Allianz

ALLIANZ TODAY EMAIL NEWSLETTER

FASTeam
800-950-7372

Rates

Preview rates available now!

New rates are typically effective the first Tuesday of the month, with a preview of declared rates available one week prior.

› View now

Upcoming FIA product changes effective April 7, 2020

A key reason you recommend fixed index annuities (FIAs) is the protection that they offer your clients. The value of that protection is never as clear as in times like these. Interest rates have recently established new historic lows and market volatility is once again in the headlines. Of course, the protection you recommend relies on the carrier that backs those guarantees to your clients.

As you know, Allianz Life® takes its obligation to ensure the products we offer are sustainable in any environment very seriously. This obligation is why, in preparation for economic environments such as this, we've already filed and launched changes to several of our products that allow us to better manage risk in challenging environments. Those enhancements allow us to pass on more value to your clients even in the most challenging times. This forethought and discipline is why we have weathered financial crises in the past and intend to weather whatever the financial environment delivers now and in the future.

In light of the current environment, we will be making the following changes to new business effective Tuesday, April 7, 2020. These changes are necessary to ensure the sustainability of our products. Please keep in mind, without the product enhancements that either are launching with these changes or were previously launched, the required adjustments to the benefits would have been greater.

Thank you for your continued support, and remember – with Allianz, a promise is a promise.

› See what's launching / changing

A combination of benefits **you'll never forget**

Coming to California and New Jersey April 7

We brought you the #1 selling fixed index annuity (FIA) of all time[1] whose benefits are as simple to remember as "**222.**" Now comes the new FIA whose benefits are as easy to remember as "**ABC.**"

› See the new Allianz Benefit Control

C64237-MVA, R95581-MVA

At Allianz, a promise is a promise

We're committed to keeping our promises to you and your clients – in any market environment. While this environment is certainly different, what's not different is Allianz Life Insurance Company of North America (Allianz). We remain dedicated to earning your and your clients' trust.

› Share the strength of Allianz with your clients

March tip – Protect your practice with suitable sales on added premium

You know the importance of ensuring an initial product sale is suitable for your clients.

- Are your additional annuity premium sales also suitable?
- Does an additional suitability determination need to be made?

We will now be conducting a suitability review on add premiums.

› Find out more now

Deciding when to retire may not be as simple as it used to be.

Today's retirees are facing a volatile economy and living longer than the generations before them. These tools can help your clients understand some of the opportunities and challenges they may face in retirement.

Contact your representative to order copies today.

Client brochure

Client invitation

Client presentation

Tips for talking to your clients about uncertainty

As COVID-19 impacts economies and millions of people around the world, it's likely some of your clients feel anxious or even scared. As a financial professional you are in a unique position to help them navigate this unprecedented environment.

› Here are three tangible ways you can help

What to consider when moving Allianz FIAs

Did you know FIA commissions are vested for life? Commissionable Agent/Producer changes require multiple signatures. Learn more about agent of record change types and what signatures you may need to move FIA business.

› Learn more

Preventing elder financial abuse

Elder financial abuse remains an underreported and misunderstood issue – one likely to get worse as America's baby boomer population ages.

This type of fraud often involves the unauthorized or improper use of an elder's resources for monetary or personal gain – and sadly, it's often not recognized or reported. We have tools available to you to educate you and your clients about elder financial abuse.

› Find out more

NOTEWORTHY

› Monthly Market Update – March issue

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COMPANY OF NORTH AMERICA

www.allianzlife.com
www.allianzlife.com/new-york

Allianz Life Insurance Company of North America

Allianz Life Insurance Company of New York

[1]Wink's Sales & Market Report, 3Q 2019

Guarantees are backed by the financial strength and claims-paying ability of the issuing company. Variable annuity guarantees do not apply to the performance of the variable subaccounts, which will fluctuate with market conditions.

Retirement consultants market and distribute products manufactured by Allianz Life Insurance Company of North America and Allianz Life Insurance Company of New York. Retirement consultants provide education and information related to products they market and do not provide financial or investment advice.

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Product and feature availability may vary by state and broker/dealer.

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