# Great American Life Insurance Company® Administrative Address: P.O. Box 5420, Cincinnati, Ohio 45201-5420



Member Companies

### Single Premium Deferred Annuity with Multiple Interest Crediting Strategies – Application

1. Owner	
Primary Owner           Name         John T. Smith           Address         111 Bond Street           City         Anywhere         State         NC         Zip         21212           Phone         555-555-5555         Sex         ■ M         F           SSN/FEIN         111-11-1111         Birth date         01-01-1941           Email Address         jsmith@verizon.net	Joint Owner (only available for Non-Qualified contracts)  Name  Address  City State Zip  Phone Sex M F  SSN/FEIN Birth date  Email Address
2. Annuitant (if other than Owner)  Primary Annuitant  Name	Joint Annuitant (only available for Non-Qualified contracts)  Name  Address  City State Zip  Phone Sex M F  SSN/FEIN Birth date
A. Product Name	D. Tax Qualification for New Annuity  Non-Qualified TSA 403(b) Roth 403(b) SEP IRA Other (please specify)  SIMPLE IRA  E. Riders (Riders not available for all ages) IncomeSecuresm Rider If this Rider is elected, you must complete Section 3B on the Selection Form. (Rider not available in all states)  IncomeSustainer Plus Rider If this Rider is elected, you must complete Section 3A on the Selection Form. (Rider not available in all states)  F. Special Requests

#### 4. Beneficiary

If the beneficiary listed below is not designated as a Primary or Contingent beneficiary, it will automatically default to a Primary designation. All shares will be divided equally unless otherwise noted in the space provided.

List additional beneficiaries on the Additional Beneficiary Designation Form. Share/Percentage must equal 100%. If beneficiary is a trust, list the name of the trust, name(s) of the current trustee(s), and trust agreement date, AND provide copies of the first page and signature page of the trust. If the owner of the contract applied for is a trust, the trust must be designated as the primary beneficiary.

Primary Beneficiary		Contingent Beneficiary
	Share/Percentage 100 %	Share/Percentage 50
Name Mary M. Smith		Name Meghan K. Smith
Address 111 Bond Stre	eet	Address 321 Lamb Street
City Anywhere	State NC Zip 21212	City Anywhere State NC Zip 21212
SSN 222-22-2222	Relationship Spouse	SSN 333-33-3333 Relationship Daughter
	Share/Percentage %	Share/Percentage 50
Name		Name Tyler J. Thompson
Address		Address 564 Hyde Street
City	State Zip	City Anywhere State NC Zip 21212
SSN	Relationship	SSN 444-44-444 Relationship Son
	Share/Percentage %	Share/Percentage Share/Percentage
Name		Name
Address		Address
City	State Zip	City State Zip
SSN	Relationship	SSN Relationship
	Share/Percentage %	Share/Percentage C
Name		Name
Address		Address
City	State Zip	City State Zip
SSN	Relationship	SSN Relationship
	Share/Percentage %	Share/Percentage C
Name		Name
Address		Address
City	State Zip	City State Zip
SSN	Relationship	SSN Relationship
	Share/Percentage %	Share/Percentage
Name		Name
Address		Address
City	State Zip	City State Zip
SSN	Relationship	SSN Relationship

5. Existing Insurance/Replacement			
Do you have any existing life insurance policies or individual annuity contracts currently in force with this Company or any other company?  Tes No	If "Yes", complete the Important Notice Replacement of Life Insurance or Annuities. Your agent must present and read the Notice to you unless you voluntarily waive this step.		
6. Agreement			
I certify that I have read the statements and that my answers to the questions on this application are true and complete to the best of my knowledge and belief.	By signing below, I also authorize any law enforcement agency, public or private institution, information service bureau or other entity contacted by the Company to furnish information sufficient to confirm my/our personal information as required by Federal law. I hereby		
I understand that the annuity for which I am applying	release all persons, agents and agencies, and entities providing		
is a single premium deferred annuity with multiple interest	confirming information from any and all liability arising out of the		
crediting strategies. I understand that the values of the	request for or the release of confirming information.		
annuity may be affected by the change in an external index.			
I understand that the annuity does not directly participate in	I understand that neither the Company issuing this Contract nor its		
equity or debt investments. I understand that only the	representatives offer legal or tax advice. (Please consult your tax		
guaranteed minimum surrender value is guaranteed, and that the	advisor or lawyer with any questions or concerns.) I believe the		
other values are not guarantees, promises, representations or warranties.	Contract I am purchasing is suitable based on my financial status, tax status, investment objectives and insurance needs.		
I received and reviewed the Disclosure Document that includes information about my annuity contract, its benefits, and the fees and	Signed at (city) Anywhere (state) NC		
charges that apply to it.	Owner's Signature		
	John's Signature here		
I understand annuities are not insured by the FDIC, or the NCUSIF,	Date 07/01/2012		
and are not a deposit or other obligation of, or guaranteed by a bank			
or similar financial institution. Annuities are subject to investment risk, including possible loss of principal amount invested.	Joint Owner/Plan Administrator's Signature (if applicable)		
Date			

PLEASE INCLUDE THE STRATEGY SELECTION FORM WITH THIS APPLICATION. WE WILL NOT BE ABLE TO PROCESS YOUR CASE WITHOUT THE STRATEGY SELECTION FORM.

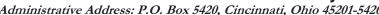
PLEASE ALSO NOTE THAT ADDITIONAL FORMS OR DOCUMENTATION WILL BE REQUIRED TO VERIFY THE AUTHORITY OF THE PERSON SIGNING WHERE THE OWNER IS A TRUST, CORPORATION OR OTHER ENTITY, OR WHERE A POWER OF ATTORNEY IS BEING USED.

7. Agent's Statement		
To the best of my knowledge, (1) the purchaser(s) does does does not have any existing life insurance policies or annuity contracts currently in force with this or any other company; and (2) the annuity being purchased is is not intended to replace or use cash values of any existing life insurance or annuity	I further certify that this transaction is in accord with the Company's written statement with respect to the acceptability and appropriateness of replacements and that I truly and accurately recorded on this application the information provided by the applicant.	
with this or any other company. (If the purchaser(s) does have existing life insurance policies or annuity contracts, please read the appropriate replacement forms to the purchaser(s) (unless voluntarily waived) and complete the appropriate replacement forms.	I did recommend did not recommend that the product being applied for is suitable for the proposed owner(s) on the basis of the facts disclosed by the proposed owner(s).	
If the annuity being purchased is intended to replace or use cash values of any existing life insurance or annuity with this or any other		
company, please complete the appropriate replacement forms.)	1st Agent's Name (please print) Joe Broker	
company, piease complete the appropriate replacement forms.)	Agent's Signature	
If the Contract applied for replaces any existing life insurance or	Agent o dignature	
annuity with this or any other company, I attest that I have reviewed		
the potential advantages and disadvantages of the proposed	<b>Date</b> 07/01/2012	
transaction.	Agent Code # GA123 Commission Split 100 %	
	Phone 555-666-1236	
I hereby certify that in connection with my presentation to the	E-Mail Address jbroker@bank.com	
purchaser(s) herein, I only used sales material that was previously	<del></del>	
approved by the Company and that I left with the purchaser(s) a copy		
of all sales material used in my presentation. ("Sales Material"	2 <sup>nd</sup> Agent's Name (please print)	
means a sales illustration and other written, printed or	Agent's Signature	
electronically presented information created, completed or		
provided by the Company or the agent and is used in the		
presentation to the purchaser in connection with the contract	Date	
purchased).	Agent Code # Commission Split %	
	Phone	
	E-Mail Address	
8. For Agent Use Only (Commission Structure Codes)		
AssuranceSelect 7: ☐ HEAP(01) ☐ MOD 3 (02) Default: HEAP(01) ☐ Trail AV (03)	AssuranceProtect 6: HEAP only	

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#### Great American Life Insurance Company®

#### **AssuranceSelect 7 Individual Deferred Annuity**





Administrative Address: P.O. Box 5420, Cincinnati, Ohio 45201-5420 **Member Company** 

Flexible Premium Deferred Annuity	with Multiple Ir	iterest Credit	ing Strategies – Selec	tion Form
1. Owner				
Primary Owner		Joint Owner (only	available for non-qualified con	ntracts)
Name John T. Smith		Name		
Address 111 Bond Street		Address		
City Anywhere State NC 2	Zip <u>21212</u>	City	State	Zip
SSN 111-11-1111		SSN		
2. Initial Strategy Selection (Please indicate in whole p	ercentages only.)			
Below are the strategies to which your purchase paymen	t account value may be a	applied, subject to the	e terms and conditions of your and	nuity contract.
Indicate the percentage that you want applied to each s	••		n whole percentages only and tot	iai 100%.
Initial Interest Strategy(ies) – Percentage of Purchas	se Payment Account v 25		e annuities provide that, unless you make ch	anges to your selections
Declared Rate Strategy Annual Point-to-Point Indexed Strategy	50	each	strategy will automatically renew for a term.	Other annuities provide
Monthly Averaging Indexed Strategy	25		at the end of each term, the funds held for the w term based on your most recent selection of	
Total (must equal 100%)	100		k with your financial professional for renewal	
3. Rider Selection (Please choose A or B below only if pu	rchasing the IncomeSecu	Ame	rican Life annuity that you are purchasing.	r hav an the
application/request form is checked. An annual charge ap				
☐ A. IncomeSustainer Plus		☑ B. Inco	meSecure	
I elect the IncomeSustainer Plus guaranteed income and I elect the IncomeSecure guaranteed income rider. I lead to the IncomeSecure guaranteed income rider.				
death benefit rider. I have read and unders		read and understand the reset option set out below.  Available for ages 40–85.		
option set out below. Available for ages 50	l−00.	Ava	nable for ages 40–65.	
Information about the Reset Option Under Incomes If you wish to reset the income base to your account v separate written request specifically related to that cor the applicable contract anniversary. If you elect a rese then assessing for your rider, the reset will trigger an in income base on a contract anniversary.  Note: If you elect a reset, a new income rollup period of disregarded. A reset will not change your rollup base a	alue on a contract anniversary. We not and the then current of the	ersary as permitted nust receive the wri narge for new issue rge. You may not el	tten request for a reset no later the softhe rider is higher than the chect a reset if your account value is	an 30 days after narge that we are s lower than the
4. Agreement				
The owner(s) agrees that Great American Life® is authori indicated below. The owner(s) will hold Great American Life  Please initial here if you wish to authorize t selections on your behalf for this contract.	® harmless against any a	nd all claims made b	y reason of these selections and any	y such authorization.
Owner's signature		Joint Owner's	signature (if applicable)	_
7/1/2012			G (iii alple )	
Date		Date		

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☐ Annuity Investors Life Insurance Compa	ny®
☑ Great American Life Insurance Company	y <sup>®</sup>
☐ Loyal American Life Insurance Company	(®

## IMPORTANT NOTICE Replacement of Life Insurance or Annuities

This document must be signed by the applicant and the producer, if there is one, and a copy left with the applicant.

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on the existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy involves the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends, of an existing policy, to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interest. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on the back of this form.

- 1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract? ☐ Yes ☑ No
- 2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract? ☐ Yes ☑ No

If you answered "Yes" to either of the above questions, list each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured or annuitant, and the contract or policy number if available) and whether each contract or policy will be replaced or used as a source of financing:

Insurer Name	Contract or Policy #	Insured or Annuitant	Replaced (R) or Financing (F)
1.			
2.			
3.			

Make sure you know the facts. Contact your existing company or its agents for information about the old policy or contract. If you request one, an in-force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer. Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

,	
The existing policy or contract is being replaced because	
I certify that the responses herein are, to the best of my knowledge, accurate:  John Smith	7/1/2012
Applicant's Signature and Printed Name	Date
Joe Broker	must be dated before or on app date
Agent's/Producer's Signature and Agent's/Producer's Printed Name	Date
I do not want this notice read aloud to me (Applicants must initial only if the aloud.)	ney do not want the notice read

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1 signed notice to applicant

1 signed notice to agent

1 signed notice to replacing insurance company

#### Great American Financial Resources®, Inc.

### **Exchange/Rollover/Transfer Request**





Date

Sections 3a-3e are required for all qualified requests; section 4a is required for all non-qualified requests; section 4b should be completed from transferring institution.

1. Account to be exchanged/rolled over/transferred (required)			
Owner name_John T. Smith	Annuitant/participant name John T. Smith		
Owner SSN/tax ID 111-11-1111	Annuitant/participant SSN 111-11-1111		
Joint owner name	Joint annuitant/participant name		
Joint owner SSN	Joint annuitant/participant SSN		
out owner son	oont amutany participant oon		
2. Transferring institution information (required)			
Existing account provider ABC Ins. Co	Provider street address (required) Attn: Transfer Exchange Department		
Provider phone 888-555-5555	123 Main Street		
Existing account # 123654789	Anwhere, MD 23456		
3a. Qualified accounts: Tax qualification of existing and new accoun	its		
From: ☐ Traditional 403(b) ☐ Traditional IRA ☐ Roth 403(b) ☐ SEP IRA ☐ Governmental 457(b) ☐ SIMPLE IRA ☐ Pension/Profit Sharing/401(k) ☐ Roth IRA ☐ Roth 401(k)	To: ☐ Traditional 403(b) ☐ Traditional IRA ☐ Roth 403(b) ☐ SEP IRA ☐ Governmental 457(b) ☐ SIMPLE IRA ☐ Pension/Profit Sharing/401(k) ☐ Roth IRA ☐ Roth 401(k) ☐ Inherited IRA (for non-spouse beneficiary of 403(b), 457(b) or 401 plan)		
3b. Qualified accounts: Type of exchange/rollover/transfer where ex	isting and new accounts have the same tax qualification		
<ul> <li>□ This is a contract exchange/reinvestment within the same employer plan.</li> <li>□ This is a direct rollover to a plan with a new employer of an eligible rollover distribution from a plan of a previous employer.</li> <li>■ This is an IRA to IRA direct trustee to trustee transfer, or a plan-to-plan transfer to a plan of a different employer with the same tax qualification as the plan with the previous employer.</li> </ul>	Please refer to Attachment A for complete transaction definitions.  We will require documentation that the receiving plan will accept the rollover/ exchange/transfer; most 403(b), Governmental 457(b) and 401 plans will require a segregated rollover account.		
3c. Qualified accounts: Amount to be exchanged/rolled over/transfe	rred		
■ New GAFRI contract □ GAFRI contract #	Required Minimum Distribution Information		
I wish to rollover/exchange/transfer:  Full amount \$\frac{25,000.00}{\text{contract attached } \square \text{contract lost}}  Partial amount \$\square \text{or } \square \text{%}  Effective: \square \text{Immediately } \square \text{On } \square ////////_	The required beginning date for distributions from a TSA, all IRAs (except a Roth IRA), all 401 plans and Governmental 457 plans is April 1 following the calendar year in which you reach age 70½ (or a later year in which you retire, if not an IRA). The following information is required if you are or will be over 70½ in age in the year of the transfer/rollover:  No RMD is required for the current year.  I have already taken my full RMD for the current year.		
	I direct the provider of my existing account to distribute the RMD to me before the exchange/rollover/transfer.		
3d. Qualified accounts: For exchange within or rollover/transfer from	n 403(b), pension/profit sharing/401(k), or governmental 457(b) plan		
Name of existing employer plan	The plan administrator of the employer plan under which the existing		
Name of plan administrator	account is maintained hereby certifies that the exchange, rollover, or transfer is permitted under the employer plan, and authorizes the provider of the		
Plan administrator phone/contact name	existing account to process this request.		

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Plan administrator signature

3e. Qualified accounts: For rollover/transfer into 403(b), pension/pro	fit sharing/401(k), or governmental	457(b) plan
Name of receiving employer plan  Name of plan administrator	The plan administrator of the employer plan that will receive the rollover or transfer hereby certifies that the rollover or transfer is permitted under the employer plan, and authorizes the GAFRI company to accept the rollover or transfer.	
Plan administrator phone/contact name		
	Plan administrator signature	Date
4a. Non-qualified accounts: Transfer information		
1035 Exchange (non-qualified annuity/life insurance):  ☐ Full (approximate value \$	I hereby make a complete and absolute assignm rights, title and interest of every nature and char portion thereof), and irrevocably waive all rights, a GAFRI contract issued by the GAFRI company. required before the date it is surrendered, and as prior policy for nonpayment of premiums or oth liquidate and forward the amount to be withdraw company to be applied as follows:	acter in and to said policy or account (or said , claims and demands under it, in exchange for . I agree to pay any premium on the prior policy ssume full responsibility for any lapse of the erwise. This serves as my authorization to you from the above account to the GAFRI
☐ Full (approximate value \$)	Transfer these funds: Immediately	
Partial \$ or% from the account referenced above and place the proceeds in a non-qualified account at GAFRI.	To: ☐ New policy ☐ Policy in force	(#)
4b. Non-qualified accounts: 1035 exchange information from prior of	carrier (List cost basis information for contr	act being exchanged.)
Pre-TEFRA: Deposits on/before 8/13/82		
(net of withdrawals) \$ Post-TEFRA: Deposits on/after 8/14/82	Institution representative name (print)	
(net of withdrawals) \$		
Were any deposits made after 6/30/86? ☐ Yes ☐ No	Institution representative signature	Date
5. Agreement and authorization (required)		
I understand and agree that: (1) No amount will be credited to my annuity with the GAFRI company until the funds are received by the GAFRI company in cash; (2) the GAFRI company is not responsible for the consequences of any delay in payment by the existing account provider; (3) the GAFRI	I hereby direct the provider of my existing account to liquidate the amount indicated and forward it to the GAFRI company, and to share information related to the amount transferred.	
company and its representatives cannot provide legal and tax advice;		7/1/2012
(4) neither the GAFRI company nor the existing account provider can be responsible for the tax qualification of the other's account or for the intended	Owner/participant signature (required)	Date
tax treatment of the rollover/exchange/transfer; and (5) GAFRI does not accept responsibility for tracking after-tax funds in a qualified contract.	Joint owner/participant signature (if applicable)	Date
I represent and warrant that no prior request or bankruptcy, insolvency, levy, judgment or other pending legal proceeding limits or affects my right to	Guarantee signature (if required)	Date
make this rollover/exchange/transfer.		7/1/2012
I AGREE AND HOLD HARMLESS AND INDEMNIFY THE GAFRI COMPANY AGAINST ANY AND ALL CLAIMS OR DEMANDS RELATED TO THIS ROLLOVER/EXCHANGE/TRANSFER AND THE LIQUIDATION OF THE EXISTING ACCOUNT.	Witness signature (Agent)	Agent #
6. Acceptance (completed by Home Office)		
The GAFRI company accepts this transfer or rollover and requests that the amount to be transferred or rolled over be liquidated and forwarded to it.	Make check(s) payable to:  ☐ Annuity Investors Life Insurance Co ☐ Great American Life Insurance Co. [	
Authorized signature Title Ext. Date	FBO F	FBO
Executive Vice President		Contract #
Officer signature Title	P.O. Box 5420 F Cincinnati, OH 45201-5420 (	P.O. Box 5423 Cincinnati, OH 45201-5423 (800) 789.6771

For overnight: 301 E Fourth Street ◆ Cincinnati, OH 45202

4/11