

**JACQUES FINANCIAL, LLC**

**Variable Annuity Purchase/1035 Exchange Checklist**

1. Client Name \_\_\_\_\_ Age \_\_\_\_\_

2. Investment Experience (please check): None \_\_\_\_\_ Moderate \_\_\_\_\_ Experienced \_\_\_\_\_

3. Variable Annuity Name & Company \_\_\_\_\_

4. Source of funds or from what annuity are they exchanging? \_\_\_\_\_  
Is this a full or partial exchange? \_\_\_\_\_  
Exchanged from fixed or variable product? \_\_\_\_\_  
Amount of surrender charges \$ \_\_\_\_\_

5. When was the previous annuity purchased? \_\_\_\_\_

6. Amount of Purchase \_\_\_\_\_

7. Does this purchase exceed the guidelines set forth in the prospectus? \_\_\_\_\_

8. What are the reasons for this purchase or exchange? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

9. Has owner/annuitant consulted legal counsel or tax advisor to discuss in detail the taxation and use of this contract? \_\_\_\_\_  
Explain: \_\_\_\_\_

10. Does owner/annuitant have tax liability for 1035 movement of money? \_\_\_\_\_  
Explain: \_\_\_\_\_

11. Does owner/annuitant have tax liability with each amount withdrawn from contract? \_\_\_\_\_  
Explain: \_\_\_\_\_

NON-QUALIFIED PLAN

12. Were the variable annuity product features discussed with the owner/annuitant? \_\_\_\_\_

Describe:

- Surrender Charges (include amount and time table)
- Riders: Guaranteed Income Advantage GIA-Plus [cost 0.0050]
  - Income Access [cost 0.0040]
  - Single Flexible Lifetime Income [cost 0.0065]
  - Joint Flexible Lifetime Income [cost 0.0085]
  - Foundation 10 [cost 0.0085]
  - Principal Plus for Life [cost 0.0050]
- Expense Charges [approximate cost 0.0275]
- Investment Options (Institutional Money Managers)
- Tax deferral feature is unnecessary in a tax-qualified retirement plan.

**GIA-Plus:** After GIA-Plus rider is held for a minimum of 10 years, your income payouts are guaranteed to be based on at least the amount you have invested to date, increased at 5% annually (adjusted for any withdrawals) through age 80. If the value is below a 5% return, the distribution must be done over a minimum of 20 years. If the performance is better than 5% return, there are no restrictions on distribution.

**Income Access:** Provides market loss protection and each year allows access to up to 7% of what you put into your annuity. Principal is guaranteed to be returned over period selected. Maximum distribution rate is 7%.

**Flexible Lifetime Income:** For up to 10 years in which withdrawals are deferred, 6%—or Fair Market Value, if greater—will be added to your protected balance. If distributions are started after age 59-1/2, the annual amount paid will be 5% of the protected balance for life, even if the value is depleted by distributions.

13. Were contract withdrawal guidelines discussed with owner/annuitant? \_\_\_\_\_

Describe:

- Systematic Withdrawals
- Monthly/Annual Withdrawals

14. The owner/annuitant has discussed the compensation that the registered representative will receive for the sale of this product. \_\_\_\_\_

15. The Owner/Annuitant has been advised that this is a long term investment vehicle and its primary purpose is to provide an income stream for retirement. The liquid net worth of the owner has been discussed and reviewed. It is agreed that there are sufficient liquid assets available to the owner. \_\_\_\_\_

I have received and reviewed the prospectus into which I plan to invest. I have had an opportunity to discuss all issues with Jacques Financial, LLC. Acknowledged by:

\_\_\_\_\_  
Owner/Annuitant Signature

\_\_\_\_\_  
Registered Representative Signature

\_\_\_\_\_  
Joint Owner/Co-Annuitant Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
OSJ Principal Signature