



New MassMutual underwriting program targets high-net-worth foreign nationals

Help wealthy residents of foreign countries meet their life insurance needs

A sought-after, competitive underwriting program for high-net-worth foreign nationals living abroad but with business, financial, or personal interests in the United States launches Sept. 19.

“A lot of thought went into developing this program and we are pleased to open up the wealthy-foreign-national market in a way that complements our existing underwriting program,” said Pam Beals, head life underwriter, Life and LTC Risk Management and Governance.

The number of high-net-worth individuals is increasing rapidly throughout the world—a trend that is expected to continue over the next decade.

“Historical volumes in this market are not high, but the sales potential is substantial, well into the millions of dollars,” Beals said.

Life insurance needs in this market include:

- Wealth preservation.
- Estate-tax funding.
- Business funding.
- Income protection.

“The new program allows us to responsibly expand our global reach, better align with competitors, and offer superior whole life products, our hallmark,” Beals explained.

Program highlights

- Residents of Argentina and Panama are now eligible. *Complete Foreign National Disclosure Form (U1011)*.
- Bank accounts are now part of U.S. nexus or connection requirements.
- A dedicated team handles new high-net-worth foreign national files.
- Premium financing is available.

At-a-glance guidelines

Insurance age	18-70
Minimum face amount	\$10 million
Plans and riders	Participating whole life insurance products only; Life Insurance Supplement Rider (LISR) and Additional Life Insurance Rider (ALIR) may be available
Net worth	A global net worth of at least \$5 million, plus a proven nexus or connection to the U.S.

Definition of a foreign national	<ul style="list-style-type: none"> • Non-U.S. citizen residing outside of the U.S. • U.S. citizen residing outside the U.S. for an extended time (three to six months, depending on the country of residence).
Eligible countries	Residents of A and B countries are eligible except France, Japan, and Spain due to national regulations. Refer to the latest country classifications .
Table ratings	Maximum rating of medical Table D.

Nexus criteria

High-net-worth foreign national clients must have a nexus or connection to the U.S. to be eligible for life insurance. These connections include:

- Annual travel to the U.S.
- U.S. asset minimums.
- U.S. financial interests, business, or real estate ownership.
- U.S. employment.
- U.S. family connections.
- U.S. tax liability.

Key resources

Here are program materials, forms, and requirements:

- [Country classifications](#).
- High net worth foreign national pre-screen questionnaire ([COR1999](#)).
- High net worth foreign national LifeLines flyer ([LI7377](#)).
- High net worth foreign national advisor checklist ([LI7378](#)).
- Foreign National Disclosure Form ([U1011](#)).
- High net worth foreign national advisor guide and FAQs ([U1015](#)).

Consult the high net worth foreign national advisor guide ([U1015](#)) for detailed eligibility and nexus criteria, and required verifications.

FURTHER INFO

- Contact your MassMutual Brokerage director
- MassMutual's Advanced Sales department, 800-767-1000 (ext. 41555) for guidance and questions about the high-net-worth foreign national program.

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