

**Jacques Financial, LLC**  
Member FINRA, SIPC

**VARIABLE ANNUITY INITIAL PURCHASE  
DISCLOSURE AND SUITABILITY STATEMENT**

**Insurance Company:** \_\_\_\_\_ **Product:** \_\_\_\_\_

**CLIENT INFORMATION**

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1. Client Name: \_\_\_\_\_ DOB: \_\_\_\_\_ Age: \_\_\_\_\_

2. Annual Income: \_\_\_\_\_

3. Financial Situation and Needs:  Liquidity of Assets  Retirement Income

4. Investment Experience:  None  Moderate  Experienced

5. Investment Objectives:  
 Tax-deferred growth  Annuitization  Death benefits  Living benefits

6. Intended Use:  Savings  Investment  Education  Retirement

7. Investment Time Horizon (years):  
 Short-term (0-2)  Intermediate (3-5)  Long-term (5+)

8. Existing Assets (including investment and life insurance holdings)

Net worth: \_\_\_\_\_ Life insurance: \_\_\_\_\_

9. Liquidity Needs:  Client has sufficient liquidity to meet immediate obligations.

10. Liquid Net Worth:

Net worth: \_\_\_\_\_

Illiquid assets: \_\_\_\_\_

Liquid net worth: \_\_\_\_\_

11. Risk Tolerance:

1	2	3	4	5	6	7	8	9	10

← Low Risk

Moderate Risk

High Risk →

12. Tax Status:

MFJ/QW  Single  HOH  MFS —  10%  15%  25%  28%  33%  35%

13. Other: This product offers institutional money managers. Tax Deferred Annuities have special protection under Maryland law from creditors and lawsuits.

**DISCLOSURE**

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Deferred variable annuity product features discussed with the customer:

- Potential surrender period and surrender charge.
- Potential tax penalty if customer sells or redeems deferred variable annuities before reaching the age of 59½.
- Mortality and expense fees.
- Investment advisory fees.
- Potential charges for and features of riders.
  - GIA-Plus     Access Flexible     Lifetime Income Principal     Plus for Life
- Insurance and investment components.
- Market risk.

**CLIENT REPRESENTATIONS**

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By purchasing a variable annuity contract, you are representing that you understand the following:

- Variable annuities are considered to be long-term investments.
- There may be a substantial penalty (surrender fee) for early withdrawal, unless the investment is held for a specific number of years.
- Withdrawal of earnings prior to the age of 59½ may result in significant tax consequences.
- A prospectus has been provided describing the various features of this particular investment, including subaccount investment options, withdrawal limitations, policy lapse provisions, death benefits, mortality and expense charges, loan processing fees, applicable contingent deferred sales charges, and other charges and fees including sales compensation.
- Proceeds for this investment are not necessary to meet my immediate liquidity needs.
- This investment is consistent with my financial needs and situation.
- Subaccount allocations selected are subject to fluctuations in the market, which could result in a loss of premiums contributed. Further, past performance is not indicative of future results.
- Assets within a qualified retirement plan allow for the tax-deferral of earnings; therefore, the same tax-deferral feature applicable to variable annuity products provides no additional tax benefits. The recommendation of this investment for my Tax-Qualified Retirement Plan was supported by benefits other than the tax-deferral feature.
- In making this investment decision a variety of factors, including surrender charges, surrender period, potential tax penalty components, mortality and expense fees, charges for and features of enhanced riders if any, and investment management of the sub-accounts were thoroughly reviewed with me by the representative prior to this investment.

**CLIENT ACKNOWLEDGEMENT**

I acknowledge receiving a copy of this statement and the product prospectus. By signing below, I believe that, based on my review of the prospectus and considering my prior investment experience and objectives, this investment is consistent with my financial goals.

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

\_\_\_\_\_  
Date

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

\_\_\_\_\_  
Date

**FOR INTERNAL USE ONLY**

**REGISTERED REPRESENTATIVE ACKNOWLEDGEMENT**

The undersigned Registered Representative has reasonable basis to believe that: the customer has been informed, in general terms, of various features of deferred variable annuities, such as the potential surrender period and surrender charge; potential tax penalty if customers sell or redeem deferred variable annuities before reaching the age of 59½; mortality and expense fees; investment advisory fees; potential charges for and features of riders; the insurance and investment components of deferred variable annuities; and market risk.

The undersigned Registered Representative has reasonable basis to believe that: the customer would benefit from certain features of deferred variable annuities, such as tax-deferred growth, annuitization, or a death or living benefit.

The undersigned Registered Representative has reasonable basis to believe that: the particular deferred variable annuity as a whole, the underlying subaccounts to which funds are allocated at the time of the purchase or exchange of the deferred variable annuity, and riders and similar product enhancements, if any, are suitable (and, in the case of an exchange, the transaction as a whole also is suitable) for the particular customer.

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

Exchange:  Yes  No

If "Yes" is Exchange Attachment included:  Yes  No

**PRINCIPAL REVIEW AND APPROVAL**

The undersigned Registered Principal shall approve the transaction only if he or she has determined that there is a reasonable basis to believe that the transaction would be suitable.

Action:             Approved             Rejected

\_\_\_\_\_  
Registered Principal Signature      Date

## EXCHANGE ATTACHMENT

### **PRODUCT TO BE EXCHANGED**

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Insurance Company:

Product:

Type of Product:  Variable  Fixed

Date of Purchase:

Years/Months Held:

Surrender Charge:

### **EXCHANGE DETERMINATIONS**

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Will the client incur a surrender charge?  Yes  No

Will the client be subject to the commencement of a new surrender period?  Yes  No

Will the client lose existing benefits (such as death, living or other contractual benefits)?  Yes  No

Will the client be subject to increased fees or charges (such as mortality and expense fees, investment advisory fees, or charges for riders and similar product enhancements)?  Yes  No

Will the client benefit from product enhancements and improvements?  Yes  No

Has the client exchanged another deferred variable within the preceding 36 months?  Yes  No