

LifeLines

A Competitive Underwriting Alert

Enhanced High Net Worth Foreign Nationals Program

Help wealthy foreign national clients protect their assets and income

MassMutual®’s High Net Worth Foreign Nationals program has been enhanced to better help clients obtain the Whole Life Insurance coverage they need.



Who is eligible?

- Non-U.S. citizens (foreign citizens) who live outside the U.S. for more than 3 months.
- U.S. citizens living outside the U.S. for an extended time (either more than 3 months, or more than 6 months, depending on the country).

What’s changed after the enhancements?

	Old	New
Net Worth	Global net worth of at least \$5 million	Global net worth of \$5 million (\$10 million for premium-financed cases).
Minimum Case Requirement	\$10 million face amount	\$5 million minimum base policy face amount excluding riders, or \$250,000 minimum annual premium excluding riders.
Nexus Guidelines	Proof of connection to the U.S. by meeting a minimum of four nexus requirements.	Applicants need to meet one of the nexus requirements listed on the next page. ¹
Policy Ownership	Policies insuring foreign nationals must be owned by a U.S. resident individual or entity.	In addition to ownership by a U.S.-based trust with a U.S. trustee, a U.S.-based business, or U.S. LLC, individual ownership by the insured or their spouse is now permitted in certain countries.
Need for Coverage	U.S.-based needs only.	Global needs may be considered, subject to verification.
Passport Verification	All passport pages required.	Only the identity page of the passport is required. (All passport pages, or copies of other passports, may be requested at underwriter discretion.)

	Old	New
COR1999 Questionnaire	Submitted for review prior to the application.	Submitted with the formal or informal application, along with a cover letter.
Minimum Time in the U.S.	15 days in the past year.	Regular travel to the U.S., typically 15 days or more, not associated with the purchase of life insurance. Consideration will be given for special circumstances.
Cumulative Retention Limits	Up to \$7.5 million for A countries. Up to \$5 million for B countries.	Up to \$20 million for A countries. ² Up to \$15 million for B countries. ²

Nexus Requirements¹

Applicants need to meet one of the Nexus requirements listed below:

- Own a U.S. business or real estate.
- Work for a U.S.-domiciled company (not a foreign subsidiary).
- Have a relationship with a U.S. bank/financial institution, with a \$250,000 minimum balance for at least 6 months.
- Have a spouse or child (or grandchild with adequate financial justification) who resides legally in the U.S.

Additional Key Criteria³

Insurance Age	18-70
Eligible Countries	Residents of A and B countries are eligible, except for Japan, Spain and France due to national laws. Please refer to the updated U1015 High Net Worth Foreign Nationals Program Guide for a list of acceptable countries.
Plans and Riders	Individual whole life products only, subject to product limitations. Life Insurance Supplement Rider (LISR) and Additional Life Insurance Rider (ALIR) are available, subject to rider limitations. Chronic Illness Rider, LTC Rider, and Waiver of Premium are not available. CareChoice One and CareChoice Select are not available.
Ratings	Ultra Preferred Non-Tobacco is available for residents of A countries. Select Preferred Non-Tobacco is available for residents of B countries. Maximum substandard rating of Table D.
Pre-Paid Applications	No pre-paid (TLIR) applications are accepted.

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¹ For detailed nexus criteria and the required verifications, please consult the [High Net Worth Foreign Nationals Program Guide \(U1015\)](#).

² Maximum retention limits are subject to case details, including the insured's age and risk class.

³ For detailed eligibility criteria, please consult the [High Net Worth Foreign Nationals Program Guide \(U1015\)](#).

Underwriting guidelines and requirements are subject to change without notice as world conditions change.

