

## Your Allianz Life Insurance Sales Team



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### Important contacts



**Sales, Marketing, and Business Tools**  
[www.allianzlife.com/lifesaletools](http://www.allianzlife.com/lifesaletools)



**Pre-Formal Underwriting**  
*Quick Quotes:* [Allianzquickquotes.com](http://Allianzquickquotes.com)  
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For specific contacts for your FMO, please refer to the New Business contact sheet for your FMO.



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

# 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 Advanced Strategies at 800.800.3220 or EMAIL [AdvancedStrategies@AllianzLife.com](mailto: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.
- Ensignt: 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**

<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

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## 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