Allianz

Allianz Life Insurance Company of North America

Your Allianz Life Insurance Sales Team

Scott Kellen, RICP®, CLU®
Divisional Vice President
952.484.1920
scott.kellen@allianzlife.com

Paul Huber, RICP®, CLU®
Divisional Sales Director
651.210.0643
paul.huber@allianzlife.com

Krista Johnson, ChFC®, CLU®, CRPC®
Divisional Sales Consultant
612.597.9225
krista.johnson@allianzlife.com

Cole Kellen
Internal Sales Consultant
763.765.5495
cole.kellen@allianzlife.com

Megan Holm
Relationship Manager
Contact for escalations on policies
763.765.7345 ext. 37345
megan.holm@allianzlife.com

FOR GENERAL SALES SUPPORT please call the Life Case Design team at **800.950.7372 (option 1, then option 2)**

Important contacts

Sales, Marketing, and Business Tools
www.allianzlife.com/lifesalestools

Pre-Formal Underwriting
Quick Quotes: Allianzquickquotes.com
Informals: lifeinsurance@send.allianzlife.com

Processing Documentation
lifeinsurance@send.allianzlife.com

Mailing address
Allianz Life, Attn: Life New Business
5901 Golden Hills Drive
Minneapolis, MN 55416

Licensing and Contracting
Contracting.West@allianzlife.com

Commissions
Commissions.Central@allianzlife.com

For specific contacts for your FMO, please refer to the New Business contact sheet for your FMO.

Resource guide

Your source for enhanced tools, training, and strategic support to help drive business growth

DISTRIBUTION SALES STRATEGIES SUPPORT

Our product and sales consultants can help you with all of your marketer/sales support and financial professional sales strategy needs.

We can help you with targeted and customized sales development programs to address a wide array of your business needs. Whether virtual, in-person, or hybrid, our sales programs can help your financial professionals, marketers, and sales support staff be more efficient and effective.

→ **CALL your Allianz® representative to leverage these resources**

ADVANCED PLANNING SUPPORT

Our resource teams can help you with your retirement and advanced planning needs.

Looking for individualized case support, advanced markets technical knowledge, product details, or marketing tools and resources? Our teams of experienced CERTIFIED FINANCIAL PLANNER™ professionals, tax attorneys, and advanced planning strategists are ready to help; they're just a call or click away.[1]

→ **CALL Advanced Strategies at 800.800.3220 or EMAIL AdvancedStrategies@AllianzLife.com**

SALES TOOLS SUPPORT

If you want to leverage every ounce of value from your illustrations, we can help.

Our team can show you how to enhance sales potential by leveraging powerful tools available within our illustrations that help tell the story. And our tools don't end there; we have a number of resources that can help determine how a Life Insurance Policy could help meet your clients' needs for financial protection now and in the future.

For example:

- Allianz Showcase: Helps provide education to your clients on how policy values could be impacted by bonuses based on your selections.
- Ensight: A digital tool that complements our life insurance illustration software with interactive and customizable visuals to help show the value of fixed index universal life (FIUL) insurance products.
- Backcasting Tool: This tool is designed to help clients and their financial professional understand the chances of success when evaluating illustrated rates for specific index allocation options.
- Allocation Insights Tool: See how allocation options could perform differently from each other in a variety of market conditions.

→ **CALL your Allianz® representative to leverage these resources**

Sales development resources

FMO/AFMO focused:

Virtual sales meetings
Customized training based on your or your firm's priorities and goals

Product technical
Curriculum at firm-level or producer-level

Sales ideas
Strategies to get the most out of sales pieces

Illustrations and calculators
How to optimize their use in sales meetings

Website tools
Effectively leveraging video learning modules, client-facing material, and financial professional sales support material

[1] Allianz Life Insurance Company of North America does not provide financial planning services.