



BUILDING BRIDGES

WFG North American Expansion: Canada to United States

World Financial Group's North American Expansion initiative includes helping WFG's Canadian business leaders grow their businesses in the United States. Following are the requirements to expand your business into the United States.

Checklist items for Canadians to begin building in the United States

- Must be a qualified Senior Marketing Director or higher level to recruit/sell in the United States.
- Obtain either a U.S. Social Security Number (SSN) or an Individual Tax Identification Number (ITIN) from the U.S. Internal Revenue Service (IRS).
- Complete an 8233 form (non-resident alien individual tax form) with instructions.
- Manually complete the U.S. AMA and submit an administrative fee (\$100 US) and obtain a U.S. code number. If you are paying by credit card, submit a U.S. Credit Card Agreement form. (Do not submit the Canadian form.) *A copy of the U.S. AMA can be found on MyWFG, under Tools> Recruiting & Building> AMA & Rules.*
 - When completing the AMA, on page 4 of the document, enter the name of your current direct upline and his/her code number.
- If you would like to receive commission or overrides by direct deposit, you must:
 - Set up a U.S. bank account for receipt of U.S. commission and override payments
 - Submit a Direct Deposit Authorization Form for the U.S. bank account along with a void check
- If you want to become insurance licensed in the United States, you will need to:
 - Provide proof of eligibility to work in the United States (citizenship or visa documentation)
 - Follow all state licensing procedures and apply for a non-resident life license

Each individual's situation may be different in regards to immigration and tax status. It is advisable to consult with your attorney and tax advisor.

Please mail or email these documents to:

World Financial Group, Inc.
Licensing & Associate Services
Phone: 770-246-9889
E-mail: wfglicenseapps@transamerica.com
Address: 11315 Johns Creek Parkway
Johns Creek, GA 30097

STATES OPEN FOR CANADIANS (Overrides)

The following states require a non-resident license to receive override commissions:*

GEORGIA

SOUTH DAKOTA

The following states require a non-resident license and the product provider appointment to receive override commissions:*

FLORIDA

VIRGINIA

The following states are open to Canadian associates for override commissions if they have a valid life license in their resident Canadian province:

ALASKA

DISTRICT OF COLUMBIA

MAINE

NEW HAMPSHIRE

RHODE ISLAND

ARIZONA

HAWAII

MARYLAND

NEW JERSEY

TENNESSEE

ARKANSAS

IDAHO

MICHIGAN

NEW YORK

TEXAS

CALIFORNIA

ILLINOIS

MINNESOTA

NORTH DAKOTA

VERMONT

COLORADO

INDIANA

MISSOURI

OHIO

WASHINGTON

CONNECTICUT

IOWA

NEBRASKA

OKLAHOMA

WYOMING

DELAWARE

KANSAS

NEVADA

OREGON

STATES OPEN FOR CANADIANS (Selling)*

The following states require a non-resident license and a product provider appointment to write business:

CALIFORNIA

GEORGIA

NEVADA

SOUTH DAKOTA

VIRGINIA

FLORIDA

IDAHO

OREGON

TEXAS

WASHINGTON

**Writing business and receiving commissions are limited to insurance business only. Selling securities products is not allowed. While these states allow Canadians to obtain a non-resident life license, the licensing requirements may differ. Contact the state regulator for further information.*

COMMISSIONS AND LICENSING

- Canadian associates cannot obtain a securities license, personally write securities business or receive securities overrides in the United States.
- Canadian associates are required to have a U.S. non-resident life license and product provider appointment to personally write life business.
- Canadian associates are required to have a valid U.S. non-resident license to receive overrides in some states (see above).
- Canadian associates can participate in the U.S. Base Shop, Super Base and Super Team pools. Canadian securities registration is required for inclusion in the Super Base and Super Team Pools.
- If and/or when possible, commissions will be cross-collateralized across the international borders.
- U.S. roll-ups will also roll up through the hierarchy into Canada.

COMPLIANCE

- Canadian associates are responsible for obtaining and filing any and all necessary paperwork and approvals required by the U.S. authorities to work and do business in the United States. This includes, but is not limited to, proof of a visa, SSN, and/or ITIN.
- Canadian associates are also required to abide by all applicable federal, state, and local rules and regulations regarding their business in the United States.

PROMOTIONS

- An associate's level/designation needs to be qualified in their resident country in accordance with the resident country's rules and promotion guidelines.
- U.S. points can be used toward a Canadian associate's promotions.
- Canadian associates can take their downline's U.S. leg as a builder's exchange, provided the upline has a U.S. appointment with WFG.
- No more than one-third (1/3) of points can come from one U.S. leg.

POINTS AND RECOGNITION

- An associate can use cashflow from the United States to qualify for a ring or watch.
- Canadian associates can only use Canadian points to count toward the Canadian Base Shop pool. Canadian associates can use U.S. points to count toward inclusion in both the U.S. and Canadian Super Base and Super Team pools. However, the portion of the Canadian pools paid out depends on the points he/she earned in Canada and the portion of the U.S. pools paid out depends on the points he/she earned in the United States.

OBTAINING AN ITIN

There are multiple steps to obtain an Individual Tax Identification Number (ITIN). First, the person must obtain a letter from the U.S. Social Security Administration that he/she does not qualify for a Social Security Number (SSN). The Social Security Administration requires individuals to apply in person for an SSN. If the person applying for the SSN resides outside of the United States, he/she must go to the local U.S. embassy or consulate office to apply for a SSN and receive the required denial letter. There are U.S. embassy and consulate offices located in the following Canadian cities:

CALGARY
HALIFAX
MONTREAL
OTTAWA

QUEBEC CITY
TORONTO
WINNIPEG

Once a person has received a denial letter from the U.S. Social Security Administration, he/she is required to submit a Form W-7 to the IRS.

The Form W-7 requires several documents to be submitted with it depending on why the ITIN is required. In the first section of Form W-7, it asks for the reason why you are submitting a Form W-7. Generally, associates would mark (h) – Other. The associate would be seeking an exception for “Wages, Salary, Compensation and Honoraria Payments”. This would be an exception 2(a) for part (h). This exception is granted under the U.S. – Canada Tax Treaty, article number VII. This information will need to be included on the Form W-7.

Exception 2(a) requires the following documents to be included with the filing:

- 1) A copy of the engagement contract (U.S. AMA) or a letter of engagement from the payer of the income.
- 2) A copy of the completed Form 8233. This form must be signed by the withholding party.
- 3) A copy of the denial letter from the U.S. Social Security Administration.

Once these requirements have been met, the associate should be able to obtain an ITIN.

This document is for internal and informational purposes only and is not to be shared with the public. World Financial Group and its affiliates do not give legal or tax advice to associates. Each associate should seek advice from his/her own legal and tax professional.

