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Subject: Communication on new updates!

Hello,

I wanted to connect with you about several new updates that happened this week and for Year-End deadline information.

TERMINATION FOR NON PRODUCTION (TNPP):

The 2018 TNPP process is in progress. Allianz began sending out pre-termination notifications to impacted individuals the week of October 5th. The process is done annually. Producers are terminated if they have not produced in the last 24 months. However, there are exceptions to the process, including:

- FMO Presidents
- Producers with sub agents/downlines that have produced in the last 24 months
- Added additional premium to a policy
- Limited other exceptions
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TNPP Frequently Asked Questions:

[If a producer has inforce policies will they be terminated?](#)

The decision will be based on the following criteria:

- If the agent is a fixed only producer, yes, they will be terminated if no production in the last 24 months.
- For registered reps under a BD, they will not be terminated if they have any variable assets under management (AUM).

[2.\) Was production across all lines of business considered?](#)

Yes, we will only terminate the contract/appointment if there has not been any production in any line of business during the last 24 months.

[3.\) Why is Allianz doing this?](#)

- Expense management, supporting Allianz Financial Excellence goal
- Two year termination of non-producers is the industry standard

APPLYNOW ENHANCEMENTS:

Two enhancements were recently implemented for ApplyNOW:

1.) eSignature Guide:

An ApplyNOW eSignature guide has been created to guide clients through the eSignature process when completing the signing ceremony via email. This guide is available on the Allianz Website ApplyNOW landing page next to the training Brainshark videos.

2.) Training mode message:

Messaging was added to each page of an application started when in training mode. On the Allianz Website ApplyNOW landing page financial professionals have two ApplyNOW options: "Try ApplyNOW – training only" and "Submit an application with ApplyNOW." If the producer chooses the training mode option in error, he/she may complete an entire application (including collecting client signatures), then not have the ability to submit the application. The new verbiage was added in an effort to draw attention to the fact that the application is in training mode and will not be able to be submitted to Allianz.

YEAR-END DEADLINES:

As we near the end of 2018, we wanted to reach out with some guidelines for placing business.

- Please let us know if you would like Bi-weekly or Monthly calls with your Relationship Lead to discuss high priority cases.
- All delivery requirements (including money and 1035 transfers) must be received in good order by 12/27/2018, to ensure placement in 2018.
- Allianz Life will be closed on Thursday, 11/22/18, and Friday 11/23/18, in observation of Thanksgiving.
- Allianz Life will be closed on Monday, 12/24/18, and Tuesday, 12/25/18, in observation of Christmas.
- Allianz Life will be closed on Tuesday, 1/1/2019, in observation of New Year's Day.

Accelerated Underwriting – exams will not be ordered until PHI is completed:

We are changing the way we process Accelerated Underwriting policies. If a new application is approved during initial review, the exam and labs will not be ordered until the Phone Interview is completed. This will ensure that the exam is not completed if Accelerated Underwriting is approved through the program. The exam order will be sent to the exam company after the PHI has been completed and reviewed by the underwriter.