

Fee and Expense Information for Annuities

Annuity contracts carry several different types of fees and charges. It is important to understand all of the expenses and limitations before you invest, as they will reduce the overall value and reduce the return on your annuity investment. While each annuity contract may have different combinations of features and benefits, which may therefore have differing overall charges, annuity contract fees, costs and expenses generally include the following:

- **Surrender charges** - If you withdraw money from an annuity contract or liquidate the entire annuity contract ("surrender") within a certain period of time after investing, with limitations as set by the issuing insurance company generally ranging from three to ten years, the insurance company may assess a surrender charge. The surrender charge is a type of redemption fee and is generally a percentage of the investment amount that is being withdrawn.
- **Mortality and expense charge** - The mortality and expense charge is to compensate the insurance company for the insurance risks that it assumes under the insurance contract and can be used by the insurance company to offset the costs of selling the variable annuity, such as a commission paid to your Financial Advisor for selling the variable annuity to you. The annual mortality and expense charge is equal to a percentage of your account value, typically ranging from 0.90 percent to 1.80 percent per year.
- **Sub-account expenses** - Fees and expenses are also charged on the underlying investment options, called sub-accounts, in a variable annuity. The fees and expenses of the sub-accounts include annual operating expenses, such as management fees, 12b-1 (distribution) fees, cost of shareholder mailings, and other expenses. Sub-account expenses are charged as a percentage of the account value annually and can range from no charge (typically for money market sub-accounts) to as much as 2 percent per sub-account selected.
- **Administrative fees** - The insurance company may deduct charges from your annuity contract to cover record-keeping and other administrative expenses. This may be charged as a flat account maintenance fee (perhaps \$25 or \$30 per year) and/or as a percentage of your account value (typically about 0.15 percent per year). Some insurance companies waive the flat account maintenance fee on larger account values.
- **Other fees and charges for additional features** - Some annuity contracts offer features and benefits that may carry additional fees and/or charges, such as a stepped-up death benefit, a bonus credit feature, a guaranteed minimum income benefit, a guaranteed minimum withdrawal benefit, a guaranteed minimum accumulation benefit, or an earnings enhancement benefit (the term "guaranteed" refers to the payments being backed by the ability of the issuing insurance company to pay for those benefits out of that insurance company's assets. In addition, some annuity contracts charge an account maintenance fee, sub-account investment transfer fees, an annual contract fee and/or an account maintenance fee.

The data below will be used to calculate your fees, expenses, and commissions.

Plan Information

Carrier: FLI_PRODUCT_CARRIER_NAME
Product Name: FLI_PRODUCT_CARRIER_NAME
Premium:
State: FLI_ISSUE_STATE_ABBREV
Joint Contract: JointOwner_YesNo
Qualified Plan Type:

Client Information

Date of Birth: Client_DOB
Age: Client_Age

Demo Financial

Institution

Below are the fees that apply for this contract:

Administrative Expense Information

Below are general plan administrative services that may be charged to or deducted from all individual accounts. Examples include fees and expenses for legal, accounting, and recordkeeping services.

Policy Level Fee	Fee	Fee Frequency
Policy Fee		
Administrative Fee		
Mortality and Expense Fee		
Recordkeeping Fee		

Surrender Schedule (Annual, Based on Account Value)

Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year +10

Below are the Product Fees that apply for this contract:

Fee Type	Fee	Fee Frequency
Guaranteed Minimum Income Benefit (GMIB)		
Death Benefit		
Guaranteed Minimum Accumulation Benefit By Years		
Bonus		
Health Insurance Rider		
Administrative Rider		
Guaranteed Min Withdrawal for Life Benefit (GWLb)		
Interest Rate Options		
Guaranteed Minimum Withdrawal Benefit (GMWB)		

Fund Fees:

Fee Name	Fee Amount	Fee Frequency

Commission Information:

The financial advisor receives compensation when clients invest in insurance products. The Commission is paid by the insurance company out of its assets. Depending upon the type of insurance product and the distribution agreement with the insurance company, the compensation can vary and be in the form of one or a combination of upfront commissions, concessions on an ongoing basis (based on the value of the assets commonly known as trail commissions), when additional investments are made to an insurance contract, at contract renewal, for expense reimbursements, or at the time of annuitization of a contract.

The ongoing fees or trails the firm and your Financial Advisor may receive from an insurance company are based upon the amount of your investment held with the insurance company and are paid in consideration of the ongoing servicing and operational support provided.

Our compensation formula does not favor one insurance company's products over another, and all commission revenue is paid out to the Financial Advisor on the same basis, similar to any commission revenue received by the firm. Our representatives may also directly or indirectly receive additional cash and non-cash compensation. Such support is used for general business and marketing purposes, such as seminars, training conferences, and other promotional activities.

Below is the Commission Information that apply for this contract:

Commission Type	Commission Amount
IMO Specific Charges (Marketing Allowances, etc.)	1% - 5% Contract Amount

Commissions Schedule Disclosure	
Commission Schedule Type	
Commission Option Description	
Commission Extension	
Age Basis	
Age Basis Qualifier	
IRS Qualification Code	
Additional Banding	
Trail Eligible	
Commission Rate	
Start Date	
End Date	
Commission Rate	
Commission Rate	
Start Date	
End Date	
Commission Rate	
Commission Rate	
Start Date	
End Date	
Commission Rate	
Commission Rate	
Start Date	
End Date	
Commission Rate	
Trail	
Trail Eligible	
Trail Duration Start	
Trail Duration End	
Trail Duration Qualifier	
Trail Rate	

Demo Financial Institution

Schedule Banding	
Schedule Banding Type	
CDSC Duration	
Guarantee Period	
Guarantee Period Qualifier	
Payout Type	
Payout Option	
Premium Amount Start Range	
Premium Amount End Range	
Service Feature Type	
Service Feature Sub Type	
Premium Duration Start	
Premium Duration End	
Premium Duration Qualifier	
Commission Rate	
Trail Eligible	
Trail	
Trail Basis	
Trail Duration Start	
Trail Duration End	
Trail Duration Qualifier	
Trail Rate	

Owner Signature: _____ Date Signed: _____