

Positioning Allianz Life Pro+ Survivor with your clients

Designed for clients who are looking for affordable life insurance coverage with flexibility for the future.

THREE KINDS OF TAX ADVANTAGES

- Income-tax-free death benefit
- Tax-deferred cash value accumulation potential
- Income-tax-free policy loans²

Product positioning

With Allianz Life Pro+ Survivor, your client and a spouse or partner – or even a business partner – can have **double protection +**.

Protection for two lives with death benefit protection that may be more cost-effective because the mortality risk is based on two insureds. It also offers the optional First-to-Die Rider,¹ which provides death benefit protection on the first insured's death.

Protection for their cash value accumulation with the opportunity for tax-deferred accumulation based on indexed interest that is locked in and can never decrease due to negative index performance (although fees and expenses will reduce the cash value).

+ Flexibility for their future with the ability to access any available cash value income-tax-free through policy loans² or withdrawals³ (as long as the policy remains in force) to help with a variety of financial needs, such as complementing a college funding strategy or supplementing retirement income.

After the death of the first insured, the last surviving insured also has access to a portion of the death benefit in the event of a chronic or terminal illness (a portion of the Chronic Illness Accelerated Benefit⁴ may be taxable).

Target market

- **Affluent consumers with a combined income of \$100,000 or more who need death benefit protection for two lives** and are looking for a solution that may be more cost-effective than purchasing two individual policies
- **Consumers who are concerned about future tax increases** and want the opportunity to accumulate on a tax-deferred basis
- **Consumers who are seeking additional ways to build resources** for future needs such as supplemental retirement income, supplemental college funding, emergencies, or other financial needs
- **Small-business owners** with annual incomes of \$100,000 or more who are interested in executive compensation strategies, insuring key employees or business partners, and funding entity purchase buy-sell agreements.

For all that's ahead.[®]

Allianz 

Must be accompanied by the Allianz Life Pro+ Survivor agent guide (M-5665).

¹ The First-to-Die Rider is available at an additional cost when the policy is issued. The cost of the rider is based on issue age, gender, risk class, First-to-Die Rider death benefit amount, and policy duration.

² Policy loans and withdrawals will reduce available cash values and death benefits and may cause the policy to lapse, or affect guarantees against lapse. Additional premium payments may be required to keep the policy in force. In the event of a lapse, outstanding policy loans in excess of unrecovered cost basis will be subject to ordinary income tax. Tax laws are subject to change and your clients should consult their tax professional.

³ Withdrawals or partial surrenders above cost basis will be taxed as ordinary income.

⁴ The Chronic Illness Accelerated Benefit Rider is available at an additional cost at the time the rider is exercised. If the rider is not exercised, there is no additional cost. The cost is based on the surviving insured's age, gender, risk class, current cash value, and current discount factor interest rate at the time of acceleration. The rider is not available in all states.

Key selling features

- **Accumulation bonus** – A guaranteed annual bonus of 0.6% will be credited to the policy's accumulation value starting in policy year 11. The bonus will be credited to the accumulation value starting on the first monthly anniversary after the 10th policy anniversary and every monthly anniversary thereafter.

- **Flexible loan options**^{1,2} – It provides a variety of ways to access the available cash value, such as policy loans or withdrawals.

Loan options include fixed interest rate loans, and indexed loans – all with a guaranteed loan rate that will not fluctuate from year to year.

If your clients fully surrender their policy, surrender charges may apply. For partial surrenders (withdrawals), partial surrender charges may also apply.

- **First-to-Die Rider**³ provides term insurance that pays a death benefit when the first insured dies. The policy owner can terminate the rider at any time.
- **Chronic Illness Accelerated Benefit Rider**⁴ gives the last surviving insured access to accelerate a portion of their death benefit if they become chronically ill or cognitively impaired (under certain criteria). A portion of this benefit may be taxable.

- **Premium Deposit Fund (PDF) Rider**⁵, when combined with Allianz Life Pro+ Survivor, provides all of the advantages of life insurance with the simplicity of a single lump-sum payment. (This rider is optional and comes at no additional cost.)
- **Trigger method** is a crediting method that credits the current Trigger Interest Rate⁶ to the policy if the S&P 500[®] Index return is greater than or equal to 0% from one policy anniversary to the next.

If the index return is negative (less than zero), 0% would be credited to the policy. If the index performance is greater than the Trigger Interest Rate, the potential interest credited to the policy would be capped at the current Trigger Interest Rate.

- **Barclays US Dynamic Balance Index II** – exclusive to Allianz Life Insurance Company of North America (Allianz) through 2020, this index option offers your clients an index option that is rules-based and shifts daily between the S&P 500[®] Index and Barclays US Aggregate RBI Series 1[®] Index, both well-established benchmarks for the U.S. equities and U.S. bond markets.
- **Blended index allocation** includes a blend of bond, equity, and international indexes to help diversify and smooth out volatility.

Are your clients looking for cost-effective death benefit protection for two individuals with cash value accumulation potential and flexibility for the future? **Call the Life Case Design Team at 800.950.7372 for an illustration and client-approved sales materials.**

Life insurance policies have certain fees and charges associated with them that pay for the death benefit, underwriting expenses, and issuing and administering the policy.

Although an external index may affect your clients' indexed interest credited, the policy does not directly participate in any equity or fixed income investments. Your clients are not buying shares in an index. No single index allocation option or crediting method will be most effective in all market environments.

¹ Policy loans and withdrawals will reduce available cash values and death benefits and may cause the policy to lapse, or affect guarantees against lapse. Additional premium payments may be required to keep the policy in force. In the event of a lapse, outstanding policy loans in excess of unrecovered cost basis will be subject to ordinary income tax. Tax laws are subject to change and your clients should consult their tax professional.

² At the time the loan is taken, interest is payable in advance and is deducted from the cash value. While the indexed (participating) loan amount continues to earn indexed interest, the advanced interest amount deducted from the cash value does not earn indexed interest. Indexed interest is not guaranteed and will vary from year to year.

³ The First-to-Die Rider is available at an additional cost when the policy is issued. The cost of the rider is based on issue age, gender, risk class, First-to-Die Rider death benefit amount and policy duration.

⁴ Subject to certain age and underwriting requirements. Additional cost is incurred at the time the rider is exercised. There is no cost if the rider is not exercised. Accelerated amounts may be taxable.

⁵ Please refer to the Premium Deposit Fund Rider agent guide (M-5509) for more information.

⁶ The Trigger Interest Rate is subject to change on an annual basis and is guaranteed not to go below 0.5%.

The S&P 500® Index is comprised of 500 stocks representing major U.S. industrial sectors. The Dow Jones Industrial Average is a popular indicator of the stock market based on the average closing prices of 30 active U.S. stocks representative of the overall economy.

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True to our promises ... so you can be true to yours.®

A leading provider of annuities and life insurance, Allianz Life Insurance Company of North America (Allianz) bases each decision on a philosophy of being true: **True to our strength** as an important part of a leading global financial organization. **True to our passion** for making wise investment decisions. And **true to the people we serve**, each and every day.

Through a line of innovative products and a network of trusted financial professionals, and with over 2.6 million contracts issued, Allianz helps people as they seek to achieve their financial and retirement goals. Founded in 1896, Allianz is proud to play a vital role in the success of our global parent, Allianz SE, one of the world's largest financial services companies.

While we pride ourselves on our financial strength, we're made of much more than our balance sheet. We believe in making a difference with our clients by being true to our commitments and keeping our promises. People rely on Allianz today and count on us for tomorrow – when they need us most.

Guarantees are backed solely by the financial strength and claims-paying ability of Allianz Life Insurance Company of North America.

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