

SUITABILITY IN ANNUITY TRANSACTIONS

Thank you for your interest in a Symetra Life Insurance Company annuity. Before we can process your application and issue your contract, we need to confirm that your annuity purchase suits your current financial objective and long-term goals. **Please complete this form in its entirety and submit with your application.**

Owner's name:	Occupation:	Owner's SSN:	Date of Birth:
Joint Owner's name:	Occupation:	Joint Owner's SSN:	Date of Birth:

Your privacy is a high priority to us. The information you provide will be treated with the highest degree of confidentiality.

Financial information:

1. Approximate annual **household income** \$ _____ **Net worth** \$ _____
2. **Marital Status** Single Married Divorced Widowed **Number of Dependents** _____
3. **Federal Tax Rate:** 0% 10% 15% 25% 28% 33% 35%
4. What is your **source** for this annuity's purchase payment? (**check all that apply**)
 Annuity Life insurance CD Inheritance Savings/checking Current income
 Reverse mortgage/home equity loan Other _____

Financial objectives:

5. What are your **financial objective(s)** in purchasing this product? (**check all that apply**)
 Income now Future income Tax-deferred growth Growth Pass on to heirs
 Other _____
6. After purchasing this annuity, will you have sufficient funds available without penalty for emergencies?
 Yes No
7. If you are replacing an existing annuity or life contract, is there a **surrender charge**? Yes No
If there is a charge, what is the amount? \$ _____
8. Is there a **surrender charge** on the product you are purchasing today? Yes No
If there is a charge, for how many years? _____
9. **When** do you anticipate taking your **first distribution** from this annuity? (**choose one**)
 Less than one year Between 1-5 years Between 6-9 years 10 or more years
 None anticipated

Reason for purchase:

10. I believe this product meets my needs at this time Yes No
11. I have chosen to purchase an annuity other than the recommended product. Yes No

To the best of my knowledge, the information above is accurate and complete.

Owner Signature

Date

Joint Owner Signature

Date

Agent Signature

Date

Article 6. Suitability in Annuity Contract Transactions.

Section

770. Applicability

775. Duties of an insurance producer and an insurer

780. Records

789. Definitions

3 AAC 26.770. Applicability. (a) Except as provided in (b) of this section, 3 AAC 26.770 - 3 AAC 26.789 apply to a recommendation made by an insurance producer or an insurer, if no insurance producer is involved, to a consumer to purchase or exchange an annuity contract that is individually solicited if the recommendation results in the recommended purchase or exchange.

(b) Unless a provision of 3 AAC 26.770 - 3 AAC 26.789 specifically includes that recommendation, 3 AAC 26.770 - 3 AAC 26.789 do not apply to a recommendation involving a

(1) direct-response solicitation if the recommendation is not based on information collected from the consumer under 3 AAC 26.770 - 3 AAC 26.789; or

(2) contract used to fund

(A) an employee pension or welfare benefit plan that is covered under 29 U.S.C. 1001 – 1461 (Employee Retirement Income Security Act of 1974);

(B) a plan described in 26 U.S.C. 401(a) or (k), 26 U.S.C. 403(b), or 26 U.S.C. 408(k) or (p) (Internal Revenue Code) if the plan is established or maintained by an employer;

(C) a governmental or church plan defined in 26 U.S.C. 414 (Internal Revenue Code), including a governmental or church welfare benefit plan;

(D) a deferred compensation plan of a state or local government or tax-exempt organization under 26 U.S.C. 457 (Internal Revenue Code);

(E) a nonqualified deferred compensation arrangement under 26 U.S.C. 409A (Internal Revenue Code) established or maintained by an employer or plan sponsor;

(F) a settlement of or assumption of liabilities associated with personal injury litigation or other dispute or claim resolution process; or

(G) a formal prepaid funeral contract. (Eff. 7/25/2008, Register 187)

Authority: AS 21.06.090 AS 21.36.030 AS 21.36.050
 AS 21.36.020 AS 21.36.040 AS 21.36.150

3 AAC 26.775. Duties of an insurance producer and an insurer. (a) In recommending to a consumer the purchase or exchange of an annuity contract that results in another insurance transaction or series of insurance transactions, an insurance producer or an insurer, if no insurance producer is involved, must have reasonable grounds for believing that the recommendation is suitable for the consumer, based on the facts disclosed by the consumer as to the consumer's financial situation, needs, investments, and other insurance products.

(b) Before the execution of a purchase or exchange of an annuity contract resulting from a recommendation, an insurance producer or an insurer, if no insurance producer is involved, must make an effort to obtain the following information:

(1) the consumer's financial status;

(2) the consumer's tax status;

(3) the consumer's investment objectives;

(4) other information used or considered necessary by the insurance producer or insurer, if no insurance producer is involved, for making a recommendation to the consumer.

(c) Except as provided in (d) of this section, an insurance producer or an insurer, if no insurance producer is involved, is considered to have met the requirements of (a) of this section relating to a recommendation, if the consumer

(1) refuses to provide relevant information requested by the insurance producer or insurer;

(2) decides to enter into an insurance transaction that is not based on a recommendation of the insurance producer or insurer; or

(3) fails to provide complete or accurate information.

(d) If any of the circumstances in (c) of this section apply, an insurance producer or insurer, if no insurance producer is involved, shall make a recommendation under the circumstances actually known to the insurance producer or insurer at the time of the recommendation.

(e) An insurer shall

(1) establish and maintain a system to supervise recommendations that is designed to achieve compliance with 3 AAC 26.770 - 3 AAC 26.789 that includes

(A) maintaining written procedures; and

(B) conducting periodic reviews of its records that are designed to assist in detecting and preventing violations of 3 AAC 26.770 - 3 AAC 26.789; or

(2) ensure that a system to supervise recommendations that is designed to achieve compliance with 3 AAC 26.770 - 3 AAC 26.789 is established and maintained by contracting with a third party including a licensee to establish and maintain a system of supervision with respect to insurance producers under contract with or employed by the third party.

(f) An insurer that contracts with a third party under (e)(2) of this section shall

(1) take action to enforce the contractual obligations; and

(2) make inquiry to assure that the licensee is performing the required functions

by

(A) obtaining an annual certification from a senior manager of the licensee responsible for the delegated functions certifying that the manager has a basis to represent and does represent that the licensee is performing the required functions; and

(B) periodically selecting licensees for review to determine whether the licensees are performing the required contractual obligations.

(g) A licensee shall

(1) adopt a system established by an insurer to supervise recommendations of its insurance producers that is designed to achieve compliance with 3 AAC 26.770 - 3 AAC 26.789;

or

(2) establish and maintain a system to supervise recommendations that is designed to achieve compliance with 3 AAC 26.770 - 3 AAC 26.789 that includes

(A) maintaining written procedures; and

(B) conducting periodic reviews of its records that are designed to assist in detecting and preventing violations of 3 AAC 26.770 - 3 AAC 26.789.

(h) A system to supervise recommendations that is established and maintained as required under (e) - (g) of this section by an insurer or licensee may include a review of

(1) all insurance producer solicited transactions; or

(2) an insurance producer's recommendations of products other than the annuities offered by the insurer or licensee.

(i) An insurer's contract with a third party under (e)(2) of this section must include a provision that, upon request of the insurer, the third party will provide the certification required under (f)(2)(A) of this section or provide a clear statement of why the licensee is unable to provide the certification.

(j) If determining whether a recommendation made by an insurance producer or an insurer, if no insurance producer is involved, to a consumer to purchase or exchange a variable annuity contract complies with (a) – (d) of this section, the director will consider whether the Financial Industry Regulatory Authority (FINRA) has found the recommendation to comply with the National Association of Securities Dealers Conduct Rule 2310. (Eff. 7/25/2008, Register 187)

Authority:	AS 21.06.090	AS 21.36.030	AS 21.36.050
	AS 21.36.020	AS 21.36.040	AS 21.36.150

3 AAC 26.780. Records. An insurer or licensee shall comply with the requirements of AS 21.27.350 with respect to all information collected from a consumer and other information used in making a recommendation that was the basis for an insurance transaction. (Eff. 7/25/2008, Register 187)

Authority: AS 21.06.090 AS 21.36.030 AS 21.36.050
AS 21.27.350 AS 21.36.040 AS 21.36.150
AS 21.36.020

3 AAC 26.789. Definitions. In 3 AAC 26.770 - 3 AAC 26.789, unless the context requires otherwise,

(1) “direct-response solicitation” means a solicitation solely through mail, telephone, the Internet, or other mass communication media;

(2) “insurance producer” has the meaning given in AS 21.27.900. (Eff. 7/25/2008, Register 187)

Authority: AS 21.06.090 AS 21.36.030 AS 21.36.050
AS 21.27.350 AS 21.36.040 AS 21.36.150
AS 21.36.020