

## News you can Use



# UNDERWRITING TIPS & TOPICS

## Underwriting Foreign Nationals

What are the risks anyway? It may seem that foreign nationals undergo more scrutiny than US citizens or foreign nationals with permanent resident status. That is because they do.

Here is why:

The profile of the foreign national Fidelity & Guaranty Life is willing to insure is an applicant who:

- Intends to stay -- live and work – in the US
- Can be underwritten cost effectively
- Will pay premium in US dollars
- Can receive policy service cost effectively
- Has a legitimate occupation and is not vulnerable to Political or Social unrest either while in their native country or in the US.
- Is free of the Office of Foreign Assets Control (OFAC) concerns

In addition to determining the applicant's mortality risk, the underwriter has to investigate the case for the above considerations. That is why there is more scrutiny. The proposed insured must: applicants must have a US residence for legal reasons; if they do not, we will not issue coverage. A US residence is also necessary because we may need to reach individuals while they are in the US for phone calls

and for paramedical exams when these are necessary. If medical records are needed and the individual does not have a physician in the United States, we may not be able to process the application. More information about Foreign National underwriting can be found in the General Underwriting Guidelines in SalesLink.



If you have questions, you are welcome to contact us at [Salesdesk@fglife.com](mailto:Salesdesk@fglife.com).