



FASTeam  
800-950-7372

## New to California clients: Chronic Illness Accelerated Death Benefit Rider

It's what you've been waiting for – and will help make us more competitive than ever

**Allianz Life Pro+ Advantage<sup>SM</sup>** Fixed Index Universal Life Insurance Policy starts with an income-tax-free death benefit.<sup>§</sup>

And now, the optional **chronic illness rider accelerates a portion of the death benefit** if the insured becomes chronically ill or cognitively impaired (under specific criteria).<sup>§§</sup>

The rider is available for both new business and inforce policies.

[› Get more details](#)

## Bonus increases coming June 2

We are pleased to announce the following change(s) to new business **effective June 2, 2020**:

### **Allianz Benefit Control<sup>SM</sup> Annuity:**

- The PIV premium bonus<sup>+</sup> is increasing from 6% to 10%

Allianz Benefit Control will also be launching in Idaho, Oregon, and Virginia on June 2. [View product details and take your new product training today.](#)

### **Allianz 222<sup>®</sup> Annuity:**

- PIV premium bonus<sup>+</sup> is increasing from 10% to 15%

› June 2 product change business rules

**For more information and help with your next case, reach out to your Allianz representative.**

C64370-MVA, R95581-01-MVA

C54370-MVA, R95352-MVA

**Core Income 7 enhancements coming soon to California and Hawaii.**

We are giving more choices, flexibility, and control to your clients with increased benefits to Core Income 7<sup>®</sup> fixed index annuity, available June 2, 2020.

› [View enhancements](#)

C54370-MVA

## Allianz presents: LEAD speaker series

We remain committed to being industry leaders in providing new and innovative ways to help you and your business adapt to our current fast-changing environment.

With our latest endeavor, we've partnered with industry-renowned speakers to bring you the Allianz **LEAD** series, a virtual educational opportunity designed to help you:

**L**earn from thought leaders

**E**nhance your insights and thrive in this new normal

**A**dapt your business to succeed

**D**eliver the best to your clients

Our series kicks off May 20, 2020 with dynamic speaker Stephen Harvill, CEO of Creative Ventures.

› View our current speaker lineup and register today!

## We are excited to share a special two-minute audiocast message from Chief Distribution Officer Eric Thomes

In his message, Eric talks about the power of having a mindset of resiliency in these unprecedented times. He shares an inspiring message of “Mindset over Skillset” and how, in the middle of every difficulty, lies opportunity.

› Take a listen

## Here's a new way to connect with your clients.

Show your clients the value of virtual meetings.

Virtual meetings can be a great way to stay connected, but your clients may have questions about how the process works. Our [Virtual Sales Kit](#) can help you explain it.

Our exclusive kit includes a prewritten email template you can use to invite your clients to a virtual meeting. Then, you can follow up with our fact sheet that explains the process to your clients – so they know what to expect, and how to prepare.

And don't forget to check out the other resources in our [Virtual Sales Kit](#). You'll find step-by-step checklists, tips for setting up your virtual meetings, and more.

For more information, contact your Allianz representative.

## Nonresident sale reminder: Protect your practice

A nonresident or cross-border sale occurs when a resident of one state purchases an insurance policy/annuity contract in another state (e.g., a Florida resident purchases a Georgia contract).

[See the list](#) of our acceptable reasons an owner can purchase a contract outside of their resident state and more.

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### NOTEWORTHY

› [Memorial Day hours](#)

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[www.allianzlife.com/new-york](http://www.allianzlife.com/new-york)

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Allianz Life Insurance Company of North America



Allianz Life Insurance Company of New York