

Allianz Premium Financing Standards Addendum

As an Addendum to the Allianz Agent Agreement, the undersigned producer/Premium Financing Agent ("Agent") agrees that he/she will meet the standards listed in this Addendum whenever a life insurance policy issued by Allianz Life Insurance Company of North America ("Allianz") is sold as part of the Premium Financing Arrangements ("PFAs").

The following standards are the minimum requirements for doing business with Allianz as an Agent as of the date shown below:

1. The PFA Program must not be marketed as "free insurance" to the person or entity ("Borrower") that purchases the Allianz policy using a PFA for any part of the loan repayment period.
2. The loan agreement must require the Borrower to repay 100% of the amount loaned to the Borrower by the applicable lender. The loan agreement must not provide for "non-recourse" borrowing on any part of the loan amount (100% of the loan amount must be based on "recourse" borrowing).
3. The Agent is not permitted to take ownership of the Allianz policy at any time.
4. The loan agreement must not be established without collateral that has a market value of at least 100% of the outstanding loan amount. The collateral must consist of personal or business assets and cannot be merely a personal guaranty.
5. Allianz has approved the Agent as one of its Premium Financing Agents based in part on the source(s) of the funds used by him/her to make Allianz premium financing loans. For this reason, the Agent agrees that he/she will not change the source(s) of such loan funds without the prior written approval of Allianz.
6. The Borrower, if not the person insured under the Allianz life insurance policy, must have an insurable interest in the person insured by the Allianz policy that is purchased via the PFA.
7. Without prior approval, the portion of the death benefit not assigned to the bank must be payable to the policy owner's named beneficiary during the term of the loan. Such named beneficiary must be someone other than the Agent, the Premium Financing Administrator or a life settlement company. Such named beneficiary must also be someone other than the applicable lender except for the part of the death benefit relating to the payoff of the premium financing loan.
8. In addition to the above requirements, the requirements found on the "Premium financing requirements" guide (form M-5719), or as updated, must be followed.

This Addendum is effective_____.

Name of Agent

Address of Agent

Officer Name, if applicable (Print)

Signature

Date