



# Fixed Annuity Fact-Finder

This form is designed to assist the agent and potential policyowner in gathering information to determine whether the purchase of an annuity is suitable. Completed forms should be maintained in the agent's policyowner file.

**Section 1** - To be completed with your agent to determine if the proposed fixed annuity purchase meets your financial needs and objectives.

## A - Personal Identification

Owner Full Name: \_\_\_\_\_ S.S. No. / Tax ID No.: \_\_\_\_\_ Date of Birth: \_\_\_\_\_ Age: \_\_\_\_\_

Co-Owner's Full Name: (if any) \_\_\_\_\_ S.S. No. / Tax ID No.: \_\_\_\_\_ Date of Birth: \_\_\_\_\_ Age: \_\_\_\_\_

Marital Status:  Married  Single List Number of Dependents: \_\_\_\_\_ Occupation: \_\_\_\_\_  
Dependent ages: \_\_\_\_\_

## B. Financial Profile (For Joint Owners, information may be combined.)

### 1. Annual Gross Income

- \$0 - 29,999     \$50,000 - 74,999     \$100,000 - 149,999     \$250,000 - 399,999  
 \$30,000 - 49,999     \$75,000 - 99,999     \$150,000 - 249,999     \$400,000 - Over

### 2. Source of Income: (Check all that apply)

- Salary (W 2)     Investments     Social Security     Pension Plans     Other: \_\_\_\_\_

### 3. Estimated Net Worth: (Exclude primary residence, furnishings, automobiles.)

- \$0 - 74,999     \$150,000 - 249,999     \$500,000 - 999,999  
 \$75,000 - 149,999     \$250,000 - 499,999     \$1,000,000 - Over

### 4. Current Savings and Investments: (Liquid Net Worth)

- Under \$10,000     \$25,000-\$50,000     Over \$100,000  
 \$10,000-\$25,000     \$50,000-\$100,000

### 5. What type of investments and insurance products do you own?

- Mutual Funds     Stocks     Bonds     CDs  
 Savings Accounts     Life Insurance     Other Annuities

6. What type of life insurance or other annuities do you own? \_\_\_\_\_

### 7. Why are you purchasing this annuity? (Check all that apply)

- Estate Planning     Income     Retirement  
 Safety of Principal     Tax Deferral     Stable Growth     Other \_\_\_\_\_

### 8. How long do you plan to keep your money in this annuity?

- 4 years or less     4-8 years     8 -10 years     10 years or more

9. In case of an emergency, do you have other monies available so that you would not need the monies in the annuity?  Yes  No

10. What is your Federal Income Tax Bracket:  10%     15%     25%     28%     33%     35%

## Fixed Annuity Fact-Finder - Continued

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### B. Financial Profile *(continued)*

11. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating an existing life insurance policy or annuity contract?  Yes  No
12. Are you considering using monies from existing life insurance policies or annuity contracts to contribute to the new contract?  Yes  No
13. If you answered yes to either of the above two questions, how long has the policy or contract been in force?  
 1-3 years  4-6 years  7-9 years  10-12 years  13 years or more
14. Is there a surrender charge associated with the existing policy or contract?  Yes  No  
If yes, what is the current surrender charge? \_\_\_\_\_ %
15. Do you have any outstanding loan(s) on the existing policy or contract?  Yes  No  Loans not available
16. What is the source of monies that you will use to buy this fixed annuity? \_\_\_\_\_

Producer Name:

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