

Allianz Life Insurance Company of North America

P

For financial professional use only.
Not for use with the public.

Agent Product Guide

Life Portfolio



For all that's ahead.SM

Allianz 



Allianz Life Pro+SM Fixed Index Universal Life Insurance Policy

| | | | | |
|--|---|--|---|---|
| Product positioning | May be a good fit for those clients who need life insurance and like the opportunity to accumulate cash value based on indexed interest. The cash value can be accessed income-tax-free for future needs, such as supplemental college funding or retirement income – and can also be protected from the effects of inflation. | | | |
| Actual issue ages | 0-80 | | | |
| Issue amounts (Death benefits greater than our internal retention, autobind, or jumbo limits will need reinsurance consideration.) | <ul style="list-style-type: none"> • \$100,000 minimum on primary insured • \$65,000,000 maximum (subject to limitations) | | | |
| Premium bands | • \$100,000-\$299,999 | • \$300,000-\$499,999 | • \$500,000-\$999,999 | • \$1,000,000+ |
| Minimum premium, based on age, gender, and risk class, but never less than the following | \$25/month, \$300/year | | | |
| Additional features | Death benefit options (DB) <ul style="list-style-type: none"> • 10-year minimum DB guarantee • Option A – level DB • Option B – increasing DB • Option C – DB plus return of premium (only available at issue) Age 120 <ul style="list-style-type: none"> • Death benefit equals accumulation value. • All loans become Preferred. • No premiums accepted • No charges assessed or bonuses applied after age 120 Select Index Allocations (available at an additional cost) <ul style="list-style-type: none"> • Blended index with annual point-to-point crediting • Blended index with monthly average crediting • S&P 500 index with annual point-to-point crediting | | Standard Index Allocations Policyholder may select options in increments of 1% and change selections on every policy anniversary. <ul style="list-style-type: none"> • S&P 500 • Nasdaq-100[®] • Blended index (See the back for details.) Crediting methods available <ul style="list-style-type: none"> • Annual point-to-point • Monthly average • Monthly sum | |
| Risk classes | <ul style="list-style-type: none"> • Nontobacco (Preferred Plus, Preferred, Standard) • Tobacco (Preferred, Standard) • Juvenile (ages 0-17) • Ask about our Lifestyle Credits Program | | | |
| Minimum guaranteed interest rate | 2%. Illustrated rates assume a guaranteed interest rate of 2%, guaranteed maximum premium charges, maximum expense charges, maximum cost of insurance rates, and credited bonuses, if applicable. | | | |
| Surrender charge | 15 years decreasing (based on gender, age, death benefit amount, and risk class) | | | |
| Policy loans (Loans reduce the policy's death benefit and may cause the policy to lapse. In the event of policy lapse, outstanding policy loans in excess of the policy's unrecovered cost basis will be taxable as ordinary income.) | Participating loan from an indexed allocation: 5.3% interest in advance, potentially offset by index interest, but is not guaranteed Standard loan from fixed interest account during first 10 policy years: 3.85% interest in advance, net cost 2% Preferred loan from fixed interest account after 10 th policy year: 1.96% interest in advance, net cost 0%; at age 120 all policy loans become preferred loans. | | | |
| Survivor benefit | Death benefit increases 10% if beneficiary chooses to take policy proceeds over a period of 10 years or longer. | | | |
| Benefits/options included at no additional cost | Terminal illness accelerated benefit | | | |
| Optional riders (Riders incur an additional cost and may not be available in all states.) | <ul style="list-style-type: none"> • Inflation Protection • Waiver of Specified Premium • Enhanced Liquidity | <ul style="list-style-type: none"> • Enhanced Cash Value • Additional Term • Other Insured Term | <ul style="list-style-type: none"> • Child Term • Long Term Care Accelerated Benefit | <ul style="list-style-type: none"> • Loan Protection |
| Top GA commissions (Refer to your commission schedule for complete details.) | <ul style="list-style-type: none"> • Option A: No trail commission Higher first year, excess, and renewals (years 2-10) • First-year commission for policies with the Enhanced Liquidity Rider (ELO) will be paid in five annual installments; with the Enhanced Cash Value Rider (ECVR), the first-year target commission will be paid in six annual installments. | | <ul style="list-style-type: none"> • Option B: Trail commissions Pays out less first-year commission, but higher commissions in years 2 through 6 | |

GenDex Survivor® Fixed Index Universal Life Insurance Policy

Designed to **insure two people** with one policy. It provides a good blend of potential cash value accumulation and guarantees. May be suitable for married couples, as well as business partners.

18-80

- \$250,000 minimum
- \$65,000,000 maximum (subject to limitations)

- \$250,000-\$499,999
- \$500,000-\$999,999
- \$1,000,000+

\$25/month, \$300/year

Death benefit options (DB)

- 10-year minimum DB guarantee
- Option A – level DB
- Option B – increasing DB
- Option C – DB plus return of premium (only available at issue)

Age 120

- Death benefit equals accumulation value.
- All loans become Preferred.
- No premiums accepted
- No charges assessed or bonuses applied after age 120

Crediting methods

- Annual point-to-point
- Monthly average
- Monthly sum

Policy Split Option

- Allows two insured people to split policy equally if marriage or business relationship ends (subject to additional requirements), or in case of certain federal estate tax law changes.

- If First-to-Die Rider is chosen, Policy Split Option can be utilized without evidence of insurability.
- Included at no additional cost (unless one insured is rated uninsurable.)

Index options

Policyholder may select options in increments of 1% and change selections on every policy anniversary.

- S&P 500
- Nasdaq-100
- EURO STOXX 50
- Blended index (See the back for details.)
- Fixed interest allocation

Annual floor

Choice of a 0% annual floor or a 1% annual floor

Enhanced values

Interest rate bonus – Starting in the 11th policy year through the younger insured's age 120 – earn an interest rate bonus of 0.50% annually on policy's unloaned accumulation value.

- Nontobacco (Preferred Plus, Preferred, Standard)
- Tobacco (Preferred, Standard)

2%. Illustrated rates assume a guaranteed interest rate of 2%, guaranteed maximum premium charges, maximum expense charges, maximum cost of insurance rates, and credited bonuses, if applicable.

19 years decreasing (based on gender, age, death benefit amount, and risk class)

Participating loan from an indexed allocation: 6% interest in advance, potentially offset by index gains

Standard loan from fixed interest account during first 10 policy years: 4% interest in advance, net cost 2%

Preferred loan from fixed interest account during policy years 11+: 2% interest in advance, net cost 0%; at age 120 all policy loans become preferred loans.

Death benefit increases 10% if beneficiary chooses to take policy proceeds over a period of 10 years or longer.

Policy split option

- Waiver of Monthly Deduction available on death benefits of \$3,000,000 or less
- Waiver of Specified Premium
- Estate Protection
- Enhanced Liquidity
- First-to-Die
- Loan Protection

- **Option A:** No trail commission
Higher first year, excess, and renewals (years 2-10)
- First-year commission for policies with Enhanced Liquidity Rider (ELO) will be paid in six annual installments.

- **Option B:** Trail commissions
Less than option A – first year, excess, and renewals (years 2-10) Plus trail commissions for years 2-14. Available for issue age 35 and older. Not available with the ELO

GenDex Foundation®

Fixed Index Universal Life Insurance Policy

May be a good fit for the policyholder who wants life insurance coverage – and guarantees – with more premium flexibility.

0-80

- \$100,000 minimum on primary insured
- \$65,000,000 maximum (subject to limitations)

- \$100,000-\$199,999
- \$200,000-\$499,999
- \$500,000-\$999,999
- \$1,000,000+

\$25/month, \$300/year

Death benefit options (DB)

- Option A – level DB
- Option B – increasing DB
- Option C – DB plus return of premium (only available at issue)

Death benefit guarantee

- Issue age 0-50 = 20 years
- Issue age 51-60 = 15 years
- Issue age 61+ = 10 years

Age 120

- Death benefit equals accumulation value.
- All loans become Preferred.
- No premiums accepted
- No charges assessed or bonuses applied after age 120

Crediting methods

- Annual point-to-point
- Monthly average
- Monthly sum

Index options

Policyholder may select options in increments of 1% and change selections on every policy anniversary.

- S&P 500
- Nasdaq-100
- EURO STOXX 50
- Blended index (See the back for details.)
- Fixed interest allocation

Annual floor

The annual adjustable floor may change each policy year, but will never be less than 1%.

Enhanced values

Accumulation value bonus – Beginning on the 10th policy anniversary, the current value and guaranteed accumulation value will be credited with an accumulation value bonus. The initial bonus is .20%. Beginning on the 20th policy anniversary the bonus may increase to .40%. This increase is not guaranteed. The bonus will be applied at the end of each policy year. The bonus will be received until the policy anniversary when the insured's age is 120.

- Nontobacco (Super Preferred, Preferred Plus, Preferred, Standard)
- Tobacco (Preferred, Standard) • Juvenile

2%. Illustrated rates assume a guaranteed interest rate of 2%, guaranteed maximum premium charges, maximum expense charges, maximum cost of insurance rates, and credited bonuses, if applicable.

15 years decreasing (based on gender, age, death benefit amount, and risk class)

Participating loan from an indexed allocation: 7.40% Interest in advance, potentially offset by index gains

Standard loan from fixed interest account during first 10 policy years: 4% interest in advance, net cost 2%

Preferred loan from fixed interest account after 10th policy year: 2% interest in advance, net cost 0%; at age 120 all policy loans become preferred loans.

Death benefit increases 10% if beneficiary chooses to take policy proceeds over a period of 10 years or longer.

Terminal illness accelerated benefit

- Waiver of Monthly Deduction available on death benefits of \$3,000,000 or less
- Waiver of Specified Premium
- Other Insured Term
- Child Term
- Long Term Care (LTC) Accelerated Benefit
- Loan Protection

• **Option A:** No trail commission, higher first year, excess, and renewals (years 2-10)

• **Option B:** Not available on this product

| Generation Planner II® Life Insurance Policy | Allianz Legacy Planner® Life Insurance Policy | | | | | | | | | | | | | | |
|---|--|-------------|----------------|---|-----|---|-----|---|-----|---|-----|------|------|-----|----|
| Offers universal life protection with no-lapse death benefit to age 120 guaranteed, if minimum premiums are paid as scheduled, and no partial surrenders or loans have been taken. | Combines a single premium option, limited underwriting, and simple protection in a universal life insurance policy. | | | | | | | | | | | | | | |
| 0-80 | <ul style="list-style-type: none"> • 50-85 Nontobacco • 50-79 Tobacco | | | | | | | | | | | | | | |
| <ul style="list-style-type: none"> • \$100,000 minimum • \$5,000,000 maximum (subject to limitations) | <ul style="list-style-type: none"> • \$25,000 minimum • \$250,000 maximum | | | | | | | | | | | | | | |
| <ul style="list-style-type: none"> • \$100,000-\$199,999 • \$200,000-\$499,999 • \$500,000-\$999,999 • \$1,000,000+ \$25/month, \$300/year | NA (No premium greater than \$100,000) See rate sheet (M5073) | | | | | | | | | | | | | | |
| <p>Death benefit</p> <ul style="list-style-type: none"> • No-lapse. Guarantees coverage to age 120, regardless of cash value of contract if specified premiums are paid as scheduled, no partial surrenders or loans have been taken, and there has not been an increase in any rider charge, if applicable <p>Age 100</p> <ul style="list-style-type: none"> • No premium is required after age 100 • Bonuses end at age 100. • Policy expense and charges end at age 100. <p>Enhanced values</p> Interest bonus – Bonus rate of .25% guaranteed on unloaned accumulation value after year 10 <ul style="list-style-type: none"> • Bonuses end at insured's age 100. | <ul style="list-style-type: none"> • Simplified issue • Single premium • If policy is surrendered in years 1 to 10 (without any outstanding loans and/or withdrawals) Enhanced Cash Value (ECV) benefit guarantees the following graded percentage: <table border="1" data-bbox="909 819 1201 1067"> <thead> <tr> <th>Policy year</th> <th>ECV percentage</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>80%</td> </tr> <tr> <td>2</td> <td>85%</td> </tr> <tr> <td>3</td> <td>90%</td> </tr> <tr> <td>4</td> <td>95%</td> </tr> <tr> <td>5-10</td> <td>100%</td> </tr> <tr> <td>11+</td> <td>0%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> • For policy years 11+ the EVC is the accumulation value less the surrender charge and any policy loans. | Policy year | ECV percentage | 1 | 80% | 2 | 85% | 3 | 90% | 4 | 95% | 5-10 | 100% | 11+ | 0% |
| Policy year | ECV percentage | | | | | | | | | | | | | | |
| 1 | 80% | | | | | | | | | | | | | | |
| 2 | 85% | | | | | | | | | | | | | | |
| 3 | 90% | | | | | | | | | | | | | | |
| 4 | 95% | | | | | | | | | | | | | | |
| 5-10 | 100% | | | | | | | | | | | | | | |
| 11+ | 0% | | | | | | | | | | | | | | |
| <ul style="list-style-type: none"> • Nontobacco (SuperSelect, Select Plus, Select, Nontobacco) • Tobacco (Preferred Plus, Preferred) • Juvenile Select | <ul style="list-style-type: none"> • Nontobacco • Tobacco | | | | | | | | | | | | | | |
| 2%. Illustrated rates assume a guaranteed interest rate of 2%, guaranteed maximum premium charges, maximum expense charges, maximum cost of insurance rates, and credited bonuses, if applicable. | 2%. Illustrated rates assume a guaranteed interest rate of 2%, guaranteed maximum premium charges, maximum expense charges, maximum cost of insurance rates, and credited bonuses, if applicable. | | | | | | | | | | | | | | |
| 20 years decreasing (based on gender, age, death benefit amount, and risk class) | 20 years decreasing (based on gender, age, death benefit amount, and risk class) | | | | | | | | | | | | | | |
| <p>Standard loan during first 10 policy years: 4% interest in advance, net cost 2%</p> <p>Preferred loan during policy years 11+: 2% interest in advance, net cost 0%</p> | <p>Standard loan during first 10 policy years: 4% interest in advance, net cost 2%</p> <p>Preferred loan during policy years 11+: 2% interest in advance, net cost 0%.</p> | | | | | | | | | | | | | | |
| Death benefit increases 10% if beneficiary chooses to take policy proceeds over a period of 10 years or longer. | Death benefit increases 10% if beneficiary chooses to take policy proceeds over a period of 10 years or longer. | | | | | | | | | | | | | | |
| Terminal illness accelerated benefit | Terminal illness accelerated benefit | | | | | | | | | | | | | | |
| <ul style="list-style-type: none"> • Long Term Care Accelerated Benefit • Child Term (convertible) • Waiver of Premium, available on death benefits of \$3,000,000 or less | NA | | | | | | | | | | | | | | |
| <ul style="list-style-type: none"> • 85% of the first-year target premium (up to \$90 of \$1,000 face amount) • 2% first-year excess premium • 2% renewals years 2-10 | Percentage of all premiums received in the first year: <ul style="list-style-type: none"> • 12% – Ages 50-69 • 8.5% – Ages 70-79 • 6% – Ages 80-85 • No renewals | | | | | | | | | | | | | | |

Indexing options for GenDex Series:

- S&P 500
- Nasdaq-100®
- EURO STOXX 50®
- A blended index option comprised of the following indexes (with their percentage of the overall blended index option):
 - Dow Jones Industrial Average (35%)
 - Barclays Capital U.S. Aggregate Bond Index (35%)
 - Euro STOXX 50 Index (20%)
 - Russell 2000® Index (10%)

Standard & Poor's 500® index (S&P 500®) is comprised of 500 stocks representing major U.S. industrial sectors. "Standard & Poor's®," "S&P®," "S&P 500®," "Standard & Poor's 500," and "500" are trademarks of The McGraw-Hill Companies, Inc. and have been licensed for use by Allianz Life Insurance Company of North America. The product is not sponsored, endorsed, sold, or promoted by Standard & Poor's and Standard & Poor's makes no representation regarding the advisability of purchasing the product.

The Nasdaq-100 Index® includes 100 of the largest domestic and international non-financial securities listed on The Nasdaq Stock Market, based on capitalization. The Nasdaq-100®, Nasdaq-100 Index, Nasdaq®, and OMX® are registered trademarks of NASDAQ OMX Group, Inc. (which with its affiliates are the Corporations) and are licensed for use by Allianz Life Insurance Company of North America. The product(s) have not been passed on by the Corporations as to their legality or suitability. The product(s) are not issued, endorsed, sold, or promoted by the Corporations. **THE CORPORATIONS MAKE NO WARRANTIES AND BEAR NO LIABILITY WITH RESPECT TO THE PRODUCT(S).**

The EURO STOXX 50® Index, Europe's leading blue-chip index for the Eurozone, provides a blue-chip representation of supersector leaders in the Eurozone. The Index covers 50 stocks from 12 Eurozone countries: Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Portugal, and Spain. The EURO STOXX 50 is the intellectual property (including registered trademarks) of STOXX Limited, Zurich, Switzerland. Allianz products based on the Index are in no way sponsored, endorsed, sold, or promoted by STOXX and shall not have any liability with respect thereto.

The Dow Jones Industrial AverageSM is a popular indicator of the stock market based on the average closing prices of 30 active U.S. stocks representative of the overall economy.

The Barclays Capital U.S. Aggregate Bond Index is comprised of U.S. investment-grade, fixed-rate bond market securities, including government agency, corporate, and mortgage-backed securities. Barclays Capital and Barclays Capital U.S. Aggregate Bond Index are trademarks of Barclays Capital Inc. ("Barclays Capital"). Allianz products are not sponsored, endorsed, sold, or promoted by Barclays Capital. Barclays Capital makes no representation or warranty, express or implied, to the owners of Allianz products or any member of the public regarding the advisability of investing in securities generally or in Allianz products particularly or the ability of the Barclays Capital indices, including without limitation, the Barclays Capital U.S. Aggregate Bond Index, to track general bond market performance. Barclays Capital's only relationship to Allianz Life Insurance Company of North America and its affiliates ("Allianz") is the licensing of the Barclays Capital U.S. Aggregate Bond Index which is determined, composed, and calculated by Barclays Capital without regard to Allianz or Allianz products. Barclays Capital has no obligation to take the needs of Allianz or the owners of Allianz products into consideration in determining, composing, or calculating the Barclays Capital U.S. Aggregate Bond Index. Barclays Capital is not responsible for and has not participated in the determination of the timing of, prices of, or quantities of Allianz products to be issued or in the determination or calculation of the equation by which Allianz products are to be converted into cash. Barclays Capital has no obligation or liability in connection with the administration, marketing, or trading of Allianz products. Barclays Capital does not guarantee the quality, accuracy, and/or the completeness of the Barclays Capital indices, or any data included therein, or otherwise obtained by Allianz, owners of Allianz products, or any other person or entity from the use of the Barclays Capital indices, including without limitation, the Barclays Capital U.S. Aggregate Bond Index, in connection with the rights licensed hereunder or for any other use. Barclays Capital makes no express or implied warranties, and hereby expressly disclaims all warranties of merchantability or fitness for a particular purpose or use with respect to the Barclays Capital indices, including without limitation, the Barclays Capital U.S. Aggregate Bond Index, or any data included therein. Without limiting any of the foregoing, in no event shall Barclays Capital have any liability for any special, punitive, indirect, or consequential damages (including lost profits), even if notified of the possibility of such damages.

Russell 2000® Index is an equity index representing 2,000 of the smallest companies within the larger Russell 3000® Index. It is often looked at as one benchmark for small stock investors. Russell 2000 is a registered service mark of Frank Russell Company.

Guarantees are backed by the financial strength and claims-paying ability of Allianz Life Insurance Company of North America.

www.allianzlife.com

Products are issued by:
Allianz Life Insurance Company
of North America
PO Box 59060
Minneapolis, MN 55459-0060
800.950.7372

For financial professional use only – not for use with the public.
Product and feature availability may vary by state.

Allianz Life Pro+SM Fixed Index Universal Life Insurance Policy
P54350
GenDex Foundation® Fixed Index Universal Life Insurance Policy
PS52453-01
GenDex Survivor® Fixed Index Universal Life Insurance Policy
P52704
Generation Planner II® Life Insurance Policy
P50537 with PR95102
Allianz Legacy Planner® Life Insurance Policy
P50996-01

(R-7/2011)