



Dedicated support for large and international cases

An experienced team to help you thrive



Large and international cases, while complex, don't need to be complicated. To make sure they aren't, you have access to dedicated support from our experienced Large Case Unit (LCU) and International Underwriting teams.

Our seasoned LCU and International Underwriting teams boast nearly 550 years of combined experience, offering strong medical and financial knowledge and the skills to handle complex cases that require a holistic, outside-the-box approach to risk assessment. We understand underwriting – especially in these niche markets – is a relationship business, and we strive to collaborate with our sales partners to provide unparalleled service.

Meet your LCU and International teams

LCU		
Richard Rice (manager) 37 years of experience 443-475-3443 richard.rice@transamerica.com	Steven Anderson 27 years of experience 319-355-8577 steven.anderson@transamerica.com	Kimberly Jones 24 years of experience 319-355-1238 kimberly.jones@transamerica.com
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Jennifer Colombo 29 years of experience 319-355-8481 jennifer.colombo@transamerica.com	Marcus Peters 30 years of experience 319-355-5921 marcus.peters@transamerica.com	
Alicia France Hernandez 24 years of experience 315-355-1101 alicia.francehernandez@transamerica.com	Stephanie Freiburger 31 years of experience 319-355-8451 stephanie.freiburger@transamerica.com	

International

Shelly Mumm (manager) 18 years of experience 319-355-7859 michelle.mumm@transamerica.com	Owen Massey 29 years of experience 319-355-3986 owen.massey@transamerica.com	Joe Endozo 26 years of experience 319-355-9286 joe.endozo@transamerica.com
Rebekah Quizhpe 27 years of experience 727-557-3292 rebekah.quizhpe@transamerica.com	Jenny Williams 3 year of experience 319-355-7115 jenny.williams@transamerica.com	Ed Diehl 29 years of experience 319-355-2415 ed.diehl@transamerica.com
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Large cases

Face amounts of \$5 million or more automatically qualify for Large Case Unit underwriting. There is no premium threshold. FFIUL, FCIUL, FFIUL II, and FCIUL II with a target premium of \$25,000 and above will qualify. *Trendsetter® Super* and *Trendsetter® LB* with a Paid Annualized Premium of \$25,000 and above qualify.

International cases

Our international team members know their way around the complexities of visas, country demographics, geopolitics, and international finances and taxation. Our program focuses primarily on high net worth individuals who have a minimum global net worth of USD \$1 million.

Qualified cases will automatically be underwritten and managed by the LCU and International Underwriting teams. Just submit your cases the same way you always do, and we'll make sure you get the support you need.

Let's build something big together.

- Questions pertaining to **pending large** or international cases should be directed to the assigned underwriter. Email boxes are monitored by a "buddy system" to ensure coverage during absences.
- For general inquiries about your **large case opportunities**, contact us at **LCU@transamerica.com**. This mailbox has a 24-hour (one business day) service standard.
- For general inquiries about your **international case opportunities or risk assessments**, contact us at **international@transamerica.com**. This mailbox has a 24-hour (one business day) service standard.
- For **large case and foreign national sales strategies and illustrations**, contact your dedicated sales team.
 - WFG: TLDsalesdesk@transamerica.com
 - Brokerage: lifesales@transamerica.com
 - TAN: tansalesdesk@transamerica.com

For more information about our foreign national programs

 Visit transamerica.com/financial-pro/insurance/foreign-nationals-life-insurance