

High Net Worth Foreign Nationals Checklist

There are many moving parts to reaching a final decision on High Net Worth Foreign National applicants. For the best possible experience in the HNWFN arena (and to avoid unnecessary delays, repeat lab testing and disappointment), please refer to the following. Your business is very important to us, and this checklist will help ensure smoother processing and faster decisions.

Before application submission

- All application-related activity must be done in the United States, from solicitation to delivery and in between, including telephone interviews.
- As appropriate, consult with Advanced Sales on the suitability and design of your case.
- Submit a fully completed **COR1999 HNW Foreign Nationals Pre-Screen Questionnaire** to Underwriting.
- Medical and financial requirements may be required other than those listed in the **U98 Life Underwriting Requirements Guide** for age/amount. Please wait until the underwriter advises you before ordering Requirements.
- Due to additional lab tests needed by underwriting, MassMutual® labs must be newly drawn. Please do not order exam/labs until your underwriter tells you it is OK to submit an application, *and* you are ready to submit it.

- If MassMutual labs are too old to order required additional tests, new labs likely will be required.
- Labs from other companies are not acceptable because we are unable to order the required additional lab tests.
- If the PI is not fluent (speaks, reads and writes) in English, arrange to use an approved examiner that speaks the native language of the client.

At application submission

Submit an application only after the Underwriting team has advised you in an email to proceed with submitting an application.

- Do not collect premium at application. Applications should not include a Temporary Life Insurance Receipt (TLIR).
- **Include the following in the EZ App application submission package:**
 - Part 1 and required forms, fully completed and properly signed, dated and witnessed.

- **F6290 Foreign Supplement**
- Cover letter (**written or email**).
Please include the country of primary residence. A written statement is required, stating:
 - All solicitation activity occurred in the U.S.
 - An explanation of the need for U.S.-based life insurance.
 - The PI's identity verified from a current passport (from the country of residence): copy of all pages, the passport number, expiration date, and country of issue (if not provided elsewhere on the application).
 - **This letter fulfills a legal requirement and cannot be waived.**
- If the applicant/PI is not fluent in English, submit the appropriate **FR1119 Translation Acknowledgement form**.
- A copy of the underwriter's email letting you know it is OK to submit a full application.
- A copy of the **COR1999 HNW Foreign Nationals Pre-Screen Questionnaire** that you submitted earlier to underwriting.
- Any additional requirements (asset verification, ownership proofs, etc.) that were requested by the underwriter who reviewed the Pre-Screen Questionnaire. (See Nexus Verifications listed below).
- Ownership verification — **Individual owner:** government ID. **Trust:** **Certification of Trust Agreement F6734; Business: F7004 Acknowledgement and Consent to Employer-Owned Life Insurance; LLC:** Articles of Organization.
The underwriter may ask for additional information.

- Provide the country of **residence** in addition to the country of citizenship in the Details section, if not provided elsewhere.
- In Part 1/Section F chart, document all life insurance policies, including those issued outside the U.S.
- **U1011 Foreign National Disclosure Form** (for Panama, Argentina residents).

Required for all High Net Worth Foreign National applicants/PI (Both are required)

- Travel verification (at least 15 days travel annually to the U.S. are required).
- Copy of all pages of all passports held, **and**
- Minimum global net worth of \$5 million to support the requested coverage/premium.
- Most recent six consecutive months of bank, money market, CD, brokerage or other asset statements, **or**
- Foreign tax returns, **or**
- Financial institution letter of introduction from a private bank



Nexus verifications accepted

Attach proofs of the nexus verifications you listed on the **COR1999 HNW Foreign National Pre-Screen Questionnaire**. Refer to the Nexus chart below* for details.

U.S. assets of at least 25% of global net worth
(all must be in U.S. dollars and in English).
(**one** of the following).

- ☐ Most recent six consecutive months of bank, money market, CD, brokerage or other asset statements
- ☐ Financial institution letter of introduction from a private bank

Asset verification (banking, brokerage)
(**one** of the following).

- ☐ Most recent six consecutive months of bank, money market, CD, brokerage or other asset statements
- ☐ Financial institution letter of introduction from a private bank

U.S. employment verification
(**one** of the following).

- ☐ W2
- ☐ Tax returns for the past two tax years
- ☐ Employment verification letter

Business owner verification
(**one** of the following).

- ☐ Most recent tax return including Schedule C and/or K1
- ☐ Copy of DBA
- ☐ Articles of Incorporation
- ☐ Stock ownership documents
- ☐ Share certificates
- ☐ Articles of Organization

Real estate verification
(**one** of the following).

- ☐ Warranty deed
- ☐ Property tax statement
- ☐ Mortgage statement

U.S. tax liability verification — required for all premium-financed cases and for nexus proof of U.S. tax liability. (**one** of the following)

- ☐ Tax returns for the past two tax years (business and/or personal)
- ☐ 4506T

Family verification

- ☐ Copy of immediate family members' proof of U.S. citizenship, naturalization, or 10-year green card.



Nexus Eligibility Guidelines

Applicant/Proposed Insured must meet **both** requirements in Column 1, and at least one requirement listed in *each* of columns 2 and 3.

1	2	3
High Net Worth Program Requirements (Both of the following)	High Net Worth Nexus (One of the following)	High Net Worth Additional Requirements (One of the following)
Annual U.S. travel of at least 15 days in the preceding 12 months Verification: copy of all pages of passport.	Owns real estate in the U.S. Verification: Warranty deed, property tax statements or mortgage statements.	U.S. Tax Liability Verification: Copy of most recent U.S. tax return for the past 2 years (business and/or personal), 4506T
And Minimum global net worth of \$5,000,000 Verified income and U.S. assets will support the amount of coverage and premium. Verification: See banking tie verification, foreign tax returns.	Or Owns a U.S. business Verification: Most recent tax return with Schedule C and/or K1, copy of DBA, Articles of Incorporation, stock ownership documents, share certificates, Articles of Organization.	Or Spouse and/or children residing legally in the U.S. Verification: Copy of immediate family member proof of U.S. citizenship, naturalization or 10-year green card.
	Or Works for a U.S. company Verification: W2, tax return or employment verification letter.	Or U.S. assets minimum 25% of global net worth Verification: See banking tie verification.
	Or Has a banking relationship with a U.S. bank or financial institution for at least 6-12 months. Minimum \$250,000 balance required. Verification: Last 6 consecutive months of bank, money market, CD, brokerage or other asset statements, or financial institution letter of introduction from a private bank.	

Note: Verifications must be in English and U.S. Dollars

