



Effective: January 24, 2022

Cross-Border Exception form updates

Annuity contracts for residents of New York are ordinarily written on an application with The United States Life Insurance Company in the City of New York (US Life), and completed within the state of New York. However, we understand that on occasion, there are valid reasons why an application for a New York resident may be taken in another state using an American General Life Insurance Company (AGL) application, an event commonly known as a “a cross-border sale.”

There is a Cross-Border Exception form that is required in the above-mentioned instance, and an enhanced version of it will be available on January 24, 2022. The enhancements include:

- the addition of the applicant’s signature and
- a revised list of what makes for sufficient nexus to use the AGL form

That revised nexus list now includes the below, among others:

- the applicant has a second residence in the non-resident state of issue, or
- the applicant has a trust established in the non-resident state, or
- the applicant owns a business in the non-resident state

The purchase of a cross-border contract must not be recommended as a means of evading any legal requirements in the resident state.

It is the responsibility of the financial professional to understand and advise the contract owner on the differences (if any) between the product as approved in the contract owner's resident state, and as approved in the state in which the contract was solicited and issued.

Annuity contracts will be delivered to the state of solicitation. All other contract correspondence will be delivered to the permanent residence address.

Cross-Border Exception form & corresponding form numbers

There are different versions of the enhanced Cross-Border Exception form based on the type of product being sold and the sales channel.

Cross-Border Exception Forms	Form Numbers
Assured Edge fixed annuity and index annuities , all sold by IMO's / Indirect Wholesale Channel	A1001CBI.1
Assured Edge and Prime Focus fixed annuities, variable annuities , and index annuities , all sold by Banks, Broker-Dealers, & Independent firms / Direct Wholesale Channel	A1001CB.1
Fixed annuities sold by Banks, Broker-Dealers, & Independent firms / Direct Wholesale Channel	F1001CB.1
Immediate annuities sold by Banks, Broker-Dealers, & Independent firms / Direct Wholesale Channel as well as IMO's / Indirect Wholesale Channel	F1001CB.1
Advanced Outcomes Annuity variable annuity sold by Banks, Broker-Dealers, & Independent firms / Direct Wholesale Channel	A10012CB.1
Assured Edge fixed annuity, index annuities , and variable annuities sold by VALIC	VA1001CB.1

Transition period

For contracts signed on or after February 28, 2022, only the enhanced Cross-Border Exception form will be accepted for any annuity sales where the New York resident is solicited outside of New York.

Questions

If you have any questions, contact your broker-dealer or agency back office or call the AIG Annuity Sales Desk.

Annuities are issued by **American General Life Insurance Company (AGL)**, Houston, TX, except in New York, where they are issued by **The United States Life Insurance Company in the City of New York (US Life)**. The Elite line of annuities is issued by **The Variable Annuity Life Insurance Company (VALIC)**, Houston, TX, in all states except New York. Products may not be available in all states and may vary by state. Variable annuities are distributed by AIG Capital Services, Inc (ACS), member FINRA. AGL, US Life, VALIC and ACS are members of American International Group, Inc. (AIG). All contract and optional benefit guarantees are backed by the claims-paying ability of the issuing insurance company and are not the obligation or responsibility of AIG. AGL, US Life, VALIC and ACS are not authorized to give legal, tax or accounting advice. Please consult your attorney, accountant, or tax advisor on specific points of interest.

Not FDIC or NCUA/NCUSIF Insured
May Lose Value • No Bank or Credit Union Guarantee • Not a Deposit • Not Insured by Any Federal Government Agency