



VARIABLE ANNUITY DISCLOSURE FORM

I. Investment Experience and Needs

1. What is the intended use of this variable annuity?

Death Benefit Current Income Future Income College Funding Wealth Accumulation

2. When does the customer anticipate taking distributions from this variable annuity?

Immediately Within the 1st year Between 1 - 5 years Between 6 - 10 years Never

3. Does the customer anticipate any need for additional liquidity?

If Yes, when: _____

4. Has the customer had another variable annuity exchange in the preceding 36 months?

Yes No

II. Prospectus Receipt and Disclosure

I have received a prospectus for the Variable Annuity listed and understand the features, fee structures (e.g., surrender charges, annual fees and internal expenses), and risk levels:

Variable Annuity Name: _____ Client Initials:

Disclosure # 1: Annuity Investing in a Qualified Plan/IRA (if applicable):

I acknowledge that by investing in an annuity within a qualified plan or IRA that there are no additional tax deferral benefits. Annuities are a tax-deferred investment vehicle, and qualified plans and IRA permit tax-deferral of other non-annuity investments. In addition, annuities, because of the features and benefits offered, have a higher internal cost structure than many non-insurance products.

I am making this purchase for the following reason(s):

Death benefit guarantees

Living benefits (specify): _____

Investment options

Other: _____

Disclosure # 2: Annuity purchases where Owner(s) Age 65 or Older (if applicable):

I am age 65 or older. I acknowledge that investments made in annuities are considered long term because of surrender charge schedules. I am fully aware of the annuity surrender charge schedule.

In addition, annuity death benefits are treated as ordinary income to the beneficiaries, as opposed to having a stepped-up cost basis that other investments may offer.

I am selecting this variable annuity product for the following reason(s):

Death benefit guarantees Living benefits (specify): _____
Investment options Other: _____

III. 1035 Exchange Contract Comparison and Disclosure

1. Is this transaction a 1035 Exchange or qualified transfer from an **existing variable annuity**?

Yes No

If Yes, provide the following information on the existing variable annuity. If not, skip this table and continue below:

Existing Variable Annuity Name: _____
Purchase Date: _____

| | |
|--|---|
| Annual Contract Fee: \$ _____ | Sub-Account Expense Range: _____ % to _____ % |
| M&E Charges: _____ % | Current Market Value: \$ _____ |
| Administration Charge: _____ % | Death Benefit Value: \$ _____ |
| Optional Riders: _____ % | Surrender Value: \$ _____ |
| _____ % | Surrender Charge: \$ _____ |
| _____ % | |
| Total M&E, Admin, & Optional Riders: _____ % | Surrender Charge Period: YR1: _____ % YR2: _____ % YR3: _____ % YR4: _____ % YR5: _____ % YR6: _____ % YR7: _____ % YR8: _____ % YR9: _____ % YR10: _____ % |

Prospective Variable Annuity Name: _____

| | |
|--|---|
| Annual Contract Fee: \$ _____ | Sub-Account Expense Range: _____ % to _____ % |
| M&E Charges: _____ % | Surrender Charge Period: |
| Administration Charge: _____ % | YR1: _____ % YR2: _____ % YR3: _____ % YR4: _____ % YR5: _____ % |
| Optional Riders: _____ % | YR6: _____ % YR7: _____ % YR8: _____ % YR9: _____ % YR10: _____ % |
| _____ % | |
| _____ % | |
| Total M&E, Admin, & Optional Riders: _____ % | |

2. If the customer's investment needs/objectives have changed since the purchase of the existing annuity, can the existing annuity be revised to meet those needs?

Yes No If Yes, explain: _____

3. Are the benefits of the prospective annuity similar to the benefits being replaced in the current annuity?

Yes No If Yes, explain: _____

IV. Client Acknowledgement and Signature(s)

- I have been informed of the material features of the variable annuity and have had the opportunity to ask questions of my Registered Representative and am satisfied with the information received.
- I have read and understand all of the above items regarding the investment I am making.
- I am aware of the inherent risks and objectives of the variable annuity I am purchasing and acknowledge that they are consistent with my financial goals, investment objectives, and risk tolerance.
- I understand that variable annuities are not deposits or obligations of a bank and as such, are not insured by the Federal Deposit Insurance Corporation (FDIC) or any governmental agency.
- I understand that there is a "free look" period which varies from state to state which has been fully explained to me.
- I understand that a variable annuity is considered a long-term investment.
- I understand the sub-account value(s) will fluctuate due to market conditions and investment results, including the risk of loss of principal.
- I understand that returns are not guaranteed and that past performance results are not indicative of future results.
- I understand the various features of any optional riders I have selected.

By signing below, I indicate that I have made an informed decision to purchase this variable annuity product and, if applicable, have reviewed the differences between the prospective annuity product and my existing annuity product. This product fits my investment needs and objectives, liquidity needs, time horizon, risk tolerance, and my general financial situation and my signature below indicates my consent to the transaction.

| | | |
|---|--------------------|---------------|
| _____ Client Name | _____ Signature | _____ Date |
| _____ Joint Client Name | _____ Signature | _____ Date |
| _____ Registered Representative Name | _____ Signature | _____ Date |
| _____ Bolton Global Principal Name | _____ Signature | _____ Date |