



The Standard[®]

Standard Insurance Company

Individual Annuities 800.247.6888 Tel 971.321.5742 Fax

Email: annuityservices@standard.com

1100 SW Sixth Avenue Portland OR 97204-1093 www.standard.com

Individual Deferred Annuity Application

Upon written request by the owner, Standard Insurance Company will provide reasonable factual information about the contract benefits and provisions within a reasonable time. The owner may cancel and return the contract for any reason within thirty (30) days after it is received.

1 Purchase

Focused Growth Annuity	<input type="checkbox"/> FGA 3	<input type="checkbox"/> FGA 5	<input type="checkbox"/> FGA 7	<input type="checkbox"/> FGA 10
Flexible Premium Deferred Annuity	<input type="checkbox"/> FPDA			
Advantage Growth Annuity	<input type="checkbox"/> AGA 5	<input type="checkbox"/> AGA 7		
Other	<input type="checkbox"/>			
Send the contract to	<input type="checkbox"/> Producer	<input type="checkbox"/> Applicant		

2 Owner(s) Please Print

PRIMARY FULL LEGAL NAME/TRUST NAME		
TRUSTEE NAME		
SSN OR TIN	BIRTH DATE/TRUST DATE	
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
RESIDENCE ADDRESS		
CITY	STATE	ZIP CODE
GENDER <input type="checkbox"/> Female <input type="checkbox"/> Male <input type="checkbox"/> Not Applicable	PHONE	
E-MAIL ADDRESS		

Available for Non-Qualified Annuities only.

JOINT FULL LEGAL NAME		
SSN OR TIN	BIRTH DATE	
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
RESIDENCE ADDRESS		
CITY	STATE	ZIP CODE
GENDER <input type="checkbox"/> Female <input type="checkbox"/> Male	PHONE	
E-MAIL ADDRESS		

3 Annuitant(s) (Please Print)

PRIMARY FULL LEGAL NAME		
SSN OR TIN	BIRTH DATE	
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
RESIDENCE ADDRESS		
CITY	STATE	ZIP CODE
GENDER <input type="checkbox"/> Female <input type="checkbox"/> Male	PHONE	
E-MAIL ADDRESS		

JOINT FULL LEGAL NAME		
SSN OR TIN	BIRTH DATE	
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
RESIDENCE ADDRESS		
CITY	STATE	ZIP CODE
GENDER <input type="checkbox"/> Female <input type="checkbox"/> Male	PHONE	
E-MAIL ADDRESS		

4 Premium

AMOUNT ATTACHED (use only if a check is enclosed)	ESTIMATED AMOUNT(S) FORTHCOMING (use for exchanges, transfers, rollovers, and additional premium to be remitted)	TOTAL AMOUNT EXPECTED
PLANNED AMOUNT PREMIUM (IF APPLICABLE)		

5 Interest Payments (If Applicable) Include form 5031. For EFT include form 11426

INITIATE INTEREST PAYMENTS <input type="checkbox"/> Yes <input type="checkbox"/> No
PAYMENT MODE <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Semiannually <input type="checkbox"/> Annually

6 Source of Funds (select as many that apply)

For Transfer, Rollover or 1035 Exchange, include form 12213			
<input type="checkbox"/> New Investment	<input type="checkbox"/> 1035 Exchange	<input type="checkbox"/> Transfer	<input type="checkbox"/> Rollover

7 Contract type (select one)

<input type="checkbox"/> Non-Qualified		
<input type="checkbox"/> Inherited IRA (Include form 13668)		
<input type="checkbox"/> Traditional IRA		
<input type="checkbox"/> Roth IRA		
<input type="checkbox"/> Simplified Employee Pension (SEP) IRA		
<input type="checkbox"/> Qualified Pension Plan type (select one)		
<input type="checkbox"/> Transfer	<input type="checkbox"/> Defined Contribution Plan	Plan Year End month/date
<input type="checkbox"/> Non-ERISA 403(b) Tax-Sheltered Annuity with Contributions from	<input type="checkbox"/> Participant	<input type="checkbox"/> Employer
<input type="checkbox"/> ERISA 403(b) Tax-Sheltered Annuity with Contributions from	<input type="checkbox"/> Participant	<input type="checkbox"/> Employer

8 Beneficiary Designation

<input type="checkbox"/> Primary <input type="checkbox"/> Contingent <input type="checkbox"/> Revocable <input type="checkbox"/> Irrevocable		
FULL LEGAL NAME/TRUST NAME		
TRUSTEE NAME		
SSN OR TIN	BIRTH DATE/TRUST DATE	
RELATIONSHIP	PERCENTAGE	
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
PHONE	E-MAIL ADDRESS	

<input type="checkbox"/> Primary <input type="checkbox"/> Contingent <input type="checkbox"/> Revocable <input type="checkbox"/> Irrevocable		
FULL LEGAL NAME/TRUST NAME		
TRUSTEE NAME		
SSN OR TIN	BIRTH DATE/TRUST DATE	
RELATIONSHIP	PERCENTAGE	
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
PHONE	E-MAIL ADDRESS	

<input type="checkbox"/> Primary <input type="checkbox"/> Contingent <input type="checkbox"/> Revocable <input type="checkbox"/> Irrevocable		
FULL LEGAL NAME/TRUST NAME		
TRUSTEE NAME		
SSN OR TIN	BIRTH DATE/TRUST DATE	
RELATIONSHIP	PERCENTAGE	
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
PHONE	E-MAIL ADDRESS	

<input type="checkbox"/> Primary <input type="checkbox"/> Contingent <input type="checkbox"/> Revocable <input type="checkbox"/> Irrevocable		
FULL LEGAL NAME/TRUST NAME		
TRUSTEE NAME		
SSN OR TIN	BIRTH DATE/TRUST DATE	
RELATIONSHIP	PERCENTAGE	
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
PHONE	E-MAIL ADDRESS	

9 Owner, Annuitant and Producer Remarks (If additional remarks are attached to this application, be sure to sign and date.)

10 Notices and Disclosures

Contract Return

If the contract is returned during the free look period, Standard Insurance Company will: (a) cancel the contract form from the beginning; and (b) promptly refund any premium paid by the owner, less any prior partial withdrawals.

Applies if the annuity is purchased through a bank or credit union.

The annuity is not a deposit. The annuity is not guaranteed by any bank or credit union. The annuity is not insured by the FDIC or by any other governmental agency. The purchase of an annuity is not a provision or condition of bank or credit union activity. Some annuities are subject to investment risk and may go down in value.

Fraud Notice

Any person who knowingly and with intent to injure, defraud, or deceive any insurer files a statement of claim or an application containing any false, incomplete, or misleading information is guilty of a felony of the third degree.

Privacy Statement

I understand that, in the course of processing my application, Standard Insurance Company may collect personal information about: (a) me; and (b) others I have identified in this application, e.g. beneficiaries, policy owners and annuitants. I understand that the personal information may include information about my: (a) age; (b) occupation; (c) income; (d) finances; and (e) other insurance. Standard Insurance Company may obtain personal information from: (a) this application; (b) other forms I submit to Standard Insurance Company; (c) an employer; (d) an insurance sales representative; (e) other insurance companies; (f) Standard Insurance Company's web sites; and (g) any other person, organization or institution having records or knowledge of me that are necessary to process this transaction. In the course of processing this transaction there may be circumstances in which Standard Insurance Company discloses to other parties the information collected about me. I authorize Standard Insurance Company to disclose personal information to: (a) an employer (e.g. name, employment status and Social Security number); (b) organizations or persons, including insurance sales representatives that perform services or functions necessary to process this transaction; and (c) other insurance companies. No other disclosure may be made without my further authorization except: (a) to the extent necessary for the conduct of Standard Insurance Company's business; or (b) as permitted or required by law. I understand that failure to sign the authorization may: (a) impair the ability to process my application; and (b) be the basis for denying my application. I understand that this authorization: (a) will automatically expire 24 months following the date of my signature below; (b) may be revoked by me at any time by sending a written request for revocation to Standard Insurance Company at the address above; and (c) such revocation may be the basis for denying my application. I also understand that: (a) I (or my authorized representative) have the right to request a copy of my authorization and to learn the nature and substance of any personal information about me in Standard Insurance Company's file; (b) I (or my authorized representative) have the right to ask Standard Insurance Company to correct or amend such information, if necessary; and (c) Standard Insurance Company will carefully review my request and, where appropriate, make the necessary change. To obtain further information about these rights and information practices, I have been informed that I may request a copy of the Privacy Notice by contacting Standard Insurance Company at the address above.

11. Applicant and Insurance Producer Declarations

The signatories of this application represent that all statements and information contained herein are true and complete to the best of their belief and knowledge. The insurance producer declares that all answers and information in this application have been truly and accurately recorded as provided by the applicant. The insurance producer declares that the identity of the applicant has been verified by reviewing a government-issued photo identification. The insurance producer also declares that with respect to the suitability of this sales recommendation, the applicable state requirements have been met. The signatories of this application also declare that this application was signed by the applicant after all answers and information were recorded herein. Additionally, the signatories of this application declare and certify the following:

- A.** The applicant has existing life insurance policies or annuity contracts.
Insurance Producer: ☐ Yes ☐ No **Applicant:** ☐ Yes ☐ No
- B.** The contract applied for will replace an existing life insurance policy or annuity contract.
If yes, the insurance producer has left all materials used in the sales presentation with the applicant. The insurance producer has gone through the applicable replacement form with the applicant and it has been completed and enclosed with this application.
Insurance Producer: ☐ Yes ☐ No **Applicant:** ☐ Yes ☐ No
- C.** The insurance producer has delivered and the applicant has received *The Buyer's Guide to Deferred Annuities*.
Insurance Producer: ☐ Yes ☐ No **Applicant:** ☐ Yes ☐ No
- D.** The signatories to this application have read through the applicable product disclosure, and the insurance producer has explained and the applicant understands the various product features, including but not limited to: (a) surrenders and withdrawals; (b) surrender charges; (c) surrender charge period; (d) early withdrawal tax penalty; and (e) annuitization. A signed product disclosure is enclosed with this application.
Insurance Producer: ☐ Yes ☐ No **Applicant:** ☐ Yes ☐ No
- E.** The applicant is a full-time, active-duty member of the US Armed Forces (includes a reserve unit serving under published orders for training).
If yes, the applicable form has been completed, signed, and enclosed with this application.
Insurance Producer: ☐ Yes ☐ No **Applicant:** ☐ Yes ☐ No
- F.** The applicant is purchasing an annuity that includes a market value adjustment feature.
If yes, the insurance producer has explained and the applicant understands that during the market value adjustment period: (a) any amount surrendered may be subject to a market value adjustment; and (b) the adjustment may increase or decrease amounts payable under the contract. The insurance producer has explained and the applicant understands that: (a) if interest rates rise after the contract effective date, the market value adjustment will generally decrease the surrender value; and (b) if interest rates fall after the contract effective date, the market value adjustment will generally increase the surrender value.
Insurance Producer: ☐ Yes ☐ No **Applicant:** ☐ Yes ☐ No
- G.** The insurance producer has explained and the applicant understands that The Standard does not offer legal, financial, tax, investment or estate-planning advice. The applicant has had the opportunity to seek such advice from the proper sources before purchasing this annuity.
Insurance Producer: ☐ Yes ☐ No **Applicant:** ☐ Yes ☐ No
- H.** The insurance producer and the applicant agree that the purchase of this annuity is appropriate to the applicant's particular legal, financial, tax, investment, estate-planning goals and other circumstances.
The insurance producer and the applicant have gone through and completed suitability forms, as applicable. The completed and signed original of that form is enclosed with this application, a copy has been left with the applicant, and a copy has been retained and is on file with the insurance producer.
Insurance Producer: ☐ Yes ☐ No **Applicant:** ☐ Yes ☐ No

INSURANCE PRODUCER FULL LEGAL NAME		
AGENCY		PHONE
BUSINESS OR INSTITUTION NAME		
COMMISSION PAYMENT OPTION <input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C		
BUSINESS/MAILING ADDRESS		
CITY	STATE	ZIP CODE
E-MAIL ADDRESS		

Owner Signature

Date (MM/DD/YYYY)
Signed at (City, State)

Owner Signing as:

☐ Self ☐ Trustee
☐ Attorney in Fact
(Include certified Power of Attorney and form 14389)
☐ Other

Joint Owner Signature

Date (MM/DD/YYYY)
Signed at (City, State)

Joint Owner Signing as:

☐ Self ☐ Trustee
☐ Attorney in Fact
(Include certified Power of Attorney and form 14389)
☐ Other

Annuitant Signature

Date (MM/DD/YYYY)
Signed at (City, State)

Annuitant Signing as:

☐ Self
☐ Attorney in Fact
(Include certified Power of Attorney and form 14389)
☐ Other

Joint Annuitant Signature

Date (MM/DD/YYYY)
Signed at (City, State)

Joint Annuitant Signing as:

☐ Self
☐ Attorney in Fact
(Include certified Power of Attorney and form 14389)
☐ Other

Insurance Producer Signature

The Standard Producer No.

Insurance Producer License No.
Date (MM/DD/YYYY)
Signed at (City, State)



Please check the appropriate box:

☐ Qualified Annuity

☐ Non-qualified Annuity

This Disclosure summarizes important points for you to consider before you purchase Standard Insurance Company's (The Standard's) Focused Growth Annuity.

The Focused Growth Annuity (FGA) is a single-premium deferred annuity. You purchase the annuity with one premium payment, but premiums are accepted during the first 90 contract days to accommodate multiple roll-overs, transfers and exchanges. The FGA is an individual fixed deferred annuity which means interest is earned during the accumulation phase and annuity benefit payments are deferred until the annuity date or upon annuitization. Under current tax law: (a) the principal and earnings are not subject to income taxes until funds are withdrawn or distributed; and (b) a 10% IRS early-withdrawal penalty may apply to withdrawals or distributions prior to age 59½. Tax law is subject to change. Please see your financial or tax professional for any exceptions to the early-withdrawal penalty.

The main purposes of a deferred annuity are: (a) to save money for retirement; and (b) to receive retirement income for life. It is not meant for short-term financial goals.

If you have any questions about the FGA, please ask your broker or financial advisor. You may also contact us at the phone number shown above.

THE ANNUITY CONTRACT. *How will the value of my annuity grow?*

Annuity. An annuity allows you to pay a premium for the contract and interest will be earned on a tax-deferred basis. The premium and interest earnings are not subject to income taxes until the funds are withdrawn or distributed.

Owner. The owner is the person or entity who has purchased the contract and to whom the contract is issued.

Annuitant. The annuitant is the person on whose life the amount and duration of annuity benefit payments are based.

Issue Age. An FGA3 and 5 will be issued to owners age 18-93 and annuitants age 0-93. (Note: Ages 91-93 must be for transfer of wealth or estate-planning purposes.) An FGA7 will be issued to owners age 18-90 and annuitants age 0-90. An FGA10 will be issued to owners age 18-80 and annuitants age 0-80.

Contract Effective Date. The contract effective date is the date premium is received in The Standard's home office. The effective date is shown on the contract cover.

Premium. An FGA may be established with an initial premium of \$15,000 to \$1,000,000 (or more with prior home-office approval). Additional premium payments may be made during the first 90 days of the contract. This generally allows for multiple roll-overs, transfers and exchanges.

Interest Rates. The initial premium will receive the interest rate in effect as of the date the application and premium are received in the home office. Additional premium received during the first 90 days of the contract will receive the interest rate in effect at the time it is received in the home office.

Premium payments are credited with a guaranteed interest rate for 3 years for the FGA 3, for 5 years for the FGA 5, for 7 years for the FGA 7, and for 10 years for the FGA 10. Thereafter, the annuity fund will be credited with renewal interest rates based on the then current economic and interest rate environment.

Interest compounds daily.

Annuity Fund. The annuity fund is the amount available to provide annuity benefit payments, surrender benefits and death benefits. The value of the annuity fund is: (a) premium plus credited interest; minus (b) net amounts surrendered, surrender charges and associated market value adjustments; minus (c) premium tax, if any.

Expense Charges. There are no expense charges under the contract. There are surrender charges, market value adjustments and premium tax in those states that require premium tax.

Safety and Guarantees. The Standard guarantees that the owner will never receive less than: (a) 87½% of the total premium payments, net of any withdrawals taken; accumulated at (b) an annual interest rate no less than 1.00%.

SURRENDER BENEFITS. *May I take money out of my annuity?*

You may take money out of your annuity any time before annuity benefit payments begin. You may take out all of your annuity's fund value (**full surrender**) or part of it (**partial surrender**). Withdrawals must be \$500 or more. At least \$2,000 must remain in the annuity fund for the contract to remain in force. A 10% IRS penalty may apply to withdrawals made before you reach age 59½.

Initial Surrender Charge Period. A surrender charge will be assessed on amounts you withdraw during the surrender charge period, as follows:

FGA 10

Contract Year	1	2	3	4	5	6	7	8	9	10
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%	4.5%	3.5%	2.5%	1.5%	0.5%

FGA 7

Contract Year	1	2	3	4	5	6	7
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%	4.5%	3.5%

FGA 5

Contract Year	1	2	3	4	5
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%

FGA 3

Contract Year	1	2	3
Surrender Charge	9.4%	8.5%	7.5%

Subsequent Surrender Charge Period(s). There are no surrender charges during the first 30 days of each subsequent surrender charge period. The FGA 3 includes two subsequent surrender charge periods, FGA 5 includes one subsequent surrender charge period, and there are no subsequent surrender charge periods for FGA 7 and FGA 10. During those 30 days, you may choose one of the following options:

1. Continue your contract and apply the current value of the annuity fund to the subsequent surrender charge period.
2. Begin payment of the value of the annuity fund under a payment option without a surrender charge.
3. Make a partial surrender without a surrender charge and apply the remaining value of your annuity fund to the subsequent surrender charge period.
4. Surrender your contract without a surrender charge.

If you do not make a choice during that 30-day period, option 1 above automatically becomes effective. We will provide you with written notice of your options at least 30 days before each subsequent surrender charge period.

The surrender charges for each contract year of each subsequent surrender charge period are as follows:

FGA 10

Contract Year of the Subsequent Surrender Charge Period	1	2	3	4	5	6	7	8	9	10
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%	4.5%	3.5%	2.5%	1.5%	0.5%

FGA 7

Contract Year of the Subsequent Surrender Charge Period	1	2	3	4	5	6	7
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%	4.5%	3.5%

FGA 5

Contract Year of the Subsequent					
Surrender Charge Period	1	2	3	4	5
Surrender Charge	9.4%	8.5%	7.5%	6.5%	5.5%

FGA 3

Contract Year of the Subsequent			
Surrender Charge Period	1	2	3
Surrender Charge	9.4%	8.5%	7.5%

Example: If you withdrew \$5,000 during the first contract year, a 9.4% surrender charge would apply. $\$5,000 \times .094 = \470 . A \$470 surrender charge would be deducted from the \$5,000 withdrawal amount, i.e. $\$5,000 - \$470 = \$4,530$. The resulting \$4,530 is then subject to a market value adjustment.

Market Value Adjustment. The Focused Growth Annuity includes a market value adjustment feature. During each market value adjustment period, any amount surrendered is subject to a market value adjustment (MVA). The MVA may increase or decrease the amounts payable. Generally, if interest rates rise after the beginning of the current market value adjustment period, the MVA will decrease the surrender value; and, if interest rates fall, the MVA will increase the surrender value. The MVA is waived for any surrender for which surrender charges are waived.

Market Value Adjustment Period. The Market Value Adjustment Period begins on the date each Surrender Charge Period begins and runs concurrently with each Surrender Charge Period.

Example. Consider the combined charges for an early surrender when the MVA index rates increase or decrease. The example below assumes the index is 3.00% as of the contract effective date, then either rises to 5.00% or drops to 1.00%. This is for example purposes only. Actual results may vary.

FGA 10

End of MVA Period Year	1	2	3	4	5	6	7	8	9	10
Unchanged at 3.00%	9.4%	8.5%	7.5%	6.5%	5.5%	4.5%	3.5%	2.5%	1.5%	0.5%
Increased to 5.00%	13.9%	15.3%	16.7%	16.8%	14.3%	11.7%	9.1%	6.3%	3.5%	0.7%
Decreased to 1.00%	4.9%	1.7%	-1.7%	-5.0%	-4.4%	-3.5%	-2.5%	-1.6%	-0.6%	0.3%

FGA 7

End of MVA Period Year	1	2	3	4	5	6	7
Unchanged at 3.00%	9.4%	8.5%	7.5%	6.5%	5.5%	4.5%	3.5%
Increased to 5.00%	13.9%	15.2%	14.5%	11.9%	9.2%	6.5%	3.7%
Decreased to 1.00%	4.9%	1.8%	-0.2%	0.7%	1.6%	2.4%	3.3%

FGA 5

End of MVA Period Year	1	2	3	4	5
Unchanged at 3.00%	9.4%	8.5%	7.5%	6.5%	5.5%
Increased to 5.00%	13.8%	13.8%	11.1%	8.4%	5.7%
Decreased to 1.00%	5.0%	2.8%	3.6%	4.5%	5.3%

FGA 3

End of MVA Period Year	1	2	3
Unchanged at 3.00%	9.4%	8.5%	7.5%
Increased to 5.00%	13.0%	10.4%	7.6%
Decreased to 1.00%	5.6%	6.5%	7.3%

ANNUITY BENEFITS. *What payment options are available under my annuity?*

Annuity Date. The annuity date is: (a) the contract anniversary coinciding with or next following the date the (older) annuitant's 115th birthday; or (b) the 10th contract year; whichever is later. The contract will automatically annuitize and begin its payout phase, unless otherwise directed.

Payout Options. You may choose from the following payment options:

Life Income – A guaranteed income for as long as the annuitant lives.

Joint & Survivor Life Income – A guaranteed income for as long as one of the annuitants lives.

Certain Period – A guaranteed income for your chosen time period, e.g. 5, 10, 15 or 20 years.

Life Income with Certain Period – A guaranteed income for your minimum chosen time period. If the annuitant is still living at the end of that period, payments continue as long as the annuitant lives.

Lump Sum – One lump-sum payment of the annuity fund.

If a payment option is not chosen, we will automatically pay under the 10-year certain and life payment option.

Annuitization. The annuity may be converted into an income annuity with The Standard at any time. No surrender charges will apply if you choose a life income or at least a 5-year certain period payment option. If your state imposes a premium tax, it will be deducted from your annuitized payments.

Annuity Benefit Payments. The contract may not be surrendered once annuity benefit payments have begun.

ACCESSING FUNDS. *Are there ways to access funds without incurring a surrender charge?*

Your annuity offers a number of ways to access funds without incurring a surrender charge. There are no surrender fees associated with the following options, but an IRS early-withdrawal penalty may apply to withdrawals before you reach age 59½.

Terminal condition of the owner.

Nursing home confinement of the owner.

Annuitization.

Death of Annuitant.

Earned interest withdrawals.

IRS Required Minimum Distributions.

Out-of-surrender-charge-period withdrawals.

DEATH BENEFITS. *What happens to my annuity if I die?*

The death benefit is paid to the beneficiary if the owner dies before the annuity date, with a choice of payment options. The death benefit is equal to: (a) the value of the annuity fund as of the date of death; or (b) the minimum nonforfeiture value as of the date of death (the regulatory guaranteed minimum); whichever is greater. Death benefits must begin within one year of the date of death and may not extend beyond the beneficiary's life expectancy. If the surviving beneficiary is the spouse as recognized under federal law, that spouse does not need to have death benefits paid. Rather, that spouse may continue the contract as though that spouse were the original owner.

ADVANTAGES OF TAX DEFERRAL UNDER CURRENT TAX LAW. *How will payouts and withdrawals from my annuity be taxed?*

Your annuity grows tax deferred. Taxes will be due only when withdrawals or distributions are paid from the annuity. As a result, interest accumulates on the principal, earnings and on money that otherwise would be paid in income taxes (often referred to as triple-compounding). An IRS early-withdrawal penalty may also apply to payouts and withdrawals paid before you reach age 59½. A tax-deferred annuity may be exchanged for another tax-deferred annuity without being assessed income tax on the earnings. There are no additional tax advantages to purchasing an annuity as part of a qualified plan other than those provided by the qualified plan itself. Please consult your broker or financial advisor.

OTHER INFORMATION. *What else do I need to know about my annuity?*

Free Look. You have 30 days to look over the annuity contract. You may return the contract to the agent who sold it or to our home office within that 30 days. Any premium paid, including any contract fees or other charges, will be refunded, less any benefits paid. The contract will be void and considered never in force.

Commission. We pay a commission to the agent, broker or firm selling you the annuity.

OWNER ACKNOWLEDGEMENT

I affirm that I am purchasing a Focused Growth Annuity from Standard Insurance Company. I understand the FGA product features to the extent summarized in this disclosure. I understand that the contract is intended as a long-term savings vehicle and, as such, may have substantial penalties for early surrenders. I understand and acknowledge that The Standard does not offer legal, financial, tax, investment or estate planning advice. I affirm that I have sought such advice from the proper sources before purchasing the annuity contract. I acknowledge and represent that the purchase of this annuity is suitable given my particular legal, financial, tax, investment, estate planning or other goals or circumstances. I further understand that annuities are not: (a) insured by the FDIC or any federal government agency; (b) deposits of or guaranteed by any bank or credit union; (c) provision or conditions of any bank or credit union activity. Some annuities are subject to investment risk and may lose value. I certify that: (a) I have read and understand the FGA product brochure, the application and this disclosure statement; (b) I have retained a copy of all solicitation materials and this disclosure used during the course of the sale; and (c) I understand that this disclosure is not part of the contract.

(Owner Signature)

(Owner Printed Name)

Date:

Signed at City, State:

Email Address:

(Joint Owner Signature, if any)

(Joint Owner Printed Name, if any)

Date:

Signed at City, State:

Email Address:

(Annuitant Signature, if other than Owner)

(Annuitant Printed Name, if other than Owner)

Date:

Signed at City, State:

Email Address:

(Joint Annuitant Signature, if any)

(Joint Annuitant Printed Name, if any)

Date:

Signed at City, State:

Email Address:

INSURANCE PRODUCER ACKNOWLEDGEMENT

I certify that I have read and fully understand the Focused Growth Annuity Broker Sales Guide and all consumer materials for The Standard's Focused Growth Annuity. I have provided the applicant(s) with the consumer materials used during the course of the sales presentation, the application and the FGA disclosure document. I have informed the applicant(s) of the various features of the Focused Growth Annuity and believe the applicant(s) has been reasonably informed of those features. I further certify that I have made no statements, representations or promises about product features and future rate performance that are in any way inconsistent with those materials.

(Insurance Producer Signature)

(Insurance Producer Printed Name)

Insurance Producer Florida Insurance License Number:

Date:

Signed at City, State:

Email Address:

Return the signed original of this disclosure together with the application and leave a copy with the applicant.

Keep a copy for your records.



The Standard[®]

Standard Insurance Company
Individual Annuities 800.247.6888 Tel
1100 SW Sixth Avenue Portland OR 97204-1093 www.standard.com

Annuity Suitability Questionnaire

NOTICE

Determining the suitability of an annuity contract for a purchaser is the responsibility of your insurance agent. Florida law, as well as sound investment practices, require that an annuity agent who recommends the purchase or exchange of an annuity must have an objectively reasonable basis for believing that the recommendation is suitable for the consumer based on the facts disclosed by the consumer as to his or her investments and other insurance products and as to his or her financial situation and needs.

As part of this process, you and your agent should engage in a thoughtful, thorough interview in order to understand your financial background and current and future needs.

Prior to the execution of an annuity purchase, your agent must:

- Make reasonable efforts to obtain information from you
- Analyze the information you provide and the features of the recommended annuity
- Determine whether the recommended annuity is suitable for you
- Complete this form and retain it along with any supporting material
- Submit a copy of this form to The Standard within 10 days of its execution
- Give a copy of this form to you no later than the date of contract delivery

TOPICS FOR DETERMINATION OF SUITABILITY

Before you execute a purchase or exchange of an annuity, the agent who recommended the transaction must make reasonable efforts to obtain information from you. The collection and discussion of this information is for your benefit. It will help your agent determine if an annuity is a suitable investment for you. This information will not be used for any other purpose and will remain confidential.

Discuss the following topics with your insurance agent and complete the Annuity Suitability Questionnaire on this form.

- Personal information, including age, sex, and dependents
- Tax status
- Investment objectives
- Source of the funds used for purchasing the annuity
- Annual income
- Intended use of the annuity
- Existing assets, including investment holdings
- Liquid net worth and liquidity needs
- Financial situation and needs
- Risk tolerance
- Other information used or considered to be relevant by the insurance agent

The purchase or exchange being recommended to you may have tax consequences. Contact your tax advisor for more information.

Owner's Signature

Date Signed

Standard Insurance Company

Individual Annuities 800.247.6888 Tel
1100 SW Sixth Avenue Portland OR 97204-1093 www.standard.com

Annuity Suitability Questionnaire

The purpose of this questionnaire is to help your insurance broker determine if the annuity product you are purchasing from The Standard is suitable based on your financial situation and goals. You must complete this questionnaire in its entirety and submit it with your application for The Standard to proceed with your purchase.

CHECK HERE IF A MEDICAID SPIA ☐

A. OWNER INFORMATION

PREMIUM: _____

Owner: Last _____ First _____ Middle _____
Date of Birth _____ Age _____ Sex _____ Anticipated Retirement Age _____
Are you employed? ☐ Yes ☐ No Entity _____ Tax Status _____
Relationship to Annuitant(s) _____ Form of Ownership _____
Supporting Documents (list) _____

B. FINANCIAL GOALS AND OBJECTIVES

1. Why are you purchasing this annuity? What are your financial objectives? (*check all that apply*)
- | | |
|---|---|
| <input type="checkbox"/> Income | <input type="checkbox"/> Growth (long term) |
| <input type="checkbox"/> Tax Deferral | <input type="checkbox"/> Estate Planning |
| <input type="checkbox"/> Safety of Principal and Income | |
| <input type="checkbox"/> Safety of Principal and Growth | |
| <input type="checkbox"/> Pass assets to a beneficiary or beneficiaries at death | |
| <input type="checkbox"/> Other _____ | |
2. What is your financial time horizon for achieving this annuity's goals? ☐ Less than one year ☐ 1-5 years ☐ 6-10 years
☐ Longer than 10 years
3. How long do you plan to keep this annuity? _____ years
4. Which financial products do you own or have you previously owned? (*check all that apply*)
- | | |
|--|--|
| <input type="checkbox"/> Deferred Annuities | <input type="checkbox"/> Immediate Annuities |
| <input type="checkbox"/> Life Insurance | <input type="checkbox"/> Certificates of Deposit |
| <input type="checkbox"/> Stocks/Bonds/Mutual Funds | |
| <input type="checkbox"/> Other _____ | |
5. What is the source of the funds for the purchase of the proposed annuity? (*check all that apply*)
- | | |
|---|--|
| <input type="checkbox"/> Other Annuities | <input type="checkbox"/> Life Insurance |
| <input type="checkbox"/> Savings/Checking | <input type="checkbox"/> Certificates of Deposit |
| <input type="checkbox"/> Money Market | <input type="checkbox"/> Stocks/Bonds/Mutual Funds |
| <input type="checkbox"/> Loan | <input type="checkbox"/> IRA or Retirement Plan |
| <input type="checkbox"/> Reverse Mortgage | <input type="checkbox"/> Other _____ |

Owner's Signature _____

Date Signed _____

B. FINANCIAL GOALS AND OBJECTIVES (cont.)

6. Do you currently own any annuities? ☐ Yes ☐ No
If yes, please list _____

Do you currently own life insurance? ☐ Yes ☐ No
If yes, please list _____

a. Will the proposed annuity replace any product? ☐ Yes ☐ No
If yes, will you pay a penalty or charge to
obtain these funds? ☐ Yes ☐ No
If yes, the amount of the charge or penalty? _____

b. Will a market value adjustment reduce
the value of the replaced contract? ☐ Yes ☐ No

c. Will you lose existing benefits by surrendering
your existing policy? (*check all that apply*) ☐ Yes ☐ No
☐ Death Benefit ☐ Living Benefit
☐ Interest Bonus ☐ Persistency Bonus
☐ Higher Guaranteed Interest Rate
☐ Other _____

d. By proceeding with the proposed exchange or
replacement, will you be subject to increased fees,
investment advisory fees, or charges for riders and
similar product enhancement? ☐ Yes ☐ No

e. Have you had another policy exchange or
replacement within the past 36 months? ☐ Yes ☐ No

f. How does this annuity better meet your financial goals? _____

C. FINANCIAL INFORMATION

1. What is your federal income tax bracket? ☐ 10% ☐ 12% ☐ 22% ☐ 24%
..... ☐ 32% ☐ 35% ☐ 37%

2. Annual income? \$ _____
Annual Household Income? \$ _____
Source of Income _____

3. What are your annual living expenses, including
annual debt payments? \$ _____

4. Does your income cover all your living expenses
including medical? ☐ Yes ☐ No

Owner's Signature _____

Date Signed _____

C. FINANCIAL INFORMATION (cont.)

5. Do you expect changes to your living expenses? ☐ Yes ☐ No

6. Do you anticipate significantly higher expenses during the proposed annuity surrender period including medical expenses? ☐ Yes ☐ No

If so, what is the highest level of reoccurring annual expenses expected during the surrender charge period? ...\$ _____

7. Do you anticipate significantly lower income during the proposed annuity surrender period? ☐ Yes ☐ No

If so, what is the lowest level of reoccurring annual income expected during the surrender charge period? ...\$ _____

8. Existing liquid net worth?\$ _____

9. Existing assets?\$ _____

10. What are your total liquid assets before the proposed annuity purchase?\$ _____

Liquid assets may be:

- Savings/Checking/CDs • Stocks/Bonds/Mutual Funds
- Retirement Plan Funds • Life Insurance
- Cash Value of Annuities

11. What percentage of your liquid assets will the proposed annuity purchase be? (*Annuity purchase amount ÷ Line 10*) %

12. Do you anticipate changes in your out-of-pocket medical expenses? ☐ Yes ☐ No

13. Is your income sufficient to cover future changes in your living and/or out-of-pocket medical expenses during the surrender charge period? ☐ Yes ☐ No

14. Do you have an emergency fund for unexpected expenses? ☐ Yes ☐ No

15. If you answered yes to questions 6, 7 or 12, or no to questions 4, 13 or 14, please explain: _____

16. Do you intend to apply for means-tested government benefits, including but not limited to, Medi-Cal or the Veterans' Aid and Attendance benefit? ☐ Yes ☐ No

Owner's Signature _____

Date Signed _____

D. OTHER CONSIDERATIONS

1. Do you anticipate a need to withdraw more than a penalty-free amount from this annuity during the surrender period? ☐ Yes ☐ No
2. Do you understand that if you withdraw more than a penalty-free amount from this annuity during the surrender period, you will incur a surrender charge? ... ☐ Yes ☐ No
3. What distributions do you anticipate from this annuity? (*check all that apply*) ☐ Annuitization
☐ Immediate income
☐ Substantially Equal Periodic Payments
☐ Required minimum distributions
☐ Full surrender
☐ Partial withdrawals
☐ Interest-only payments
4. How many years from today will you need to access your funds without a penalty? _____
5. Do you understand that you may incur a 10% federal tax penalty for withdrawals before age 59½? ☐ Yes ☐ No
6. Does the owner currently reside in a nursing home or assisted living facility? ☐ Yes ☐ No
7. Describe your risk tolerance: (*check all that apply*)
☐ Conservative ☐ Moderately Conservative ☐ Moderate
☐ Moderately Aggressive ☐ Aggressive ☐ Other _____
Comments: _____

8. Describe your investment experience by type AND length of time:
☐ Very experienced: Good understanding of investment products, own a broad range of investment products, confident about investment decisions.
☐ Moderate experience: General understanding of some investment products, own some investment products, will to make some investment decisions.
☐ Limited experience: Primary savings in certificates of deposit, savings/checking, money market funds; nervous about investment decisions.
☐ Less than one year ☐ 1-5 years ☐ Longer than 10 years
9. What additional information should your insurance producer know before making a final annuity purchase recommendation? (*Examples: expected major life changes, beneficiary needs, etc.*)

Owner's Signature _____

Date Signed _____

Note: The following three sections to be completed by the agent, insurer, or Managing General Agent proposing purchase; each section requires a response; no section may be left blank or contain a response consisting of "None" or "N/A".

Advantages of purchasing the proposed annuity: _____

Disadvantages of purchasing the proposed annuity: _____

The basis for my recommendation to purchase the proposed annuity or to replace or exchange your existing annuity(ies): _____

Agent's Signature

Date Signed

Note: No questions or response areas are to be left blank when offered to the Owner for signature. If any information requested is unavailable, not applicable or unknown, the insurance agent or insurer must indicate that.

E. ACKNOWLEDGMENTS AND SIGNATURES

I understand that should I decline to provide the requested information or should I provide inaccurate information, I am limiting the protection afforded me by the Florida Statutes regarding the suitability of this purchase.

- ☐ I REFUSE to provide this information at this time.
- ☐ I have chosen to provide LIMITED information at this time.
- ☐ My annuity purchase IS NOT BASED on the recommendation of this agent or the insurer.
- ☐ My annuity purchase IS BASED on the recommendation of this agent or the insurer.

APPLICANT:

DO NOT SIGN THIS FORM IF ANY ITEM HAS BEEN LEFT BLANK, BEFORE CAREFULLY REVIEWING THE INFORMATION RECORDED, OR IF ANY OF THE INFORMATION RECORDED IS NOT TRUE AND CORRECT TO THE BEST OF YOUR KNOWLEDGE.

THE OWNER MAY SUBSTITUTE THEIR INITIALS FOR SIGNATURES ON ALL FORM PAGES WITH THE EXCEPTION OF THE SIGNATURES BELOW, WHICH ARE REQUIRED.

Owner's Signature

Date Signed

F. OWNER DECLARATIONS AND ACKNOWLEDGMENT

I hereby acknowledge:

- ☐ Yes ☐ No I represent that all statements and information provided herein are true and complete to the best of my belief and knowledge.
- ☐ Yes ☐ No I understand that should I provide incomplete or inaccurate information, I will limit the protection afforded to me by state law regarding the suitability of this purchase.
- ☐ Yes ☐ No I have reviewed the product-specific disclosure with my insurance broker, and I understand the costs and features of the annuity I am purchasing.
- ☐ Yes ☐ No I understand and acknowledge that The Standard and its representative do not offer legal, financial, tax, investment or estate-planning advice and I have had the opportunity to seek such advice from the proper sources before purchasing this annuity.
- ☐ Yes ☐ No I believe that the purchase of this annuity is appropriate to my particular legal, financial, tax, investment, and estate-planning goals, and other insurance needs.

Owner Signature: _____ Date: _____

Signed In (city/state): _____

G. INSURANCE BROKER DECLARATIONS AND ACKNOWLEDGMENT

I declare that I have truly and accurately recorded on this form all of the information provided by the Purchaser(s). I have verified the identity of the Purchaser(s) with government-issued photo identification, and I believe the identity information provided to me is true and accurate. I have informed the Purchaser(s) of the various features of the annuity including tax penalties and fees. I believe that the Purchaser(s) will benefit from the annuity's features. Based on the facts disclosed to me by the Purchaser(s), and based on all circumstances known to me at the time the recommendation was made, I declare that this annuity purchase as a whole is suitable to the insurance needs and financial objectives of the Purchaser(s). I will retain a copy of this signed form, along with the supporting material used or collected in making the determination of suitability, for the later of 10 years or the life of the contract. I will provide a copy of this form to The Standard within 10 days of its execution and a copy to the Purchaser(s) no later than the date of contract delivery.

Insurance Broker Signature: _____ Date: _____

Insurance License Number: _____

Standard Insurance Company Producer Identification No: _____

EXPLANATION OF TERMS

Age is the natural person's attained age on the day the form is completed.

Tax Status is the owner's Federal Income Tax filing status such as "single" or "married filing jointly"; if "Exempt", so state.

Form of Ownership is the type of entity, other than a natural person, including a corporation, trust, partnership, limited liability company, or other business or not-for-profit entity.

Supporting documents are the documents that provide a basis for the relationship between the Proposed Annuitant, and the Owner as it may exist.

Annual income is income received during a calendar year, whether earned or unearned.

Source of annual income is the income-generating source, such as pension income, dividends, or earned income etc.

Annual household income is the combined annual income received by all household members each calendar year.

Existing Assets are financial assets including life insurance and annuities.

Existing Liquid Net Worth is applicable to those net assets that can readily be converted into their cash equivalent, without loss of principal after all surrender charges or other deductions have been taken.

Financial Objectives are the owner's stated goals as described to the insurance agent or insurer, if no insurance agent is involved. These may include but are not limited to the following: (1) Income, (2) Growth (long term capital appreciation), (3) Safety of Principal and Income, (4) Safety of Principal and Growth, (5) To pass the investment to a beneficiary or beneficiaries at death.

Risk Tolerance means the degree of uncertainty that an investor can reasonably tolerate with regard to a negative change in his or her investments. Examples of risk tolerance levels may include the following: (1) Conservative (prefer little or no risk), (2) Moderately conservative (some risk, reduced safety of principal), (3) Moderate (average risk with potential losses and potentially higher returns), (4) Moderately aggressive (above average risk with potential losses, risk of principal and potentially higher returns), (5) Aggressive (willing to sustain losses or loss of principal in pursuit of higher returns).

Source of the funds to be used to purchase the proposed annuity means from where the funds will come to purchase the annuity, and may include but are not limited to; (1) An existing annuity or life insurance contract, (2) Liquid Assets, including but not limited to, cash in banks, maturing certificates of deposit, and money market accounts, (3) Personal Loans, (4) Equity Loans, (5) Mortgages, Reverse Mortgages, (6) Death Benefit Proceeds, (7) Funds received upon retirement from employment, including but not limited to, 401(k) accounts, pensions, and other tax-sheltered funds, (8) Equities, mutual funds, or bonds, (9) Proceeds from real estate transactions.

Owner's Signature

Date Signed

Buyer's Guide for Deferred Annuities

Fixed



Prepared by the

NAIC

National Association of Insurance Commissioners

The National Association of Insurance Commissioners is an association of state insurance regulatory officials. This association helps the various insurance departments to coordinate insurance laws for the benefit of all consumers.

This guide does not endorse any company or policy.

Reprinted by ...

NAIC Buyer's Guide for Fixed Deferred Annuities

It's important that you understand how annuities can be different from each other so you can choose the type of annuity that's best for you. The purpose of this Buyer's Guide is to help you do that. This Buyer's Guide isn't meant to offer legal, financial, or tax advice. You may want to consult independent advisors that specialize in these areas.

This Buyer's Guide is about fixed deferred annuities in general and some of their most common features. It's not about any particular annuity product. The annuity you select may have unique features this Guide doesn't describe. It's important for you to carefully read the material you're given or ask your annuity salesperson, especially if you're interested in a particular annuity or specific annuity features.

This Buyer's Guide includes questions you should ask the insurance company or the annuity salesperson (the agent, producer, broker, or advisor). Be sure you're satisfied with the answers before you buy an annuity.

Revised 2013

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Printed in the United States of America

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What Is an Annuity?

An annuity is a contract with an insurance company. All annuities have one feature in common, and it makes annuities different from other financial products. *With an annuity, the insurance company promises to pay you income on a regular basis for a period of time you choose—including the rest of your life.*

When Annuities Start to Make Income Payments

Some annuities begin paying income to you soon after you buy it (an **immediate** annuity). Others begin at some later date you choose (a **deferred** annuity).

How Deferred Annuities Are Alike

There are ways that *most* deferred annuities are alike.

- They have an **accumulation** period and a **payout** period. During the accumulation period, the value of your annuity changes based on the type of annuity. During the payout period, the annuity makes income payments to you.
- They offer a basic death benefit. If you die during the accumulation period, a deferred annuity with a basic death benefit pays some or all of the annuity's value to your survivors (called beneficiaries) either in one payment or multiple payments over time. The amount is usually the greater of the annuity account value or the minimum guaranteed surrender value. If you die after you begin to receive income payments (**annuitize**), your chosen survivors may not receive anything *unless*: 1) your annuity guarantees to pay out at least as much as you paid into the annuity, or 2) you chose a payout option that continues to make payments after your death. For an extra cost, you may be able to choose enhanced death benefits that increase the value of the basic death benefit.

Sources of Information

Contract: *The legal document between you and the insurance company that binds both of you to the terms of the agreement.*

Disclosure: *A document that describes the key features of your annuity, including what is guaranteed and what isn't, and your annuity's fees and charges. If you buy a variable annuity, you'll receive a prospectus that includes detailed information about investment objectives, risks, charges, and expenses.*

Illustration: *A personalized document that shows how your annuity features might work. Ask what is guaranteed and what isn't and what assumptions were made to create the illustration.*

- You usually have to pay a charge (called a **surrender** or **withdrawal charge**) if you take some or all of your money out too early (usually before a set time period ends). Some annuities may not charge if you withdraw small amounts (for example, 10% or less of the account value) each year.
- Any money your annuity earns is **tax deferred**. That means you won't pay income tax on earnings until you take them out of the annuity.
- You can add features (called **riders**) to many annuities, usually at an extra cost.
- An annuity salesperson must be licensed by your state insurance department. A person selling a variable annuity also must be registered with FINRA¹ as a representative of a broker/dealer that's a FINRA member. In some states, the state securities department also must license a person selling a variable annuity.

1. FINRA (Financial Industry Regulatory Authority) regulates the companies and salespeople who sell variable annuities.

- Insurance companies sell annuities. You want to buy from an insurance company that's financially sound. There are various ways you can research an insurance company's financial strength. You can visit the insurance company's website or ask your annuity salesperson for more information. You also can review an insurance company's rating from an independent rating agency. Four main firms currently rate insurance companies. They are A.M. Best Company, Standard and Poor's Corporation, Moody's Investors Service, and Fitch Ratings. Your insurance department may have more information about insurance companies. An easy way to find contact information for your insurance department is to visit www.naic.org and click on "States and Jurisdictions Map."
- Insurance companies usually pay the annuity salesperson after the sale, but the payment doesn't reduce the amount you pay into the annuity. You can ask your salesperson how they earn money from the sale.

How Deferred Annuities Are Different

There are differences among deferred annuities. Some of the differences are:

- Whether you pay for the annuity with one or more than one payment (called a **premium**).
- The types and amounts of the **fees, charges, and adjustments**. While almost all annuities have *some* fees and charges that could reduce your account value, the types and amounts can be different among annuities. *Read the Fees, Charges, and Adjustments section in this Buyer's Guide for more information.*
- Whether the annuity is a **fixed** annuity or a **variable** annuity. How the value of an annuity changes is different depending on whether the annuity is fixed or variable.

Fixed annuities guarantee your money will earn at least a minimum interest rate. Fixed annuities may earn interest at a rate higher than the minimum but only the minimum rate is guaranteed. The insurance company sets the rates.

Fixed indexed annuities are a type of fixed annuity that earns interest based on changes in a market index, which measures how the market or part of the market performs. The interest rate is guaranteed to never be less than zero, even if the market goes down.

Variable annuities earn investment returns based on the performance of the investment portfolios, known as "subaccounts," where you choose to put your money. The return earned in a variable annuity isn't guaranteed. The value of the subaccounts you choose could go up or down. If they go up, you could make money. But, if the value of these subaccounts goes down, you could lose money. Also, income payments to you could be less than you expected.

- Some annuities offer a **premium bonus**, which usually is a lump sum amount the insurance company adds to your annuity when you buy it or when you add money. It's usually a set percentage of the amount you put into the annuity. Other annuities offer an **interest bonus**, which is an amount the insurance company adds to your annuity when you earn interest. It's usually a set percentage of the interest earned. You may not be able to withdraw some or all of your premium bonus for a set period of time. *Also, you could lose the bonus if you take some or all of the money out of your annuity within a set period of time.*

What Is an Annuity?

How Does the Value of a Deferred Annuity Change?

Fixed Annuities

Money in a fixed deferred annuity earns interest at a rate the insurer sets. The rate is **fixed** (won't change) for some period, usually a year. After that rate period ends, the insurance company will set another fixed interest rate for the next rate period. *That rate could be higher or lower than the earlier rate.*

Fixed deferred annuities *do* have a guaranteed minimum interest rate—the lowest rate the annuity can earn. It's stated in your contract and disclosure and can't change as long as you own the annuity. Ask about:

- The *initial interest* rate – What is the rate? How long until it will change?
- The *renewal interest* rate – When will it be announced? How will the insurance company tell you what the new rate will be?

Fixed Indexed Annuities

Money in a fixed indexed annuity earns interest based on changes in an index. Some indexes are measures of how the overall financial markets perform (such as the S&P 500 Index or Dow Jones Industrial Average) during a set period of time (called the **index term**). Others measure how a specific financial market performs (such as the Nasdaq) during the term. The insurance company uses a formula to determine how a change in the index affects the amount of interest to add to your annuity at the *end of each index term*. Once interest is added to your annuity for an index term, those earnings usually are locked in and changes in the index in the next index term don't affect them. If you take money from an indexed annuity before an index term ends, *the annuity may not add all of the index-linked interest for that term to your account.*

Insurance companies use different formulas to calculate the interest to add to your annuity. They look at changes in the index over a period of time. See the box "*Fixed Deferred Indexed Formulas*" that describes how changes in an index are used to calculate interest.

The formulas insurance companies use often mean that interest added to your annuity is based on only *part* of a change in an index over a set period of time. **Participation rates, cap rates, and spread rates** (sometimes called margin or asset fees) all are terms that describe ways the amount of interest added to your annuity may not reflect the full change in the index. But *if the index goes down over that period, zero interest is added to your annuity.* Then your annuity value won't go down as long as you don't withdraw the money.

When you buy an indexed annuity, you aren't investing directly in the market or the index. Some indexed annuities offer you more than one index choice. Many indexed annuities also offer the choice to put part of your money in a fixed interest rate account, with a rate that won't change for a set period.

Fixed Deferred Indexed Formulas

Annual Point-to-Point – Change in index calculated using two dates one year apart.

Multi-Year Point-to-Point – Change in index calculated using two dates more than one year apart.

Monthly or Daily Averaging – Change in index calculated using multiple dates (one day of every month for monthly averaging, every day the market is open for daily averaging). The average of these values is compared with the index value at the start of the index term.

Monthly Point-to-Point – Change in index calculated for each month during the index term. Each monthly change is limited to the "cap rate" for positive changes, but not when the change is negative. At the end of the index term, all monthly changes (positive and negative) are added. If the result is positive, interest is added to the annuity. If the result is negative or zero, no interest (0%) is added.

What Other Information Should You Consider?

Fees, Charges, and Adjustments

Fees and charges reduce the value of your annuity. They help cover the insurer's costs to sell and manage the annuity and pay benefits. The insurer may subtract these costs directly from your annuity's value. Most annuities have fees and charges but they can be different for different annuities. Read the contract and disclosure or prospectus carefully and ask the annuity salesperson to describe these costs.

A **surrender or withdrawal charge** is a charge if you take part or all of the money out of your annuity during a set period of time. The charge is a percentage of the amount you take out of the annuity. The percentage usually goes down each year until the surrender charge period ends. Look at the contract and the disclosure or prospectus for details about the charge. Also look for any waivers for events (such as a death) or the right to take out a small amount (usually up to 10%) each year without paying the charge. If you take all of your money out of an annuity, you've surrendered it and no longer have any right to future income payments.

How Insurers Determine Indexed Interest

Participation Rate – *Determines how much of the increase in the index is used to calculate index-linked interest. A participation rate usually is for a set period. The period can be from one year to the entire term. Some companies guarantee the rate can never be lower (higher) than a set minimum (maximum). Participation rates are often less than 100%, particularly when there's no cap rate.*

Cap Rate – *Typically, the maximum rate of interest the annuity will earn during the index term. Some annuities guarantee that the cap rate will never be lower (higher) than a set minimum (maximum). Companies often use a cap rate, especially if the participation rate is 100%.*

Spread Rate – *A set percentage the insurer subtracts from any change in the index. Also called a "margin or asset fee." Companies may use this instead of or in addition to a participation or cap rate.*

Some annuities have a **Market Value Adjustment (MVA)**. An MVA could increase or decrease your annuity's account value, cash surrender value, and/or death benefit value if you withdraw money from your account. In general, if interest rates are *lower* when you withdraw money than they were when you bought the annuity, the MVA could *increase* the amount you could take from your annuity. If interest rates are *higher* than when you bought the annuity, the MVA could *reduce* the amount you could take from your annuity. Every MVA calculation is different. Check your contract and disclosure or prospectus for details.

How Annuities Make Payments

Annuitize

At some future time, you can choose to **annuitize** your annuity and start to receive guaranteed fixed income payments for life or a period of time you choose. After payments begin, you can't take any other money out of the annuity. You also usually can't change the amount of your payments. For more information, see "**Payout Options**" in this Buyer's Guide. If you die before the payment period ends, your survivors may not receive any payments, depending on the payout option you choose.

Full Withdrawal

You can withdraw the cash surrender value of the annuity in a lump sum payment and end your annuity. *You'll likely pay a charge to do this if it's during the surrender charge period.* If you withdraw your annuity's cash surrender value, your annuity is cancelled. Once that happens, you can't start or continue to receive regular income payments from the annuity.

Partial Withdrawal

You may be able to withdraw *some* of the money from the annuity's cash surrender value without ending the annuity. Most annuities with surrender charges let you take out a certain amount (usually up to 10%) each year without paying surrender charges on that amount. Check your contract and disclosure or prospectus. Ask your annuity salesperson about other ways you can take money from the annuity without paying charges.

Living Benefits for Fixed Annuities

Some fixed annuities, especially fixed indexed annuities, offer a **guaranteed living benefits** rider, usually at an extra cost. A common type is called a guaranteed lifetime withdrawal benefit that guarantees to make income payments you can't outlive. While you get payments, the money still in your annuity continues to earn interest. You can choose to stop and restart the payments or you might be able to take extra money from your annuity. Even if the payments reduce the annuity's value to zero at some point, you'll continue to get payments for the rest of your life. If you die while receiving payments, your survivors may get some or all of the money left in your annuity.

How Annuities Are Taxed

Ask a tax professional about your individual situation. The information below is general and should not be considered tax advice.

Current federal law gives annuities special tax treatment. Income tax on annuities is deferred. That means you aren't taxed on any interest or investment returns while your money is in the annuity. This isn't the same as tax-free. You'll pay ordinary income tax when you take a withdrawal, receive an income stream, or receive each annuity payment. When you die, your survivors will typically owe income taxes on any death benefit they receive from an annuity.

There are other ways to save that offer tax advantages, including Individual Retirement Accounts (IRAs). You can buy an annuity to fund an IRA, *but you also can fund your IRA other ways and get the same tax advantages.* When you take a withdrawal or receive payments, you'll pay ordinary income tax on all of the money you receive (not just the interest or the investment return). You also may have to pay a 10% tax penalty if you withdraw money before you're age 59½.

Annuity Fees and Charges

Contract fee – A flat dollar amount or percentage charged once or annually.

Percentage of purchase payment – A front-end sales load or other charge deducted from each premium paid. The percentage may vary over time.

Premium tax – A tax some states charge on annuities. The insurer may subtract the amount of the tax when you pay your premium, when you withdraw your contract value, when you start to receive income payments, or when it pays a death benefit to your beneficiary.

Transaction fee – A charge for certain transactions, such as transfers or withdrawals.

Payout Options

You'll have a choice about how to receive income payments. These choices usually include:

- For your lifetime
- For the longer of your lifetime or your spouse's lifetime
- For a set time period
- For the longer of your lifetime or a set time period

Finding an Annuity That's Right for You

An annuity salesperson who suggests an annuity must choose one that they think is right for you, based on information from you. They need complete information about your life and financial situation to make a suitable recommendation. Expect a salesperson to ask about your age; your financial situation (assets, debts, income, tax status, how you plan to pay for the annuity); your tolerance for risk; your financial objectives and experience; your family circumstances; and how you plan to use the annuity. If you aren't comfortable with the annuity, ask your annuity salesperson to explain why they recommended it. Don't buy an annuity you don't understand or that doesn't seem right for you.

Within each annuity, the insurer *may* guarantee some values but not others. Some guarantees may be only for a year or less while others could be longer. Ask about risks and decide if you can accept them. For example, it's possible you won't get all of your money back *or* the return on your annuity may be lower than you expected. It's also possible you won't be able to withdraw money you need from your annuity without paying fees *or* the annuity payments may not be as much as you need to reach your goals. These risks vary with the type of annuity you buy. All product guarantees depend on the insurance company's financial strength and claims-paying ability.

Questions You Should Ask

- Do I understand the risks of an annuity? Am I comfortable with them?
- How will this annuity help me meet my overall financial objectives and time horizon?
- Will I use the annuity for a long-term goal such as retirement? If so, how could I achieve that goal if the income from the annuity isn't as much as I expected it to be?
- What features and benefits in the annuity, other than tax deferral, make it appropriate for me?
- Does my annuity offer a guaranteed minimum interest rate? If so, what is it?
- If the annuity includes riders, do I understand how they work?
- Am I taking full advantage of all of my other tax-deferred opportunities, such as 401(k)s, 403(b)s, and IRAs?
- Do I understand all of the annuity's fees, charges, and adjustments?
- Is there a limit on how much I can take out of my annuity each year without paying a surrender charge? Is there a limit on the *total* amount I can withdraw during the surrender charge period?
- Do I intend to keep my money in the annuity long enough to avoid paying any surrender charges?
- Have I consulted a tax advisor and/or considered how buying an annuity will affect my tax liability?
- How do I make sure my chosen survivors (beneficiaries) will receive any payment from my annuity if I die?

If you don't know the answers or have other questions, ask your annuity salesperson for help.

When You Receive Your Annuity Contract

When you receive your annuity contract, carefully review it. Be sure it matches your understanding. Also, read the disclosure or prospectus and other materials from the insurance company. Ask your annuity salesperson to explain anything you don't understand. In many states, a law gives you a set number of days (usually 10 to 30 days) to change your mind about buying an annuity after you receive it. This often is called a **free look** or **right to return** period. Your contract and disclosure or prospectus should prominently state your free look period. If you decide during that time that you don't want the annuity, you can contact the insurance company and return the contract. Depending on the state, you'll either get back all of your money or your current account value.





The Standard®

Standard Insurance Company
Individual Annuities 800.247.6888 Tel
1100 SW Sixth Avenue Portland OR 97204-1093 www.standard.com

Notice of Replacement of Life Insurance or Annuities

1 Important Notice: Replacement of Life Insurance or Annuities

(This notice must be signed by the applicant(s) and agent, with the original sent to Standard Insurance Company and a copy left with the applicant(s).)

Notice to Applicant(s) Regarding Replacement of the Life Insurance Policy and Annuities

A decision to buy a new policy and discontinue or change an existing policy may be a wise choice or a mistake.

Get all the facts. Make sure you fully understand both the proposed policy and your existing policy or policies. New policies may contain clauses which limit or exclude coverage of certain events in the initial period of the contract, such as the suicide and incontestable clauses which may have already been satisfied in your existing policy or policies.

Your best source for facts on the proposed policy is the proposed company and its agent. The best source on your existing policy is the existing company and its agent.

Hear from both before you make your decision. This way you can be sure your decision is in your best interest.

If you indicate that you intend to replace or change an existing policy, Florida regulations require notification to the company that issued the policy.

Florida regulations give you the right to receive a written Comparative Information Form which summarizes your policy values. Indicate whether or not you wish a Comparative Information Form from the proposed company and your existing insurer by placing your initials in the appropriate box:

_____ Yes _____ No

Note: Agents, if "Yes" is initialed, please submit form 10604 together with this form.

Do not take action to terminate your existing policy until your new policy has been issued and you have examined it and found it to be acceptable.

2 Information on Policies That May Be Replaced

EXISTING INSURER NAME	INSURED OR ANNUITANT NAME	POLICY NUMBER*
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

* If a number has not been assigned by the existing insurer, indicate alternative identification such as an application or receipt number.

3 Disclosure and Comparison of Annuity Contracts

Existing Annuity Contract	Proposed Annuity Contract
Owner/Annuitant(s) _____	Owner/Annuitant(s) _____
Insurer _____	Insurer _____
Contract # _____	Application # _____

Note: No questions or response areas are to be left blank when offered to the Annuitant and/or Applicant for signature. If any information requested is unavailable, not applicable or unknown, the Insurance Agent or Insurer must indicate that.

	Existing Annuity Contract	Replacement Annuity
Contract Issue Date	Mo____ Day____ Yr_____	Mo____ Day____ Yr_____ (Est)
Generic Contract Type		
Marketing Name		
Initial Premium		
Source of Initial Premium		N/A
Qualified Contract?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Annuity Maturity Date		
Death Benefit Amount		
Change of Annuitant upon Death Available?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Surrender Charge Period in Years		
First Year Surrender Charge Percentage Rate	%	%
Surrender Charge Schedule for Remaining Years		
Free Withdrawals Available?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Annual Free Withdrawal Percentage Rate	%	%
Potential tax penalty for surrender/sale/exchange/annuitization (Describe)		
Investment/Insurance components (Describe)		
Waiver of Surrender Charge Benefit or Similar Benefit	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Riders, Features/Cost (Describe)		
Loss of Benefits or Enhancements if existing contract exchanged? (Describe)		
Living Benefits (Describe)		

Note: No questions or response areas are to be left blank when offered to the Annuitant and/or Applicant for signature. If any information requested is unavailable, not applicable or unknown, the Insurance Agent or Insurer must indicate that.

	Existing Annuity Contract	Replacement Annuity
Minimum Guaranteed Interest Rate	%	%
Limitations on interest returns (Describe)		
Interest Rate Cap/Term	/	/
Participation Rate/Term	/	/
Indexing Method/Term	/	/
Other Fees (Describe)		
Initial Bonus Percentage or Amount		
Potential Loss of Bonus if Exchanged?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Limits and Exclusions for Bonuses that may be payable (Describe)		

Comments and continuation from above:

Owner's Signature

Date Signed

DISCLOSURE OF SURRENDER CHARGES IF EXISTING ANNUITY IS REPLACED OR EXCHANGED**Existing Annuity Contract No.** _____

Annuity Total Value
(This amount represents the current value of
the existing annuity, less any withdrawals or
other deductions.)

\$

Annuity Surrender Value
(This amount represents the surrender value of
the existing annuity.)

\$

Surrender Charges Applicable at exchange
(Surrender charges or fees that will be deducted
from the Annuity Total Value if you exchange or
otherwise terminate your existing annuity.)

\$_____ - this is the estimated
amount that will be deducted from the existing
annuity's total value if surrendered, replaced, or
exchanged with an anticipated surrender date of
____/____/____

Have you surrendered or exchanged an annuity contract in the last 36 months?

If yes, provide details: ☐ Yes ☐ No

Owner's Signature

Date Signed

4 Acknowledgments and Signatures

OWNER NAME(S)	PHONE	BIRTH DATE(S)	
ADDRESS	CITY	STATE	ZIP CODE
PROPOSED INSURED OR ANNUITANT NAME(S) (IF DIFFERENT THAN OWNER)	PHONE	BIRTH DATE(S)	
ADDRESS	CITY	STATE	ZIP CODE

I (We) have read this notice and received a copy of it for my (our) records. I (We) have also received a copy of the written comparison of the proposed annuity contract and my existing policy/contract.

APPLICANT: DO NOT SIGN THIS FORM IF (1) ANY ITEM HAS BEEN LEFT BLANK, (2) WITHOUT CAREFULLY REVIEWING THE INFORMATION RECORDED, OR (3) IF ANY OF THE INFORMATION RECORDED IS NOT TRUE AND CORRECT TO THE BEST OF YOUR KNOWLEDGE.

THE APPLICANT, JOINT APPLICANT AND/OR OWNER MAY SUBSTITUTE THEIR INITIALS FOR SIGNATURES ON ALL FORM PAGES WITH THE EXCEPTION OF THE SIGNATURES BELOW, WHICH ARE REQUIRED.

_____ OWNER'S SIGNATURE	_____ DATE SIGNED
_____ PRINT OR TYPE OWNER'S NAME	
_____ JOINT OWNER'S SIGNATURE	_____ DATE SIGNED
_____ PRINT OR TYPE JOINT OWNER'S NAME	

5 Agent

AGENT NAME	PHONE	FLORIDA LICENSE NUMBER	
ADDRESS	CITY	STATE	ZIP CODE

I acknowledge that I have provided the Applicant with a completed and signed copy of this form.

_____ AGENT SIGNATURE	_____ DATE SIGNED
--------------------------	----------------------

Owner's Signature

Date Signed

EXPLANATION OF TERMS

Generic Contract Type is the generic name of the annuity contract form as approved by the Florida Office of Insurance Regulation. Examples of generic annuity contract names are Flexible Premium Equity Indexed Annuity (FPEIDA), Single Premium Immediate Annuity (SPIA), Flexible Premium Variable Deferred Annuity (FPVDA), and Single Premium Deferred Annuity (SPDA).

Marketing Name is the name adopted by the insurer to identify the contract form.

Qualified Contract means a product used to fund any type of pension plan approved by the Internal Revenue Service.

Annuity Maturity Date is the final date of termination of the contract at which time the proceeds of the contract must be paid out.

Surrender Charge is the amount deducted from annuity contract values upon surrender of an annuity, or for withdrawals exceeding any free withdrawal provision of the contract, regardless how this charge is titled in the policy, e.g., deferred sales charge.

Surrender Charge Period is the number of annuity contract years a surrender charge may be applicable.

Initial Surrender Charge Percentage Rate is the original percentage rate that is deducted from annuity values at the inception of the existing annuity contract, or that will be deducted from the recommended replacement contract at its inception if purchased.

Surrender Charge Percentage Schedule for Remaining Years the percentage rate that would be deducted from the existing annuity contract if surrendered, or for any withdrawals exceeding the “free withdrawal” limit.

Minimum Guaranteed Interest Rate is the minimum interest rate payable under the annuity contract as guaranteed by the insurer in the annuity contract.

Initial Bonus Percentage or Amount is a bonus paid by the insurer, generally, at inception of the annuity contract, and may be expressed as a percentage of the initial premium or other amount, or a dollar amount, and must be stated in the annuity contract.

Potential Loss of Bonus if Exchanged refers to whether any bonus would be lost if the annuity contract was exchanged or terminated for any reason.

Interest Rate Cap this is the maximum rate of interest the annuity will earn.

Participation Rate the participation rate decides how much of the increase in the index will be used to calculate index –linked interest.

Indexing Method means the approach used to measure the amount of change, if any, in the index and includes annual reset (ratcheting), high-water mark and point-to-point. The index term is the period over which index-linked interest is calculated. “Market Value Adjustment” is the increase or decrease in the surrender value of the contract that is adjusted to reflect market fluctuations.

Administrative Fees or Margins are charges that amount to the difference between the percentage gain in the index and the actual amount credited to the annuity contract.

Asset Fees are the fees the insurer charges that are a percentage of the value of the annuity contract.

Owner's Signature

Date Signed

Death Benefit Amount is the net amount that would be paid to the annuitant’s designated beneficiary or beneficiaries of an existing annuity, or the death benefit that the proposed replacement policy would pay as of the contract issue date.

Free Withdrawals are the withdrawals that may be taken from an annuity’s values that are not subject to surrender or other charges and are a provision of the annuity contract.

Annual Free Withdrawal Percentage Rate is the percentage of available funds that may be withdrawn from an annuity contract, generally on an annual basis and is stated in the annuity contract.

Change of Annuitant upon Death is a provision that allows another person to become the annuitant upon the death of the original annuitant allowing the contract to remain in force.

Waiver of Surrender Charge Benefit or Similar Benefit or Provision is a benefit that is built into individual annuity contracts or added by rider, endorsement or amendment. The benefits are triggered by a qualifying event associated with either the annuitant or owner, as specified in the contract.

Owner’s Signature

Date Signed



The Standard[®]

Standard Insurance Company
Individual Annuities 800.247.6888 Tel 800.378.4570 Fax
1100 SW Sixth Avenue Portland OR 97204-1093 www.standard.com

Request for Rollover, Transfer or Exchange

1 Transferring Institution

COMPANY OR CUSTODIAN		PHONE	
STREET ADDRESS (NOT A POST OFFICE BOX)	CITY	STATE	ZIP CODE

2 Existing Policy or Account

OWNER(S)	OWNER SSNs (or TINs)		
ADDRESS	CITY	STATE	ZIP CODE
ANNUITANT(S), INSURED(S) OR PARTICIPANT	ANNUITANT, INSURED(S) OR PARTICIPANT SSNs (or TINs)		
BENEFICIARY (IF PARTICIPANT IS DECEASED)	BENEFICIARY SSN (or TIN)		
INVESTMENT VEHICLE <input type="checkbox"/> CD <input type="checkbox"/> Life Insurance <input type="checkbox"/> Annuity <input type="checkbox"/> Custodial Account <input type="checkbox"/> Other _____		ACCOUNT OR CONTRACT NUMBER(S)	

3 Transaction Type (Complete section A or B.)

A Qualified Funds

(For rollover, transfer or exchange into a 403(b) Tax-Sheltered Annuity, use form **12213-TSA-A.**)

Funds From	Funds To												
<input type="checkbox"/> Traditional IRA <input type="checkbox"/> Inherited IRA <input type="checkbox"/> Roth IRA <input type="checkbox"/> SEP IRA <input type="checkbox"/> 403(b) TSA <input type="checkbox"/> Qualified Pension or Profit Sharing Plan <input type="checkbox"/> Other: _____	<table><tr><td>Initiated by Participant</td><td>Initiated by Beneficiary</td></tr><tr><td><input type="checkbox"/> Traditional IRA</td><td><input type="checkbox"/> Inherited IRA (Attach form 13668.)</td></tr><tr><td><input type="checkbox"/> Roth IRA</td><td></td></tr><tr><td><input type="checkbox"/> SEP IRA</td><td></td></tr><tr><td><input type="checkbox"/> Qualified Pension or Profit Sharing Plan</td><td></td></tr><tr><td><input type="checkbox"/> Other: _____</td><td></td></tr></table>	Initiated by Participant	Initiated by Beneficiary	<input type="checkbox"/> Traditional IRA	<input type="checkbox"/> Inherited IRA (Attach form 13668.)	<input type="checkbox"/> Roth IRA		<input type="checkbox"/> SEP IRA		<input type="checkbox"/> Qualified Pension or Profit Sharing Plan		<input type="checkbox"/> Other: _____	
Initiated by Participant	Initiated by Beneficiary												
<input type="checkbox"/> Traditional IRA	<input type="checkbox"/> Inherited IRA (Attach form 13668.)												
<input type="checkbox"/> Roth IRA													
<input type="checkbox"/> SEP IRA													
<input type="checkbox"/> Qualified Pension or Profit Sharing Plan													
<input type="checkbox"/> Other: _____													

Standard Insurance Company's Traditional IRA, Roth IRA, SEP and 403(b) contracts meet the requirements of Internal Revenue Code § 408(b), 408A, 408(k) and 403(b)(1) respectively.

B Non-Qualified Funds

Transaction Type: ☐ Direct Transfer
☐ 1035 Exchange

Additional Funds Forthcoming After This Transfer: ☐ No ☐ Yes: \$ _____

The undersigned owner(s) authorizes the transferring institution to liquidate and transfer the requested amount or percentage of the owner(s)'s rights, title and interest in the referenced account(s), without exception to Standard Insurance Company. This assignment is made to facilitate the exchange of all or a portion of the above-referenced policy for a new policy(ies) with Standard Insurance Company pursuant to Section 1035 of the Internal Revenue Code. The undersigned owner(s) understands and agrees that Standard Insurance Company is providing this form and participating in this exchange at the owner(s)'s request. The owner(s) acknowledges that Standard Insurance Company has not made, and will not make, any representations or warranties regarding the tax effects, if any, of this assignment, and any resulting taxes will be the sole responsibility of the owner(s). In consideration of Standard Insurance Company's willingness to participate in this exchange, the owner(s) accepts all responsibility for the validity of this assignment and releases Standard Insurance Company from any and all claims or liability resulting from this exchange. This Absolute Assignment shall be binding on the owner(s) and on the owner(s)'s personal representatives, heirs, successors and assignees. The owner(s) acknowledges and warrants that no other person has any interest in this policy, that no proceeding in bankruptcy is pending or has been filed affecting the policy, and that any collateral assignment of the policy has been properly released by the collateral assignee prior to the execution of this Absolute Assignment contract's benefits and provisions within a reasonable time.

4 Lost Policy Statement (Applicable only to a full surrender to effect the rollover, transfer or exchange.)

The undersigned certifies that:

- ☐ The policy or contract is attached.
☐ The policy or contract is lost or has been destroyed. To the best of my knowledge it is not in anyone's possession.

5 Participant/Beneficiary Declaration (Complete only for rollover of 403(b) Tax-Sheltered Annuity funds.)

The undersigned requestor is a:

- ☐ Participant, older than age 59½, severed from employment or with another distributable event.
☐ The beneficiary of a deceased participant of the plan sponsor releasing these funds.
☐ Neither of the above.

6 Authorization

The undersigned owner(s) or beneficiary authorizes the transferring institution to liquidate and transfer

_____ % or \$ _____ as cash from the policy or account to Standard Insurance Company:

- ☐ Transfer Immediately (default action if no selection is made)
☐ Transfer on Maturity or Anniversary Date
☐ Transfer on _____
DATE

- ☐ Please process RMD before transferring funds
☐ Do not process RMD - RMD being met elsewhere
Account balance as of 12/31 \$ _____

I(We) authorize disclosure of information to Standard Insurance Company as necessary to complete the requested transaction.

I(We) understand that the rollover, transfer or exchange will be effective on the date the check(s) is(are) received.

OWNER OR BENEFICIARY SIGNATURE

DATE

OWNER SIGNATURE

DATE

GUARANTEE SIGNATURE (IF APPLICABLE)

DATE

7 Request for Funds Transfer (To be completed only by an authorized Standard Insurance Company home-office employee.)

Standard Insurance Company is prepared to accept the assets as indicated in this document and will transfer the assets into a new or existing policy with Standard Insurance Company.

Standard Insurance Company (TIN #93-0242990) hereby requests that the above-documented surrender or partial withdrawal be transacted immediately. All proceeds, including any premiums, shall be payable and forwarded to:

Standard Insurance
Company FBO:

Mailing Address
Unit 36
P.O. Box 5000
Portland, OR 97208-5000

OWNER(S), ANNUITANT(S) OR BENEFICIARY NAME

Overnight Mailing Address
Individual Annuities P6C
1100 SW Sixth Ave
Portland, OR 97204

☐ Please refer to the Standard Insurance Company annuity contract number: _____
CONTRACT NUMBER

☐ The requested action is a 1035 Exchange, therefore please:
• Provide Cost Basis (see the enclosed Request For Cost Basis And Balance form).

AUTHORIZED STANDARD INSURANCE COMPANY HOME OFFICE EMPLOYEE

DATE