

## 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:**

- Approximate annual **household income** \$ \_\_\_\_\_ **Net worth** \$ \_\_\_\_\_
- Marital Status**  Single  Married  Divorced  Widowed **Number of Dependents** \_\_\_\_\_
- Federal Tax Rate:**  0%  10%  15%  25%  28%  33%  35%
- 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:**

- 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 \_\_\_\_\_
- After purchasing this annuity, will you have sufficient funds available without penalty for emergencies?  
 Yes  No
- 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? \$ \_\_\_\_\_
- Is there a **surrender charge** on the product you are purchasing today?  Yes  No  
**If there is a charge**, for how many years? \_\_\_\_\_
- 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:**

\_\_\_\_\_

\_\_\_\_\_

- I believe this product meets my needs at this time  Yes  No
- 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



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### **Bulletin 08-05**

DATE: July 2, 2008  
TO: All annuity insurers and annuity agents  
FROM: Merle Scheiber, Director  
RE: New Annuity Suitability Requirements

An annuity suitability law (SB 37) was enacted during the 2008 legislative session and is effective as of July 1, 2008. See SDCL 58-33A-13 through 58-33A-27. This legislation is based upon the NAIC annuity suitability model. The legislation requires insurance agents to make reasonable efforts to determine the suitability of investors to purchase an annuity prior to making the sale. Many insurance agents are also registered securities agents and are currently subject to the Conduct Rules of the National Association of Securities Dealers, now called the Financial Industry Regulatory Authority, Inc. ("FINRA"). This bulletin is notice that the NASD (FINRA) Conduct Rules meet or exceed the requirements found in SB37. Therefore, if a person is in compliance with the FINRA rules regarding suitability for the purchase or exchange of an annuity, it will be considered to be in compliance with SB37.

The legislation also requires insurers to establish a system of oversight regarding suitability recommendations.