

# 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



Robert Richert  
**Vice President of Life  
Advanced Markets**  
612.247.2401  
robert.richert@allianzlife.com



Angela Forga  
**Relationship Manager**  
*Contact for escalations  
on policies*  
763.765.5843 ext. 35843  
angela.forga@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](http://www.allianzlife.com/lifesalestools)



**Pre-Formal Underwriting**  
*Quick Quotes:* [allianzquickquotes@allianzlife.com](mailto:allianzquickquotes@allianzlife.com)  
*Informals:* [lifeinsurance@send.allianzlife.com](mailto:lifeinsurance@send.allianzlife.com)



**Processing Documentation**  
[lifeinsurance@send.allianzlife.com](mailto:lifeinsurance@send.allianzlife.com)



**Mailing address**  
**Overnight mail:** Allianz Life  
5701 Golden Hills Drive  
Minneapolis, MN 55416  
**Regular mail:** Allianz Life  
PO Box 59060  
Minneapolis, MN 55459-0060



**Licensing and Contracting**  
[contracting.west@allianzlife.com](mailto:contracting.west@allianzlife.com)



**Commissions**  
[commissions.central@allianzlife.com](mailto: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.<sup>1</sup>

→ **CALL Life Case Design Team at 800.950.7372**

## 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:

- **Ensign:** A digital tool that complements our life insurance illustration software with interactive and customizable visuals to help show the value of indexed universal life (IUL) 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

<sup>1</sup> Allianz Life Insurance Company of North America does not provide financial planning services.

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

• Not FDIC insured • May lose value • No bank or credit union guarantee  
• Not a deposit • Not insured by any federal government agency or NCUA/NCUSIF