AML Training - LIMRA 	<ul style="list-style-type: none"> • U.S. licensed and appointed in state of solicitation • E&O Coverage - \$1 million required • AML Training - LIMRA
Foreign National Applicants	<ul style="list-style-type: none"> • Applicants from Asia, Canada, and other countries visiting Florida, Texas, Arizona & Hawaii are eligible for the Foreign National Platform • No U.S. assets required 	<ul style="list-style-type: none"> • Applicants from Asia, Canada, and other countries visiting the U.S. are eligible to purchase a U.S. Domestic Policy • No U.S. assets required

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