

## **Foreign National / Resident Life Insurance** **Pre-Screen Questionnaire**

To determine if a case is viable for coverage at US carriers, the first step is to classify the proposed insured and policy owner to determine if he/she will be treated under domestic, foreign or travel rules or some combination. Then, the case specifics need to be understood. Each carrier approaches these cases differently and “serial underwriting” is a common, and frustrating, experience. The more we know upfront, the better.

A proposed insured will be classified as either:

- (1) U.S. citizen or permanent resident,
- (2) Foreign National residing in the U.S without permanent resident qualifications, or
- (3) Foreign National with foreign residence or long term foreign travel.

U.S. citizens and permanent residents may be considered under the domestic underwriting requirements. However, a U.S. citizen or permanent resident residing abroad or traveling outside the U.S. on a long term basis may be placed in international reinsurance pools. Carriers vary in their definition of a permanent resident but a common form for non citizens is as follows:

- U.S. resident with a green card or holders of E1-2, H1B, K1-4, L1-2 or V1-3 visas with the intent to reside permanently in the U.S and either 5 years continuous residence in the U.S. or multiple other evidences of permanence such as owning a home, marriage to a U.S. citizen, long-term U.S employment, etc.
- Possessing a US SSN and a US visa, even non resident varieties, might help establish US ties.
- Policy owners will need a U.S. tax ID or SSN, or must complete a Form W-8BEN. Offshore trust or other type of foreign entity ownership is not allowed as policy owner.
- Premiums must be paid from pre-existing U.S. bank account and billing address. Account and address must exist for more than just this purpose.

US residents/citizens with long term travel or residence outside the US generally puts them in the international reinsurance pool. Also, the foreign travel and country classifications with respect to the travel is a very important factor.

### **U.S. Ties**

The insured / policy owner must have a meaningful connection with the U.S. There needs to be some economic tie to the U.S. or U.S. tax liability and there must be a reasonable, demonstrable insurable loss:

Real Estate – Policy owner owns real estate in the U.S.;

Physical Presence in U.S. – Policy owner lives in the U.S. at least six months per year;

Family Relationships in U.S. – Policy owner has relatives residing in the United States;

Financial Assets – Policy owner has financial assets in the U.S.; or

Employment – Policy owner works for a U.S. company or owns and works for a business located in the U.S.

Carriers these days generally will expect the US presence to be pre-existing and not created solely for the purchase of this coverage.

### Summary

Citizen	Resident	Travel	SSN	UL	Face	Existing US Ties
[list countries]	[list countries]	[list countries]	Y / N	Y / N		None / Weak / Strong
			Res Visa	Insured is owner and payor		Insured is HNW
			Y / N	Y / N		Y / N
			Misc.			

### Pre-Screening Questions

1. Is proposed insured a temporary resident of the US? Does the proposed insured have TIN and/or SSN?
2. Where is the proposed insured's primary residence? In which other countries does the proposed insured reside?
3. What type of immigration visa does the proposed insured have? Is it active or expired? Indicate type of visa (some examples include: A, E, G, H, I, K, L, N, NATO, O, P, R, S, T, TN, TD, TPS, U, V)
4. Is the proposed insured a dual citizen? If so, of which countries? Is citizenship of a country identified on the U.S. State Department, FATF, FinCEN or OFAC warning or travel advisory lists?
5. How often does the proposed insured come to the US and for how long? How much time has the proposed insured spent in the US?
6. Does the proposed insured have interest(s) in a company (companies) in the US? Describe the relationship(s) i.e. is the proposed insured simply an investor or is the proposed insured on the board of directors?

7. Will all premiums be paid in U.S. dollars from a U.S. bank? Who will pay premiums?
  
8. Who will own policy? Will the application be applied for by a proposed policy owner with a U.S. address (e.g. a trust or limited liability company)?
  
9. Is the proposed insured an employee of a company in the US? What is his title, duties, or occupation?
  
10. Does the proposed insured own property in the US? Describe US holdings and accounts.
  
11. What is the purpose of coverage?
  
12. How much insurance coverage is desired from US insurers? Term or perm?
  
13. Is the proposed insured able to take all applications and exams in US? Can all solicitation and form requirements take place in the US?