



[Submit with Application]
[Copy to be left with Applicant]

Annuity Suitability Statement

Thank you for your interest in purchasing an annuity from Security Mutual. The following questions are intended to help you determine whether the purchase of an annuity contract is suitable for you in light of your investment goals and your current and anticipated financial situation.

If you decline to provide the information requested below, please check the box below, complete Section A, and then proceed to the Acknowledgement and Signature section of the form.

I do not wish to provide responses to one or more of the questions below. I am responsible for determining the suitability of the annuity applied for given my needs and circumstances.

SECTION A

Annuitant Name: Date of Birth:

Applicant/Owner Name (leave blank if annuitant is also owner):

Applicant/Owner Mailing Address:

Last Four Digits of Social Security Number: OR Employer Identification Number:

Joint Applicant/Owner Name: Date of Birth:

Joint Applicant/Owner Mailing Address:

Last Four Digits of Social Security Number:

- Product applied for: Single Premium Deferred Annuity
Single Premium Immediate Annuity
Flexible Premium Deferred Annuity

Annuity Type: Qualified Non-Qualified

SECTION B: Facts Disclosure

- 1. The source of funds to purchase the annuity applied for is:
Bank CD
Savings/Checking
Replacement of an existing annuity or life insurance policy
Other (please specify)

- 2. Investment Risk Style: (check one)
Conservative
Moderate
Aggressive

- 3. Financial Goals/Objectives: (check all that apply)
Safety of Principal
Protection for Beneficiaries
Supplemental Retirement Income
Tax Planning
Tax Deferred Growth
Estate Planning
Guaranteed Income for Life
Other (Please Specify)

- 4. What types of financial products do you currently own? (check all that apply)
Fixed Annuity
Money Market Account
Variable Annuity
Certificate of Deposit
Life Insurance
Securities (stocks, bonds, mutual funds, etc.)
Savings Account

5. Total Value of all annuities you own (include the purchase of this annuity). \$

- 6. Federal Income Tax Bracket:
0%-15%
15%-30%
Over 30%

**7. Annual Gross Income:**

- Less than \$30,000    From \$30,000 to \$75,000
- From \$75,000 to \$150,000    Over \$150,000

**8. Sources of Income:** (check all that apply)

- Interest on Savings Accounts or Certificates of Deposit
- Retirement Plan(s)    Investments
- Annuity Payments    Wages    Social Security

**9. Liquid Household Assets:** Assets that can be readily converted into cash without a major loss in value, such as checking, savings, money market accounts, short term CDs, bonds, annuities without surrender charges, etc.

- Less than \$25,000    \$25,000 - \$50,000
- \$50,000 - \$100,000    \$100,000 - \$250,000
- Over \$250,000

**10. Estimated Net Worth (Total assets less total debt)**

- Less than \$100,000    \$100,000 - \$250,000
- \$250,000 - \$500,000    Greater than \$500,000

**11. Period of time before the money from the annuity is needed:**

- Immediately
- 1-3 years    4-6 years    7-9 years
- 10-12 years    13-15 years    16 or more years

**12. How do you anticipate taking distributions from this annuity?** (check all that apply)

- Systematic withdrawals    Lump sum
- Annuitize    Required Minimum Distribution
- Leave to Beneficiary    Other\_\_\_\_\_

**13. After purchasing the annuity, I will have sufficient cash or other liquid assets to cover my living expenses and any expenses for unexpected events, such as medical expenses.**

- Yes    No

**14. Do you have a reverse mortgage?**

- Yes    No

**SECTION C**

**Acknowledgement and Signature**

I understand that:

- An annuity is a long-term investment.
- Withdrawals from the annuity during the early contract years may be subject to surrender charges, and withdrawals, in whole or in part, may be subject to ordinary income tax. I intend to keep the annuity contract at least through the contract's surrender charge period. (This item applies to deferred annuities; it does not apply to single premium immediate annuities.)
- Surrender charges, fees, penalties and income tax liabilities may be incurred as a result of liquidating certain existing accounts.
- If I am purchasing this annuity in an IRA or other tax-qualified plan, there is no additional tax deferral benefit because these plans are already afforded tax-deferred status.

**To the best of my knowledge and belief, all statements and answers on this form are true and complete. I have determined that the purchase of the annuity contract is appropriate and suitable for my needs and financial objectives. I understand that if I am not satisfied with the annuity contract once I receive it, I may return it during the free-look period provided in the annuity contract.**

\_\_\_\_\_  
Applicant/Owner's Signature

\_\_\_\_\_  
Joint Applicant/Owner's signature (if applicable)

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**Agent Statement:**

I have reasonable grounds for believing that my recommendation for this consumer to purchase the annuity applied for from Security Mutual is suitable for the consumer on the basis of all of the circumstances actually known to me, including the facts as disclosed above by the consumer as to his or her investments and other insurance products and as to his or her financial situation and needs.

Agent Name: \_\_\_\_\_ Agent Number: \_\_\_\_\_

Agency Name: \_\_\_\_\_ Agent Signature: \_\_\_\_\_

Date: \_\_\_\_\_