

**DEFERRED VARIABLE ANNUITY  
 INVESTMENT DISCLOSURE**

Customer Name:	Financial Consultant:
Joint Customer Name:	Account #:

Investment Description		
Amount: \$	Proceeds are from:	Proceeds Tax Qualified: Yes / No
Carrier/ Product:	If Add on, Existing Policy Number:	

Investment Disclosures (* Customer initials required)										
<p>* _____ I, the undersigned customer, acknowledge, understand and accept the following Disclosures concerning my annuity investment:          (Initial)</p> <ul style="list-style-type: none"> <li>▪ Tax Qualified [Yes / No] (Circle one): Investing tax qualified funds in any variable annuity does not provide additional tax benefits.</li> <li>▪ Earnings on variable annuities accumulate tax-deferred; however, earnings withdrawn prior to age 59½ may be subject to a 10% IRS tax penalty in addition to ordinary income taxes. Please consult a qualified tax advisor for details.</li> <li>▪ My Financial Consultant has discussed the general features and terms and conditions of my annuity investment and I have had the opportunity to ask questions to understand my annuity investment.</li> <li>▪ Any guarantee(s) is/are based on the claims-paying ability of the insurance carrier listed above.</li> <li>▪ If I terminate my policy or withdraw funds in excess of the stated withdrawal privileges during the surrender period, I will incur a penalty as follows:  <div style="margin-left: 40px;"> <table style="width:100%; border: none;"> <tr> <td style="text-align: center;">_____ % Year 1</td> <td style="text-align: center;">_____ % Year 2</td> <td style="text-align: center;">_____ % Year 3</td> <td style="text-align: center;">_____ % Year 4</td> <td style="text-align: center;">_____ % Year 5</td> </tr> <tr> <td style="text-align: center;">_____ % Year 6</td> <td style="text-align: center;">_____ % Year 7</td> <td style="text-align: center;">_____ % Year 8</td> <td style="text-align: center;">_____ % Year 9</td> <td style="text-align: center;">_____ % Year 10</td> </tr> </table> </div> </li> <li>▪ Variable annuities charge additional expenses over and above fund management fees, including:  <div style="margin-left: 40px;">           Current Annual M&amp;E/ Admin Fees: ____% + Any Additional Riders ____% = Total Annual Expense = ____%.         </div> </li> </ul>	_____ % Year 1	_____ % Year 2	_____ % Year 3	_____ % Year 4	_____ % Year 5	_____ % Year 6	_____ % Year 7	_____ % Year 8	_____ % Year 9	_____ % Year 10
_____ % Year 1	_____ % Year 2	_____ % Year 3	_____ % Year 4	_____ % Year 5						
_____ % Year 6	_____ % Year 7	_____ % Year 8	_____ % Year 9	_____ % Year 10						

Investment Exchange/1035 Exchange /Trustee Transfer		
Product Being Liquidated:	From Company:	Policy / Account #:
Purchase Date(s):	Purchase Amount \$:	Income Received \$:
Liquidated Proceeds \$:	Gain / (Loss) \$:	Sales/Surrender Charge \$:

Reason for Exchange:

I  have /  have not exchanged another deferred variable annuity within the preceding 36 months. (If so, explain in Rational below)

* _____ (Initial)	<p>I represent that information above regarding the Exchange is accurate and hereby authorize Scottsdale Capital Advisors (SCA) to liquidate the above referenced account(s). Further, I understand and agree to the following terms and additional disclosures regarding the Exchange:</p> <ul style="list-style-type: none"> <li>▪ The investment exchange of funds may be a taxable event resulting in a taxable gain or loss. (This does not apply to tax qualified accounts or 1035 exchanges if proceeds are "rolled over"). The above information should not be relied upon for tax purposes. Please consult a qualified tax advisor.</li> <li>▪ I will incur the Sales/Surrender Charge indicated above on my existing contract value in addition to receiving a new surrender charge period on the new investment.</li> <li>▪ I may lose existing benefits (such as death, living, or other contractual benefits), or be subject to increased fees or charges (such as mortality and expense fees, or changes for riders and similar product enhancements), including, without limitations those described below in the Rationale – Additional Information.</li> </ul>
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**Rationale for Recommendation**

Customer's Intended Use:

Investment Time Horizon/ Liquidity Needs:

Features Benefiting Customer:

Basis for Subaccount Recommendations:

Additional Information: (i.e. 1035 Exchange, other products discussed)

**Customer Acknowledgment**

By signing below I represent I have read and understand and agree with the items contained in this Disclosure. Further, I acknowledge and understand:

- **If I exercise my "free look/ right to examine" privilege, I may receive less than my original investment which is subject to market risk.**
- **I have received a current prospectus for this investment which contains more complete information on my investment. If any of the information set forth herein or in any other materials is inconsistent with the prospectus, the information contained in the prospectus prevails. READ THE PROSPECTUS CAREFULLY FOR COMPLETE INFORMATION REGARDING YOUR INVESTMENT**

Customer Name \_\_\_\_\_ Customer Signature \_\_\_\_\_ Date \_\_\_\_\_

Joint Customer Name \_\_\_\_\_ Joint Customer Signature \_\_\_\_\_ Date \_\_\_\_\_

**Representative Certification**

I, the undersigned Financial Consultant (FC), certify and represent to the best of my knowledge the information in this Disclosure regarding the terms of annuity investment, the exchange information, and rationale supporting my suitability determination is true and correct:

FC Name \_\_\_\_\_ FC Signature \_\_\_\_\_ Date \_\_\_\_\_

**Back Office Only:**

Based on my review of this Disclosure and other information provided by the Customer regarding his/her financial situation and needs, investment objectives and other relevant information documented in the account file, I, the undersigned Registered Principal approve this transaction.

Principal Name \_\_\_\_\_ Principal Signature \_\_\_\_\_ Date \_\_\_\_\_