

TO BE COMPLETED BY THE CLIENT

PO Box 813, Brownwood, TX 76804 • 5750 County Road 225, Brownwood, TX 76801 • Phone (877) 346-1607 • Fax (888) 272-9502

The information provided below will allow you and your agent to determine if the annuity product being applied for meets your current financial needs and objectives. If you elect <u>not</u> to provide the requested information, please be advised that the Company may elect to <u>not</u> issue the annuity contract for which you are applying.

| VALUE OF ANNUIT | Y POLICY APPLIED | <u>FOR</u> : \$ | | |
|------------------------------------|---------------------------|----------------------------------|-----------------------------|-----------------|
| | | | | |
| FINANCIAL STATUS | <u>S</u> : | | | |
| Annual Income | □ \$24,999 & Under | □ \$25,000 - \$49,999 | □ \$50,000 - \$99,999 | □ \$100,000 + |
| Net Worth ¹ | □ \$99,999 & Under | □ \$100,000 - \$499,999 | \$500,000 - \$999,999 | □ \$1,000,000 + |
| Approx. Liquid Assets ² | \$ | | | |
| FEDERAL AND STA | TE INCOME TAX STA | ATUS: | | |
| \Box Less than 15% | □ 15% - 28% □ | Greater than 28% | | |
| FINANCIAL OBJEC | <u>TIVES</u> : | | | |
| 1. Do you currently ha | ave a reverse mortgage? | □ Yes □ No | | |
| 2. Do you currently ha | ave a home equity loan? | □ Yes □ No | | |
| If so, are you us | sing funds from this loan | to fund the premium? | □ Yes □ No | |
| 3. Are you funding this | is premium through any f | financing or lending sourc | ce, including premium finar | nce? 🗆 Yes 🛛 No |
| 4. Do you currently ov | wn other annuity product | ts? 🗆 Yes 🗆 |] No | |
| If so, what is th | e current value of those | policies? \$ | | |
| 5. Is this annuity prod | uct replacing another and | nuity? 🗆 Yes 🗆 | l No | |
| If so, how many | y months has the current | annuity product been in f | force? months | |
| What is the sur | render charge being paid | in the current annuity? | % | |
| Is the agent in t | he current annuity produ | ict the same in this application | ation? \Box Yes \Box No | C |

¹ Net Worth = Total Assets (not including primary residence and automobile) – Total Debts

^{2} Liquid Assets = Total amount of funds that are in the form of cash or can be quickly converted to cash.

| Your financial objective in | purchasing this p | product (check a | all that apply): | | | |
|-----------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|-------------------------------------------------------------------------------------------------------|--|
| ☐ Income now | \Box Flexibility | | □ Tax deferral | □ Growtł | n followed by income | |
| \Box Pass on to beneficiaries | □ Provides gu | arantees | □ Other | | | |
| | | | | kpenses and en | mergencies in addition | |
| □ Yes □ No | | | | | | |
| • | | rges for early te | ermination, except for | required minin | mum distributions and | |
| ☐ Yes □ No | | | | | | |
| How do you plan to withdra | aw money from t | this product? | | | | |
| 🗆 Regular income 🛛 Lun | np sum 🛛 No j | plans to withdra | lW | | | |
| ndicate which of the follow | wing financial pro | oducts you now | own or have owned (c | heck all that a | pply): | |
| ☐ Certificate of Deposit | □ Traditional Fixed Annuity | | □ Equity-Indexed A | nnuity 🗆 | Variable Annuity | |
| \Box None of the above | | | | | | |
| How are you funding the pu | urchase of this ar | nuity (check al | l that apply)? | | | |
| ☐ Annuity | □ Bank Account | | □ Certificate of Dep | osit 🗆 | Mutual Funds/Stock | |
| □ Other | | | | | | |
| • | A | if any, of the f | ollowing persons assis | ted in your de | ecision to purchase the | |
| □ Accountant | □ Financial pl | anner/advisor | □ Family member | | Attorney | |
| □ None | □ Other | | | | | |
| • | | | • | • | eds at this time. To the | |
| Owner's Printed Name | | Owner's Signature | | D | Date | |
| Insurance Producer's Printed Name | | Insurance Producer's Signature | | D | Date | |
| | | | UP | | NSURANCE COMPANY | |
| | | | | | | |
| | | | | AD | MINISTRATIVE OFFICE | |
| | | | | | MINISTRATIVE OFFICE PO BOX 813 DWNWOOD, TX 76804 | |
| | ☐ Income now ☐ Pass on to beneficiaries Do you have cash, liquid at o the funds you plan to use ☐ Yes ☐ No ☐ Yes ☐ No Do you understand there a tree withdrawals provided if ☐ Yes ☐ No Do you understand there a tree withdrawals provided if ☐ Yes ☐ No How do you plan to withdrawals provided if ☐ Regular income ☐ Lur Indicate which of the follow ☐ Certificate of Deposit ☐ None of the above How are you funding the pr ☐ Annuity ☐ Other | Income now Flexibility Pass on to beneficiaries Provides gu Do you have cash, liquid assets, or other so o the funds you plan to use to purchase this Yes No Do you understand there are surrender chare ree withdrawals provided in our policy? Yes No How do you plan to withdraw money from the following financial provides and the following financial provides and the following financial provides are you funding the purchase of this are income of the above How are you funding the purchase of this are income of the above Other Duher than your insurance provider, which, unnuity policy (check all that apply)? Accountant Financial pl None Other nowledge that I have read the Disclosure S of my knowledge and belief, the information | □ Income now □ Flexibility □ Pass on to beneficiaries □ Provides guarantees ○ o you have cash, liquid assets, or other sources of income o the funds you plan to use to purchase this annuity contract □ Yes □ No ○ you understand there are surrender charges for early tere withdrawals provided in our policy? □ Yes □ No ○ Yes □ No □ No □ No How do you plan to withdraw money from this product? □ Regular income □ Lump sum □ No plans to withdraw indicate which of the following financial products you now □ Certificate of Deposit □ Traditional Fixed Annuity □ None of the above How are you funding the purchase of this annuity (check al □ Annuity □ Bank Account □ Other | Pass on to beneficiaries Provides guarantees Other | Income now Flexibility Tax deferral Growth Pass on to beneficiaries Provides guarantees Other | |